



From: (704) 201-5723
Nick Morgan
Blue Ox Medical Technologies
1927 South Tryon St.
Suite 310
Charlotte, NC 28203

December 6, 2012

Ms. Roberta Wagner
State of West Virginia
2019 Washington Street East
Charleston, WV 25305

RE: Wireless Digital Radiography DR System and Service
RFQ NO: MHC13072

Dear Roberta:

We have provided a complete response based upon the information provided at the pre-bid on November 16th and are submitting the Nova OTS system. Upon receipt of the PO, we would schedule a trip to meet with your staff to provide any additional guidance for the infrastructure required to be implemented prior to delivery and installation of the system. During this time, we will provide the requirements for room shielding if required. This review will happen concurrently with the ordering process and installation of system will occur within 60 days of receipt of the PO.

After installation, we will train your staff for two days on site and we will provide on site support for one day once system is put into use by your staff. Subsequent support will be provided Monday through Friday 8 to 5 via phone and email.

Regarding warranty and service, the first year the system is under full warranty for parts, service and labor. During year two, the system is under warranty for parts and the cost of the service and labor are outlined in our attached proposal. Additionally, warranty and service information is also outlined for years three through five.

Thank you for reviewing our proposal and please let us know if you have any questions after you have reviewed it.

Sincerely,

A handwritten signature in black ink, appearing to read 'Nick Morgan', with a long horizontal line extending to the right.

Nick Morgan
Operations and Logistics Manager
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509-275-9942 f
nmorgan@blueox1.com
www.blueox1.com

12/10/12 10:40:13 AM
West Virginia Purchasing Division



SALES PROPOSAL



Sales Proposal

Sold To:
 State of West Virginia
 2019 Washington Street East
 Charleston, WV 25305

Ship To:
 State of West Virginia
 2019 Washington Street East
 Charleston, WV 25305

Contact: Roberta Wagner
Email: roberta.a.wagner@wv.gov
Phone: 304-558-0067
Fax: 304-558-4115

| Proposal Date | Expiration | F.O.B. | Ship Via | Terms of Payment | Sales Rep |
|------------------|------------|--------|----------|--|-------------|
| 12/6/12 | 3/6/13 | DEST | BEST WAY | 25% Down, 50% Delivery, 25% Installation | Nick Morgan |
| Item/Description | | | | | Amount |

System

NOVA OTS \$139,372

- 22" Touch Screen Color Monitor LCD
- Workstation Dell Optiplex Intel Core i3 dual core processor 3.3GHz; OS Windows 7 Professional; barcode scanner not included in this system
- 1 TB HDD; 4GB 1333 MHz DDR3; CD/DVD image viewer/burner 16x +/- RW SATA op drive
- One (1) 14" x 17" wireless DR cassette (GadOx); 3,072 x 2560 resolution; data output 1G ethernet
- 50kW Generator; kVp range 40 to 150; mA range 10 to 640mA; mAs range .1 to 500mAs; 480VAC/3 phase power required; touch screen console; AEC and Auto Calibration
- X-Ray Tube Rotating Anode 12 degree rotor; 400,000Khu; 06.mm to 1.2mm focal spots; 150 kVp (Unistrut excluded; should be furnished and installed by General Contractor)
- Ceiling mounted tube w/ 63" vertical travel; 187" longitudinal travel; 92" transverse travel range Rotation vertical axis 360 degrees and horizontal axis 315 degrees; Hand control and SID digital display
- Elevating Table with 4-way floating top; 650 lbs patient limit; vertical travel 19 to 35"; length 86" width 31 1/2"; electric locks;
- Vertical Wall Bucky 15 to 74" vertical travel; minimum center to floor 15"; Heavy Duty Manual Cassette Tray; Heavy Duty single column structure floor and wall mounted; electromagnetic brakes
- Manual Collimator with laser light; electronic timer; swivel mount; SID measuring tape
- Patient overhead and side-mounted handgrips; patient support straps
- PACS system includes 4 terrabits of raw storage with one local and five concurrent users with storage capacity of 120,000 10 MB files
- Note: All electrical and low voltage rough-on and trim out should be performed by facility preferred electrician. Final connections to system are included by our field service team.

Options:

See attached brochure for additional specifications.
 Option to upgrade to 64kw generator; Add \$4,000 Optional

Shipping/Installation/Training

- *On-Site System Set up/In-Service Training Included
- *Includes project planning, integration, configuration, & QA Testing Included
- * 1 day of travel and installation Included
- *Two Day On-Site System Set up/In-Service Training Included
- * Shipping Included

Warranty

Warranty - Two Year Parts and One Year Labor on System, Panel and Software Included
 Extended warranty for labor and service; Add \$8,000 for year two Optional
 Extended warranty for system parts, labor and service; Add \$12,000/year after year two Optional
 One year drop warranty for one panel; Add \$5,000 for one year Optional

Comment:

Competitive Flexible Financing options available. (ask for details)
 Extended Service/Warranty options available (ask for details)

This quote is subject to BOMT Terms and Conditions which are incorporated by reference and attached hereto.
 Applicable taxes will be added to your final invoice.

| | | |
|--------------------|---------------|------------------|
| accepted by: _____ | Total: | \$139,372 |
|--------------------|---------------|------------------|



X-Ray tube overhead support system



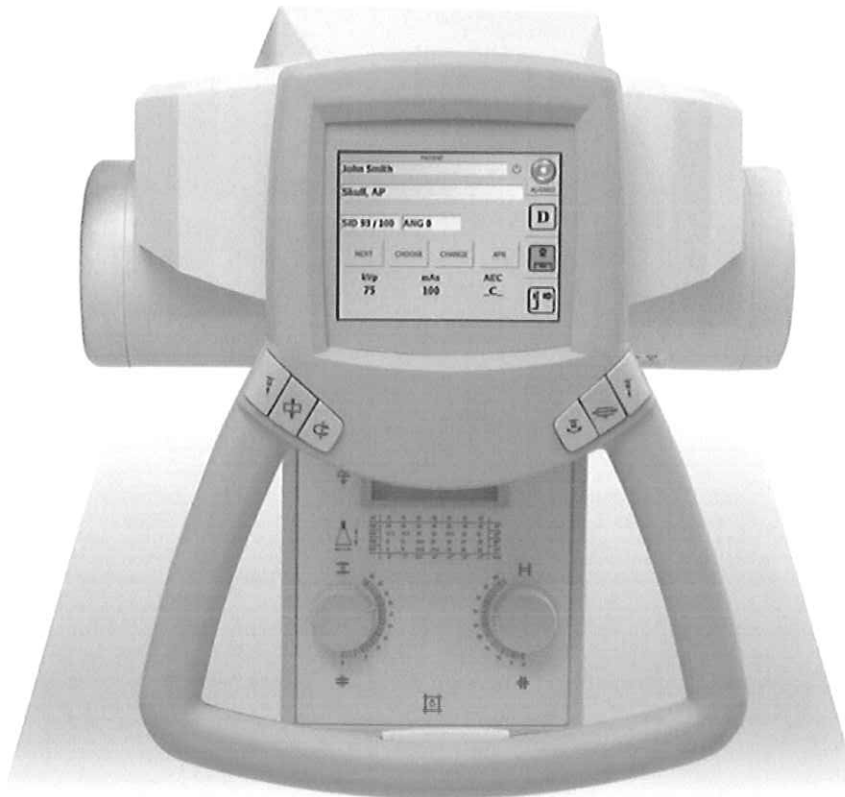
Blue Ox Medical Technologies
222 South Church Street
Suite 100
Charlotte, NC 28202
www.blueox1.com



Your OEM partner

NOVA

X-Ray tube overhead support system



NOVA applications

The new NOVA is a heavy-duty X-Ray Tube Overhead Support System characterized by its simple and functional design. With its new light weight design, the NOVA guarantees highly precise positioning for an optimal radiographic result.

Thanks to its vertical and horizontal displacements, the NOVA can cover almost all the volume of the room in which it is installed.

The new NOVA support system can operate on an horizontal or vertical bucky, or be installed with an elevating table.

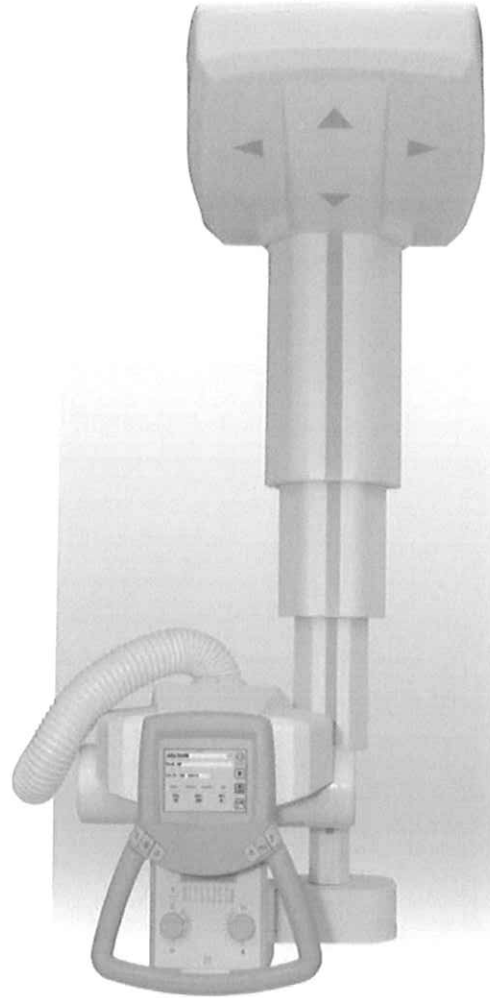
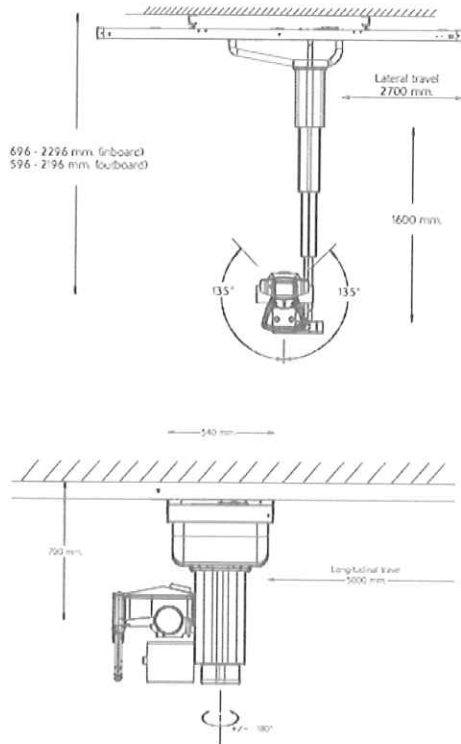
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NOVA



Your OEM partner



Power requirements:
 Power Supply Voltage (phase/neutral) 110-240 Vac + 10% + Ground.
 Line Input Frequency 50/60Hz.
 Maximum power: 600VA.
Weight:
 150 Kg (330 lbs) in the manual suspension and 160 Kg (352 lbs) in the motorized and automatic suspension.
 In all models, the weight of the set tube-collimator are 40-60 Kg (88-132 lbs), depending on the tube-collimator in use.
Warranty:
 The published company warranty in effect on the date of shipment shall apply. Right reserved to make changes.
Standards:
 This equipment has been designed to comply with CE marking, CSA, and UL.
 Data subject to change without notice.

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NOVA specific features

- Sound and robust appearance.
- Light weight design.
- Positioning precision and speed. Servo positioning system. Fully electronic self positioning as an option.
- Light weight round telescopic column design with 4 independent parts guided by a high precision alignment mechanism for a smooth and quiet operation. This rigid and durable design, reduces instability and vibration to the minimum, to facilitate precision in positioning.
- Optimal mechanical balancing system for manual movements with almost no efforts.
- Optional automatic system with full servo electronics for balancing and positioning. Parking feature for user and patient convenience.
- Plug in and modular electrical assemblies to facilitate the installation, calibration and maintenance.
- X-Ray support with 360° vertical and horizontal rotation.
- Safety devices including negative locks on rotation and angulation movement axis.
- Ergonomic design. Ease of operation with all controls and switches grouped in a unique control unit.
- Electronic tomography option.

NOVA specifications

The NOVA consists of:

Ceiling rail system:

It is made up of aluminum fixed rails (assembled in the ceiling) and of a bridge that moves longitudinally along the rails.

Longitudinal rail lengths range from 3358 mm. (132.20") to 6000 mm. (234.0") in steps of 660.4 mm (26").

Transversally, the rails are from 2000 mm. (78.0") to 3450 mm. (135.82") in steps of 0.25.

The bridge movement along the rails is controlled by an electric brake (coil and/or motor). In the absence of feeding voltage, the movement is free.

The maximum transversal travel is 2351.5 mm. (92.57") and the maximum longitudinal travel is 4765 mm. (187.60")

Telescopic column:

The telescopic column allows the tube vertical track (VERT).

Its movement is either motorized for standard suspensions or assisted motorized in automatic configurations.

The vertical travel is 1600 mm. (62.99").

The minimum distance Focus-Ceiling is 726 mm. (28.58") and the maximum distance is 2300 mm. (90.55").

Control console:

The following movements are controlled from the control console: longitudinal, transversal and vertical movements, rotation movement of the tube support and its angulation movement.

Counterweight system:

Placed in the superior part of the tube support. In case of cable failure, there is a double security system in order to avoid the tube from falling.

NOVA suspension models

The NOVA is available with the following suspension options:

Manual:

In this model, the angulation and rotation brakes, or locks, are electromagnetic, and remain ON even when the system is OFF. The electromagnetic longitudinal and transversal locks remain ON only when the system is ON.

The vertical axis operates with a motor that expands or contracts the telescoping and at the same time, carries out blocking functions.

Autotracking:

The same as the manual suspension but it also allows an automatic alignment of the tube with the elevating table or vertical bucky detector.

Automatic:

In this model, the suspension can be used either in automatic or manual mode.

In the automatic mode it has the following features:

- Autocenter with vertical bucky or table at a configurable SID.
- Dynamic auto tracking in all the degrees of freedom (DOF).
- Autoposition with vertical bucky or table, including oblique positions.
- Remote control from other device (ex. Generator)