



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



Request for Quotation WEH13020

Response prepared for:

Attn: Roberta Wagner
State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
PO Box 50130
Charleston, WV 25305-0130



Submitted on January 24, 2013 by:

Jason Rusnic
Senior Sales Consultant
CareFusion
3750 Torrey View Court
San Diego, CA 92130
412.266.5172 mobile



CareFusion

Expires: April 24, 2013

01/23/13 09:51:38 AM
West Virginia Purchasing Division



3750 Torrey View Court
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800.367.9947 tel

carefusion.com

January 24, 2013

Roberta Wagner
State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street, East
PO Box 50130
Charleston, WV 25305-0130

Dear Ms. Wagner,

On behalf of the entire team at CareFusion, I would like to thank you and your team for the opportunity to partner with Welch Community Hospital on your smart infusion system initiative. I am confident we will accomplish great things together for your clinicians and for members of the Welch Community Hospital community.

The solution we developed is closely aligned to the goals and business drivers of Welch Community Hospital. Our offering is simple and will provide Welch Community Hospital with multiple options to achieve your goals. The proposed solution will result in positive patient outcomes, improved workflow for clinicians and access to actionable information to improve patient safety and adherence to safe medication practices.

The solution includes:

- IV Infusion System that can protect all infusion modalities
- Unparalleled implementation experience
- Alaris® Infusion Analytics Service for process improvement

I wanted to extend my appreciation to you and Welch Community Hospital for including CareFusion's market leading Alaris® Infusion System in your quest for a comprehensive IV medication safety platform. We hope to earn your business by fully demonstrating the value we can bring your organization with our advanced capabilities.

On behalf of more than 14,000 CareFusion employees, thank you for your continued partnership and dedication to the profession, your clinicians and your patients. We look forward to continuing to work with you to measurably improve patient care.

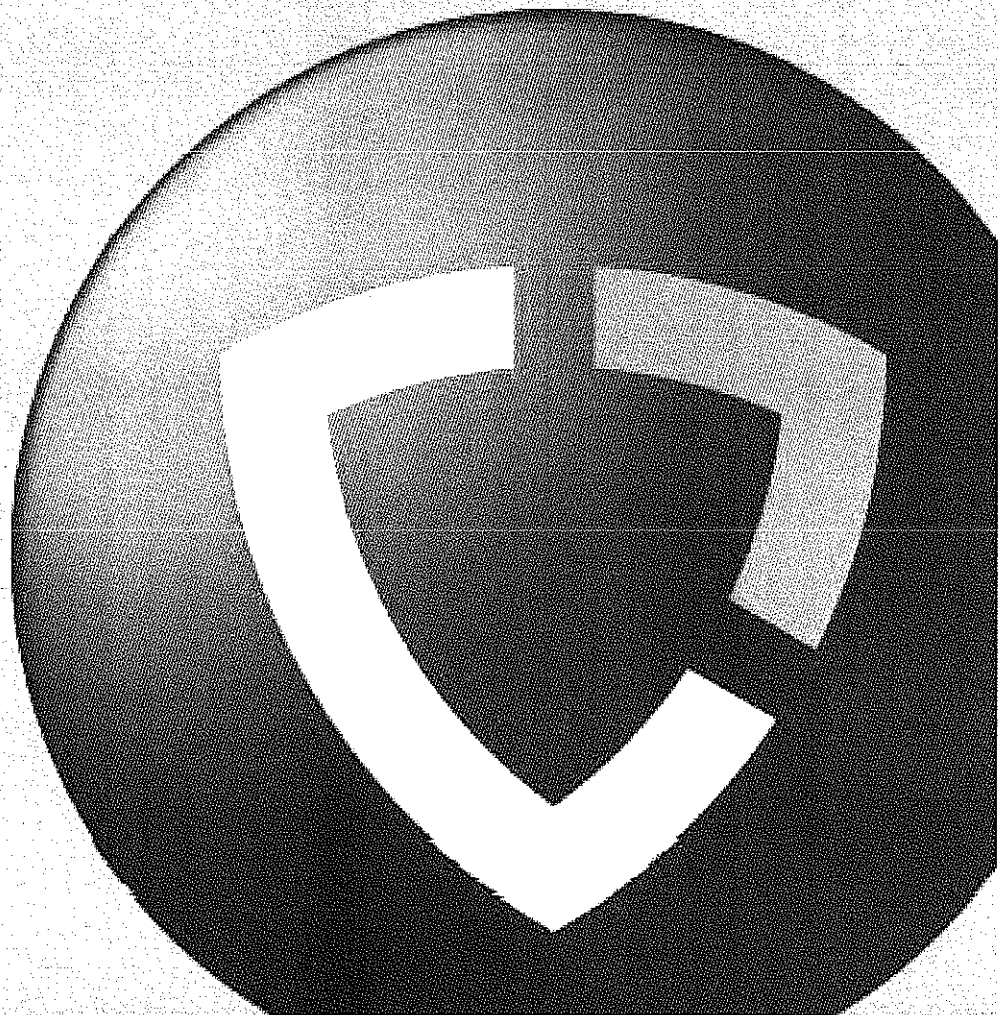
Best regards,

Jason Rusnic
Senior Sales Consultant
412.266.5172



Section Two

CareFusion Pricing



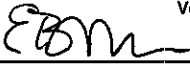
WEH13020 IV Infusion Pump Pricing Page

Description	Quantity	Cost Per Unit	Total Cost
1. 3.1.1 IV Pump infusion systems*	30	*	\$177,700.00
2. 3.1.2 IV Pump infusion stands (model #905-0126)**	30	\$183.00	\$5,490.00
3. 3.1.4 Manual/CD's	1	\$0.00	\$0.00
4. 3.1.5 Equipment valued over \$1,000.00 for one (1) year warranty	1	\$0.00	\$0.00
5. 3.1.6 Delivery	1	\$0.00	\$0.00
6. 3.1.7 In-Service training	1	\$28,000.00	\$28,000.00

Total	A.)		\$211,190.00
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Description	Estimated Quantity Per Unit	CFN Product Code	Cost Per Unit***	Units Per Case	Case Price	Total Cost
1. Primary set	10,000	2420-0007	\$4.21	20	\$84.20	\$42,100.00
2. Secondary Set	2,000	4900-0000	\$1.25	50	\$62.50	\$2,500.00
3. Luer Lock	7,500	2000E	\$1.20	100	\$120.00	\$9,000.00
4. 6" extension set	1,000	20018E	\$3.50	100	\$350.00	\$3,500.00
5. Blood set w/200 Mic Filter	400	2279-0500	\$4.25	20	\$85.00	\$1,700.00
6. 40" Extension	800	10012213	\$2.17	100	\$217.00	\$1,736.00
7. Luer Lock Caps	600	70804	\$0.26	600	\$156.00	\$156.00
8. 17" Extension set w/ 22u filter	400	20027E	\$2.45	100	\$245.00	\$980.00
9. 6" Y Extension	200	20061E	\$1.82	100	\$182.00	\$364.00
10. Microburette	40	n/a	\$0.00	0	\$0.00	\$0.00
11. Low Sorbing (NTG) set	200	10013072	\$8.98	20	\$179.60	\$1,796.00
Total	B.)					\$63,832.00

Grand Total A.) & B.) \$ 275,022.00

CareFusion	3750 Torrey View Court, San Diego, CA 92130	
Vendor Name	Vendor Address	
Elizabeth Botticelli - Manager, Contracts		January 24, 2013
Vendor Authorized Representative	Signature	Date
858.617.2034	858.617.5982	elizabeth.botticelli@carefusion.com
Telephone	Fax	E-mail

*The IV Pump infusion system cost includes hardware, software and annual software maintenance for 30 large volume pump modules and 30 point-of-care units.

** IV Stands (model number 905-0126) have six (6) legs and four (4) hooks.

***Unit price indicated requires a minimum three (3) year commitment to purchase disposable products.

(Please note that Syringe, PCA, EtCO2 and SpO2 are optional modules that are NOT included in this cost sheet. Please refer to attached proposal for pricing.)

Welch Community Hospital
Alaris System



Quote Date: January 23, 2013

Pricing stated is offered by CareFusion for acceptance by Customer for a period of 90 days from Quote Date

Jason Rusnic 412-266-5172

GPO Non-GPO 1-250 PCUs

Commitment: 36 month Disposables Agreement with commitment to 90% of last 12 months dedicated disposables usage

Alaris® System Equipment (Hardware)				
Model Number	Product Description	Quantity	Unit Price	Extended Price
8015	Next generation Alaris® PC unit	30	\$ 2,595.00	\$ 77,850.00
8100	Alaris® Pump module	30	\$ 1,595.00	\$ 47,850.00
905-0126	Stand 6 Legged base & 4 hooks	30	\$ 183.00	\$ 5,490.00
Subtotal				\$ 131,190.00

Guardrails® Suite License for Alaris® System (Software)				
		Quantity	Unit Price	Extended Price
Guardrails® Point-of-Care Software for Alaris® PC units		30	\$ 950.00	\$ 28,500.00
Guardrails® Point-of-Care Software for modules		30	\$ 250.00	\$ 7,500.00
Subtotal				\$ 36,000.00

Implementation for Alaris® System (Services) Implementation costs are based on a single phase implementation				
				Extended Price
Services below provided per the Customer Order Attachments				
Remote Professional Services				\$ 18,000.00
Equipment Check-in Services				\$ 6,000.00
Per Diem BioMed Support				\$ 4,000.00
Subtotal				\$ 28,000.00
TOTAL - Alaris® System				\$ 195,190.00

Alaris® Systems Manager Fees				
		Quantity	Unit Price	Extended Price
Alaris® Systems Manager License		1	\$ 55,000.00	\$ 55,000.00
SUBTOTAL - Alaris® Systems Manager				\$ 55,000.00
Server Implementation				\$ 15,000.00
TOTAL - Alaris® Systems Manager				\$ 70,000.00

TOTAL Equipment, Licenses and Services				
				\$ 195,190.00
Alaris Systems Manager (Wireless) Incentive				\$ (70,000.00)
TOTAL - Incentives				\$ (70,000.00)

TOTAL ACQUISITION COST \$ 195,190.00

Maintenance and Support Fees				
				Extended Price
Guardrails® Suite Optimization Service - Alaris® System	(Annual)		\$	6,000.00
Optimization Service - Alaris® Systems Manager	(Annual)		\$	10,000.00
TOTAL - Maintenance Fees				\$ 16,000.00

GRAND TOTAL \$ 211,190.00

NOTES

OPTIONAL INFUSION MODULES	Hardware (each)	Software (each)	TOTAL (each)
Alaris® Syringe module	\$2,995.00	\$250.00	\$3,245.00
Alaris® PCA module	\$3,295.00	\$250.00	\$3,545.00
Alaris® SpO2 module (Neilport)	\$1,820.00	\$250.00	\$2,070.00
Alaris® SpO2 module (Masimo)	\$1,820.00	\$250.00	\$2,070.00
Alaris® EtCO2 module	\$3,300.00	\$250.00	\$3,550.00

If the Optional Infusion Modules shown above are not implemented concurrently with the Alaris® PC units and Pump modules for the hospital's initial Alaris® System conversion, additional training services may apply. Additional Equipment, may also result in an increase to the Guardrails® Suite Optimization Service - Alaris® System Fee identified above.

This Customer Order does not include any applicable sales and use taxes. If Customer is tax exempt, Customer must ensure that a tax exemption certificate is on file with CareFusion.

**WARRANTY UPGRADE OPTION:
ON-SITE REPAIR SERVICE**

As part of the excellent Standard Warranty Service offerings, CareFusion provides the option to upgrade the standard CareFusion Repair Center service center to a repair service provided at your facility during the warranty period for the purchased devices during normal business hours, Monday – Friday.

Repair service for all devices is provided by CareFusion factory trained technicians at your facility within two (2) business days from receipt of notification of at least four (4) devices in need of repair. The customer shall provide CareFusion a safe, clean, well lit, vented work area adequate to perform the repairs.

Any device in need of board repair will be sent to the CareFusion Repair Center and the CareFusion tech will be responsible for boxing up and shipping the device to CareFusion.

Any device in need of repair due to external causes will be sent to the CareFusion Repair Center for repair. The Customer will be responsible for boxing up and shipping the device to CareFusion.

Any device sent to the CareFusion Repair Center will be promptly repaired and returned, freight prepaid, within five (5) days to your facility.

MODEL	UPGRADE FEE
Alaris® PC unit (8015)	\$20.00/device/per year
Alaris® Pump module	\$20.00/device/per year
Alaris® SpO ₂ module	\$20.00/device/per year
Alaris® Syringe module	\$20.00/device/per year
Alaris® PCA module	\$20.00/device/per year
Alaris® ETCO ₂ module	\$20.00/device/per year
Alaris® Auto ID module	\$20.00/device/per year

This offer excludes batteries, accessories, incoming checks, preventive maintenance, routine calibration, improper use, abuse, accident or neglect and standard software updates.

**POST WARRANTY SERVICE CONTRACT OPTION:
CAREFUSION REPAIR CENTER**

CareFusion's post warranty CareFusion Repair Center provides the same consistent service following the standard warranty period. Repair service for all devices is provided at the CareFusion Repair Center in San Diego, CA. Your facility is responsible for boxing and shipping the device to the CareFusion Repair Center where it will be repaired by our certified factory trained technicians using only original manufacturer parts. CareFusion will promptly return the repaired device, freight prepaid, within five (5) days to your facility.

MODEL	CAREFUSION REPAIR CENTER
Alaris® SE single channel pump	\$132.00/device/per year
Alaris® SE dual channel pump	\$144.00/device/per year
Alaris® PC point-of-care unit (8000)	\$104.00/device/per year
Alaris® PC unit (8015)	\$85.00/device/per year
Alaris® Pump module	\$64.00/device/per year
Alaris® SpO ₂ module	\$101.00/device/per year
Alaris® Syringe module	\$85.00/device/per year
Alaris® PCA module	\$155.00/device/per year
Alaris® ETCO ₂ module	\$170.00/device/per year
Alaris® Auto ID module	\$149.00/device/per year

This offer excludes batteries, accessories, incoming checks, preventive maintenance, routine calibration, improper use, abuse, accident or neglect and standard software updates.

Pricing for post warranty services are subject to review based on the customer's history of usage. Devices that are five (5) years old or more are subject to a 5% surcharge.

**POST WARRANTY SERVICE CONTRACT OPTION:
ON-SITE REPAIR SERVICE**

CareFusion's post warranty On-Site Repair service provides the same consistent service following the standard warranty period.

Repair service for all devices is provided by CareFusion factory trained technicians at your facility within two (2) business days from receipt of notification of at least four (4) devices in need of repair during normal business hours, Monday - Friday. The customer shall provide CareFusion a safe, clean, well lit, vented work area adequate to perform the repairs.

Any device in need of board repair will be sent to the CareFusion Repair Center and the CareFusion tech will be responsible for boxing up and shipping the device to CareFusion.

Any device in need of repair due to external causes will be sent to the CareFusion Repair Center for repair. The Customer will be responsible for boxing up and shipping the device to CareFusion.

Any device sent to the CareFusion Repair Center will be promptly repaired and returned, freight prepaid, within five (5) days to your facility.

MODEL	ON-SITE REPAIR SERVICE
Alaris® SE single channel pump	\$147.00/device/per year
Alaris® SE dual channel pump	\$159.00/device/per year
Alaris® PC point-of-care unit (8000)	\$119.00/device/per year
Alaris® PC unit (8015)	\$100.00/device/per year
Alaris® Pump module	\$79.00/device/per year
Alaris® SpO ₂ module	\$116.00/device/per year
Alaris® Syringe module	\$100.00/device/per year
Alaris® PCA module	\$185.00/device/per year
Alaris® ETCO ₂ module	\$200.00/device/per year
Alaris® Auto ID module	\$179.00/device/per year

This offer excludes batteries, accessories, incoming checks, preventive maintenance, routine calibration, improper use, abuse, accident or neglect and standard software updates.

Pricing for post warranty services are subject to review based on the customer's history of usage. Devices that are five (5) years old or more are subject to a 5% surcharge.

**POST WARRANTY SERVICE CONTRACT OPTION:
PARTNERSHIP PROGRAM**

Our unique Partnership Program is available to new customers or customers with an expiring Partnership Warranty Repair Program. The program provides your facility with the opportunity to increase uptime by performing authorized repairs within your own Biomedical Department for the Alaris® System. This program gives you exclusive access to the Customer Repairable Parts (listed below) needed to conduct your own repairs. These original manufacturer parts are available to do the majority of the repairs you do yourself on-site. The remaining major parts and labor are covered during the agreement period and are performed by certified trained technicians using the CareFusion Repair Center in San Diego, CA. In order to participate in this program, all the Alaris® System modules at the facility will need to be covered.

Customer Repairable Parts*

ALARIS® PC UNIT (8015)		ALARIS® PUMP MODULE	
<ul style="list-style-type: none"> • Speakers • Battery Harness • Gaskets • Handle/kit • IUI connectors • AC filter • RS-232 board • IUI circuit boards • Module latch • Labels / general hardware • Switching power supply 	<ul style="list-style-type: none"> • Door assembly / latch & components / lighthouse • Display board • Display board cable • Seals • IUI Connectors • IUI latch • Module: (AIL, door, rotation & flow stop) sensors • Mechanism membrane • Hardware / fasteners 		
ALARIS® SPO₂ MODULE	ALARIS® SYRINGE MODULE	ALARIS® PCA MODULE	ALARIS® ETCO₂ MODULE
<ul style="list-style-type: none"> • IUI Connectors • Backlight LED Assembly • Module Latch • Logo Labels • Speakers 	<ul style="list-style-type: none"> • IUI Connectors • Module Latch • Syringe Sizer Components • Flex Cable Retainer 	<ul style="list-style-type: none"> • IUI Connectors • Module Latch • Components • Syringe Sizer Components • Flex Cable Retainer 	<ul style="list-style-type: none"> • IUI Connectors • Module Latch

* Authorized parts are subject to change.

MODEL	PARTNERSHIP PROGRAM
Alaris® PC unit (8000)	\$80.00/device/per year
Alaris® PC unit (8015)	\$61.00/device/per year
Alaris® Pump module	\$46.00/device/per year
Alaris® SpO ₂ module	\$73.00/device/per year
Alaris® Syringe module	\$61.00/device/per year
Alaris® PCA module	\$111.00/device/per year
Alaris® ETCO ₂ module	\$122.00/device/per year
Alaris® Auto ID module	Not Available

If customer provides a 3 year purchase order (non-cancelable) upfront at the time of purchase or prior to expiration of original warranty, we will agree to bill annually and offer a 10% discount with each annual billing.

This offer excludes batteries, accessories, incoming checks, preventive maintenance, routine calibration, improper use, abuse, accident or neglect and standard software updates.

Devices that are five (5) years old or more are subject to a 5% surcharge. Pricing for post warranty services are subject to review based on the customer's history of usage.

**POST WARRANTY SERVICE NON-CONTRACT OPTION:
CAREFUSION REPAIR CENTER, FIXED LEVEL**

CareFusion's post warranty Fixed Level Pricing Program was specifically designed to offer your facility with comprehensive service for maintaining your devices while striving to minimize your maintenance costs. This program provides for device repairs to be performed by factory trained technicians at the CareFusion Repair Center in San Diego, CA. Parts in need of replacement will be changed using only original manufacturer parts for your CareFusion devices. Routine Preventative Maintenance, as referred to in the applicable Directions For Use or Maintenance Manual as "Preventative Maintenance", may also be purchased through our exclusive Fixed Level Pricing Program for your convenience.

The Fixed Level Pricing Program is split between two (2) repair levels. Level 1 repairs cover labor, all minor parts and a single major part replacement, excluding the Oridion board used in the EtC02, Model 8300. Level 2 repairs are similar to the Level 1 repair, and includes up to 50% of the major parts.

Devices not included in the CareFusion Repair Center, Fixed Level Price List will be repaired and billed on a time and materials basis. We reserve the right to exclude from the CareFusion Repair Center, Fixed Level Price List, repairs needed due to improper use, abuse, accident or neglect.

CAREFUSION REPAIR CENTER PRICING, FIXED LEVEL

PRICING EFFECTIVE 03/07/11

ALARIS® SE SINGLE/DUAL CHANNEL PUMP

Model	Description	Preventive Maintenance	Level 1	Level 2
7100	single channel	\$105	\$300	\$665
7200	dual channel	\$125	\$300	\$665
7130	single channel	\$105	\$300	\$615
7230	dual channel	\$125	\$300	\$625

ALARIS® SYSTEM

Model	Description	Preventive Maintenance	Level 1	Level 2	Level 3
8000	PC unit	\$105	\$379	\$644	n/a
8015	PC unit	\$105	\$329	\$601	n/a
8100	Pump module	\$105	\$230	\$365	n/a
8110	Syringe module	\$105	\$354	\$579	n/a
8120	PCA module	\$105	\$354	\$529	n/a
8210/8220	SpO2 module	\$105	\$315	\$585	n/a
8300	EtCO2 module	\$105	\$350 (2)	\$1,625	\$1,250 (1)
8600	Auto ID module	\$105	\$223	\$910	n/a

(1) Level 2 repair using a reconditioned Oridion board for the repair.

(2) Excludes the replacement of the Oridion board.

MEDSYSTEM III® INFUSION SYSTEM

Model	Description	Preventive Maintenance	Level 1	Level 2
2863/2865	three channel	\$105	\$385	\$779

THERMOMETERS

Model	Description	Preventive Maintenance	Level 1	Level 2
2180/2185, Alaris® Tri- Site	electronic	\$52	\$139	\$139

LEVEL 1 REPAIRS: Covers labor, all minor parts and up to 1 major part

LEVEL 2 REPAIRS: Covers labor, all minor parts and 2 or more major parts.

MAJOR PARTS:

- Circuit Boards: Logic, Controller, Display
- Power Supply Assemblies
- Air In line Sensor, Pressure Sensor
- Case: Front, Rear, Door
- Keypad
- Mechanism/Pump Assembly
- Batteries

Units sent in for repair requiring replacement of more than 50% of the major parts will be charged at the current time and materials rates.

**POST WARRANTY SERVICE NON-CONTRACT OPTION:
PURCHASE PARTS, AS NEEDED**

CareFusion offers parts for purchase on an as needed basis.

- Parts orders ship within one business day of receipt of order over 96.5% of the time
- We provide the same level of competitive parts pricing to all of our customers

OTHER SERVICE OFFERINGS:

CareFusion offers parts for purchase on an as needed basis.

EQUIPMENT CHECK IN:

CareFusion shall:

- Unpack and test each device in accordance with the applicable procedures and provide Customer with summary test report;
- Unpack and assemble IV stands that are available before the scheduled unpacking date;
- Affix Customer-provided self-adhesive asset identifying stickers, if any onto devices; and
- If applicable, upload and confirm presence of the Customized Data Set onto devices.

Equipment Check In Fee: Alaris® System \$29.00 per module (minimum of \$6,000)
 Alaris® SE System \$60.00 per unit (minimum of \$6,000)
 Alaris® System + Biomed Training
 29.00 per module (minimum of \$6,000) + \$3,000

EQUIPMENT SOFTWARE UPGRADE:

CareFusion shall:

- Download CQI data from Equipment;
- Install licensed copies of the embedded software onto Equipment; and
- Upload and confirm presence of the Customized Data Set onto Equipment
 - Up to 200 Alaris® System modules per day
 - Up to 100 Alaris® SE units per day

Equipment Software Upgrade Fee: \$4,000 per day

Preventive Maintenance Agreement:

While on Customer's site to perform software update services on the Equipment, CareFusion shall:

- Perform preventative maintenance on the Modules (in accordance with DFU); and
- Perform calibration on Modules in accordance with DFU specifications.

While CareFusion is at the customer's facility, the customer shall provide Modules to CareFusion at a rate of 200 per day, based on 80 PC units and 120 modules per day.

This program doesn't cover repairs and must be scheduled in concert with the on-site visit.

Preventive Maintenance Fee: \$15.00 per Module