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May 10 2018

STATE HEALTH PLANNING AND DEVELOPMENT AGENCY

May 10, 2018

Mr. Alva M. Lambert
Executive Director
State Health Planning and Development Agency
100 North Union Street, Suite 870
Montgomery, Alabama 36104

Dear Mr. Lambert:

Enclosed you will find East Alabama Medical Center's request for determination of exemption status for the replacement of one of EAMC's cardiac catheterization labs. If you need any additional information regarding this request, please contact me at (334) 528-5825 or marcilla.gross@eamc.org. Thank you for your consideration.

Sincerely,

Marcilla C. Gross
Director
Regulatory Affairs & Leadership Development

Enclosures

II. DESCRIPTION OF EQUIPMENT TO BE REPLACED

- A. **Manufacturer:** Philips Healthcare
Serial #: 18199
- B. **Model:** Integris H 5000 72246
- C. **Name of Equipment:** Integris H 5000
- D. **Fair market value of equipment at present:** \$0.00

DESCRIPTION OF PROPOSED NEW EQUIPMENT

- A. **Manufacturer:** Philips Healthcare
Serial #: n/a
- B. **Model:** Allura FD 20 100243
- C. **Name of Equipment:** Allura FD 20
- D. **Fair market value of equipment at present:** n/a
- E. **Cost of equipment (include written price quote):** \$694,291.01 (*includes training*)
- F. **Describe use of current equipment:**
The current equipment has been used to perform diagnostic and interventional cardiac catheterizations, peripheral vascular studies, and cardiac implants for cardiac rhythm management.

Describe use of proposed equipment:
The proposed equipment will be used to able to perform diagnostic and interventional cardiac catheterizations, peripheral vascular studies, cardiac implants for cardiac rhythm management, electrophysiology procedures, and carotid angiographies.
- G. **List any attachments or additional procedures with this equipment that could not be performed by old equipment:**
The proposed equipment will allow for electrophysiology and carotid angiography procedures to be performed.
- H. **Can any procedures be performed with the proposed new equipment that cannot be performed with the replacement equipment? If yes, describe in detail:**
The proposed equipment will allow for electrophysiology and carotid angiography procedures to be performed in addition to diagnostic and interventional cardiac catheterizations, peripheral vascular studies, and cardiac implants for cardiac rhythm management.
- I. **Location of existing equipment (include room #):**
The existing equipment has been located on the first floor of East Alabama Medical Center's outpatient building. More specifically, the equipment has been in Room #2 in the cardiology department.

III. COST

A. Equipment Costs	\$	<u>694,291.01</u>
(Costs have to be supported by price quote on manufacturer's stationery or letterhead.) Cost of equipment only; do not list lease cost.		
B. Less trade-in of old equipment		<u>0.00</u>
C. Total cost of equipment	\$	<u>694,291.01</u>

Calculation of fee for this determination:

Multiply dollar amount in III.C. (total cost of equipment) times 1% (the application fee for a Certificate of Need); 20% of this amount is the application fee for non-rural hospitals.

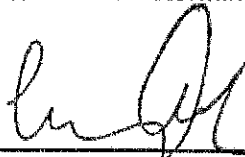
Include manufacturer's literature on old equipment, if available, and on the new equipment.

Include any other information pertinent to the determination.

The Executive Director may request any other information which is relevant to his decision.

IV. CERTIFICATION

I certify that the information provided herein is true and correct and that there is no additional information which would be pertinent to this application which has not been provided. Further, I understand that any misrepresentation on this application or failure to include relevant information may void any favorable determination secured by such misrepresentation or omission.



Signature of Applicant

Terry Andrus, President/CEO

*Applicant's Name and Title
(Type or Print)*

Sworn to and subscribed before me this

10 day of May, 2018



Notary Public (affix seal on original)

Lori Connors Notary Public, Alabama State At Large My Commission expires 9/12/2021
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PHILIPS HEALTHCARE
A division of Philips North America LLC
22100 Bothell Everett Highway
P.O. Box 3003
Bothell, Washington 98041-3003



Quotation #: 1-1JKT6RQ	Rev: 24	Effective From: 08-May-18	To: 30-Jun-18
Presented To: EAST ALABAMA MEDICAL CENTER 2000 PEPPERELL PKWY OPELIKA, AL 36801-5422	Presented By: Micah Wilson <i>Account Manager</i> Laurie Garrison <i>Regional Manager</i>	Tel: (205) 937-2496 Fax: (855) 375-1151	Tel: (978) 983-5401 Fax: (978) 983-5401
Tel:			
Alternate Address:			
Date Printed: 08-May-18			
Submit Orders To: 22100 BOTHELL EVERETT HWY BOTHELL WA 98021 Tel: (888) 564-8643 Fax: (425) 458-0390			

This quotation contains confidential and proprietary information of Philips Healthcare, a division of Philips North America LLC ("Philips") and is intended for use only by the customer whose name appears on this quotation. It may not be disclosed to third parties without the prior written consent of Philips.

IMPORTANT NOTICE: Health care providers are reminded that if the transactions herein include or involve a loan or discount (including a rebate or other price reduction), they must fully and accurately report such loan or discount on cost reports or other applicable reports or claims for payment submitted under any federal or state health care program, including but not limited to Medicare and Medicaid, such as may be required by state or federal law, including but not limited to 42 CFR 1001.952(h).

Quote Solution Summary

<u>Line #</u>	<u>Product</u>	<u>Qty</u>	<u>Price</u>
	100243 Allura FD20	1	\$694,291.01
Equipment Total:			\$694,291.01

Solution Summary Detail

<u>Product</u>	<u>Qty</u>	<u>Each</u>	<u>Monthly</u>	<u>Price</u>
100243 Allura FD20	1	\$694,291.01		\$694,291.01

Buying Group: PREMIER HEALTHCARE ALLIANCE Contract #: PP-IM-280

Add'l Terms: The specific Premier Contract # referenced above represents the applicable Premier agreement with Philips containing discounts, fees and any specific terms and conditions applying to any Product identified as part of this quoted Solution. Philips Standard Terms and Conditions of Sale attached to the Quota Solution will also apply to the extent they do not expressly conflict with the terms and conditions of the referenced Premier Contract. Single Quoted Solutions containing a Product under the Premier Physiological Monitoring Systems Group Purchasing Agreement shall be governed by that agreement's terms and conditions.

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Payment Terms: 0% Down, 80% Upon Delivery, 20% Due When the Product is Available for First Patient Use, Net due 30 days from date of invoice

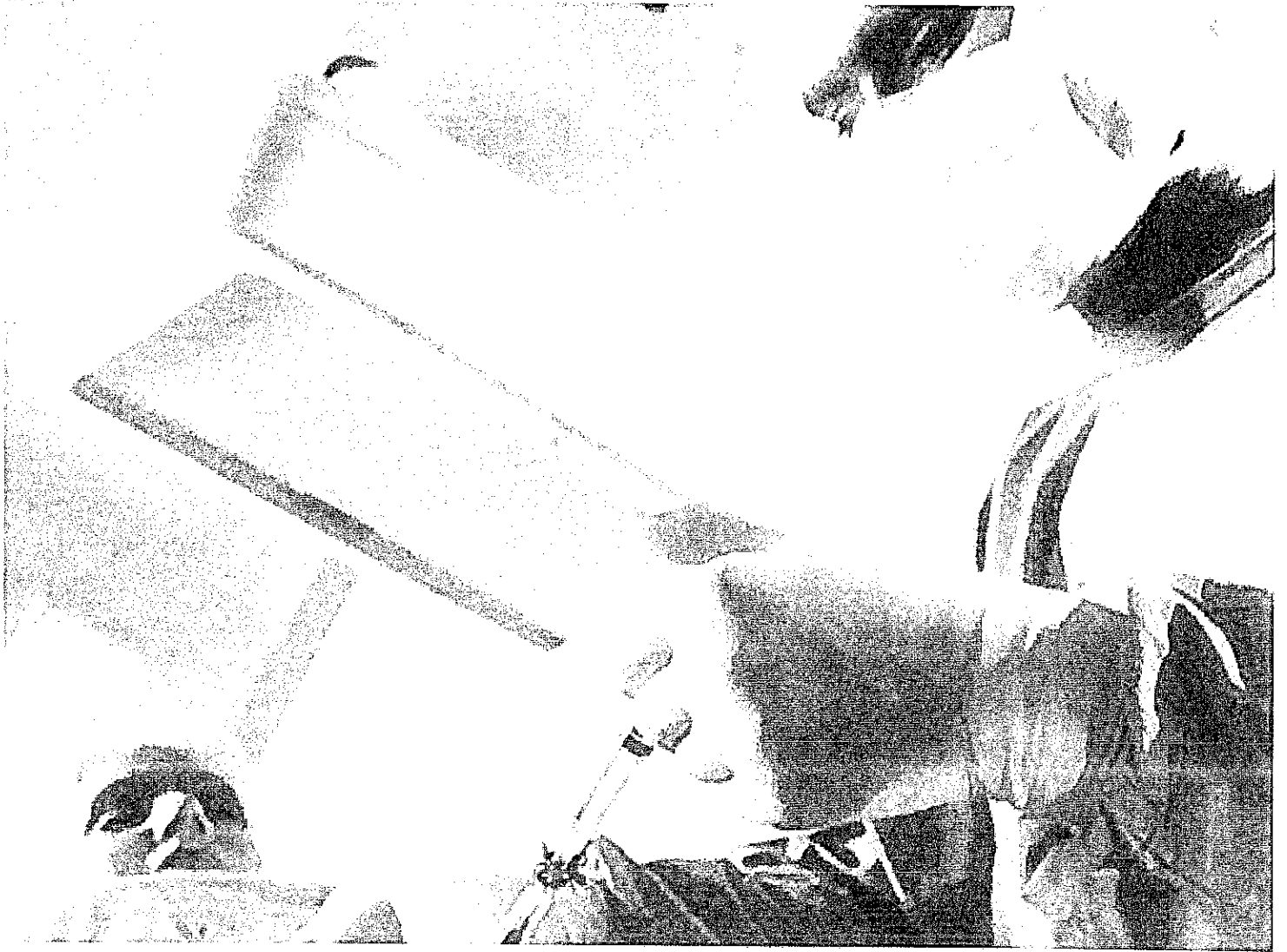
Quote Summary

100243 Allura FD20

Qty	Product
1	NNAE423 Clarity FD20 Ceiling Catalyst
1	NNAE225 Mixed Lab Package.
1	NNAE853 FlexVision_XL 8 Input Package
1	NNAE159 30Fr/sec Extension
1	FCV0609 Addl 21" Color Monitor for CR
1	NCVC430 Catalyst extension pack for II
1	NCVB775 FlexV XL xperHD for 3rd p. MCS
1	NCVA014 Maximus Rotalix Ceramic Grid Switch T A MRC200-GS
1	FCV0587 Xper Live/Ref Slaving
1	NCVB879 Aut Pos Contr Xper sys & table
1	NCVA672 FD SmartMask
1	NCVA101 Peripheral X-ray Filter
1	NCVA783 Pivot for table base.
1	NCVA791 Xper Table Tilt
1	989800068672 Clp rail 390 cm G-Stand
1	980406041009 Rad Shield w/ Arm (Contoured) 61X78
1	989801220068 10 Meter DVI Cable Set
1	989801220375 Black Anti-fatigue Floor Mat w/logo.
1	989801256033 IXR Additional Training 24 Hours OnSite
1	989801299678 Airfare to Cleveland for Biomed Training
10	989801299679 Food Transpt Lodging for Cleveland Biomed Training
1	989801299780 XD3894 ALLURA XPER REL8.2 ESSENTIAL
1	989801220281 25 kVA Fluoro only UPS - UPC

Options

Qty	Product
1	989801256032 IXR Additional Training 16 Hours OnSite



New dimensions

Allura Xper FD20

PHILIPS

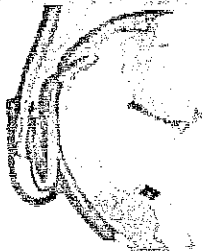
New dimensions in

The world of interventional radiology and neuroradiology continues to expand with the introduction of new treatments and applications. While that growth is exciting, it also places tremendous pressure on interventional medical staff and their departments. Today, interventional teams treat more patients doing increasingly complex procedures that demand superb image quality and seamless information integration.

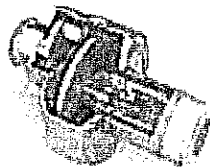
With the Allura Xper FD20, Philips affirms its commitment to the growth and expansion of the world of interventional health care and the safety of the people who make it possible.

Philips' flat detector system integrates the latest technologies in imaging and C-arm geometry. Its proven workflow efficiency and intuitive user interface with customizable settings make your Allura a true Xper system. In fact, it is everything your interventional department needs today and tomorrow.

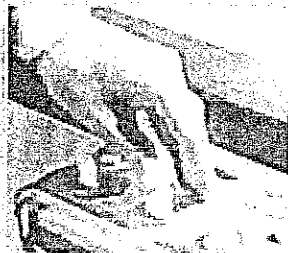
The Allura Xper FD20 is perfectly suited to your changing needs. The evolution of interventional applications will open up new fields of treatment that will require new X-ray imaging technologies. Philips is committed to delivering those solutions to you by making your Allura Xper FD20 fully prepared for future innovations.



Geometry



X-ray Generator

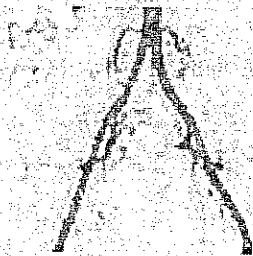


User Interface



Image Detection

interventional imaging



viewing

Unique system architecture
ensures future safe
investment (Philips Unique
Allra architecture
based on functional building
blocks) guarantees your
system's access to future
innovations

New dimensions in

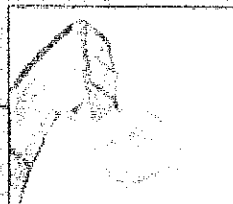
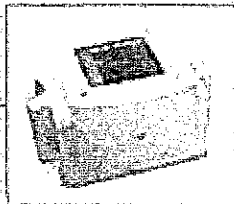
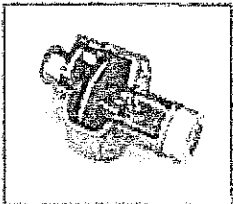
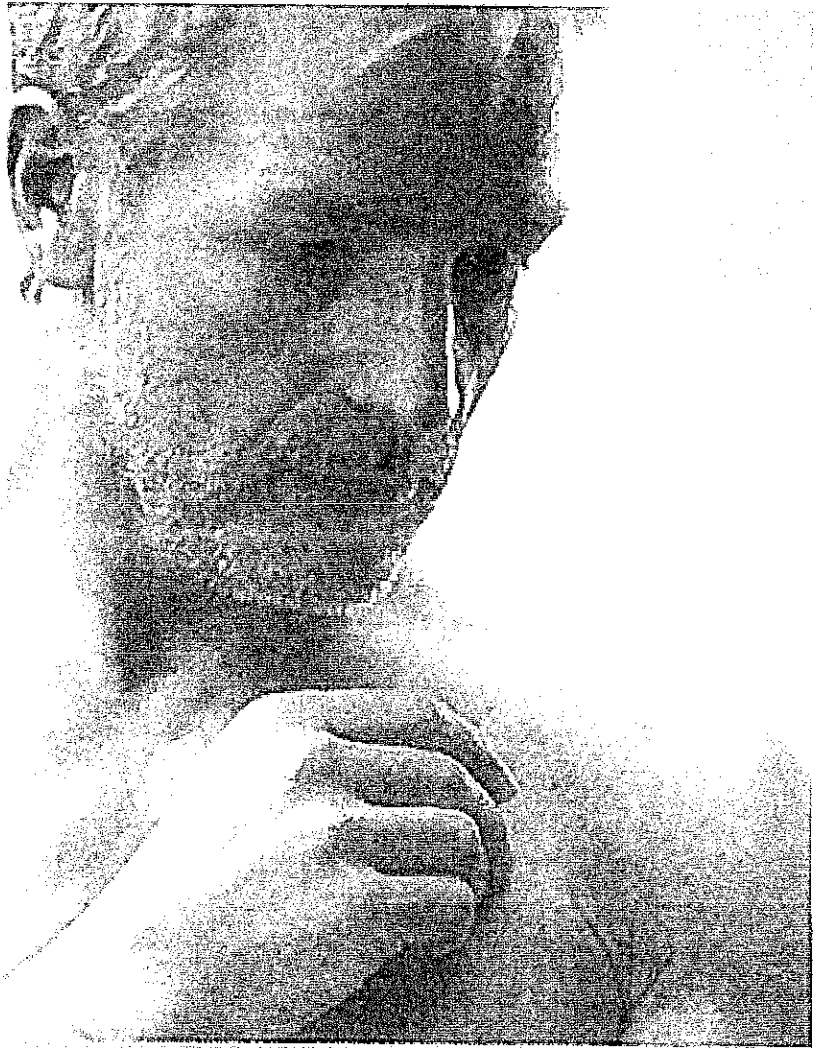


image quality

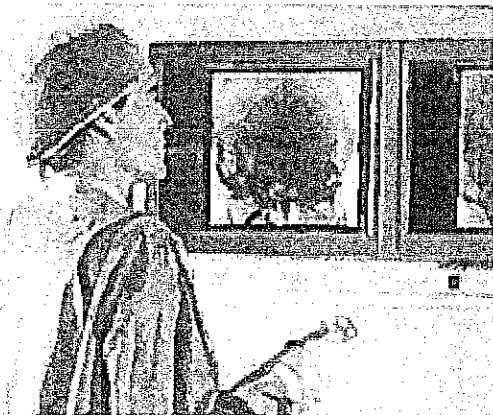
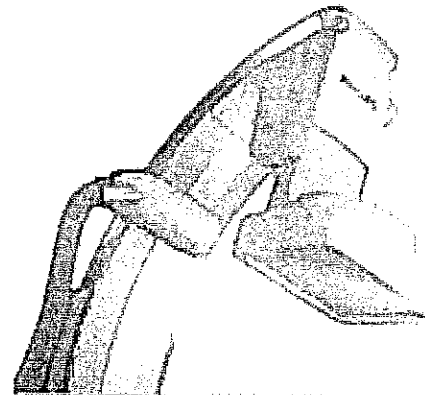
As interventions increase in complexity, image quality becomes even more critical. In the course of a day's work, high-quality imaging saves time, ensures the best possible clinical results, and makes your department as productive as possible.

The Allura Xper FD20 Flat Detector's complete 2048 x 2048 pixel, imaging chain sets a new standard in image quality. It redefines image clarity with 154 micron pixels for higher resolution and superb contrast visualization. The image area, as large as 30 x 40 cm, can be adjusted to a square image as small as 11 cm for complex studies and interventions.

The Allura Xper FD20 imaging chain is perfectly suited for the most complex vascular, neuro-vascular and non-vascular interventions. Automated settings produce high-quality images with a low patient x-ray dose, freeing the user to focus on the patient and the procedure.

The imaging chain is supported by the powerful MRC X-ray tube, which ensures uninterrupted noiseless operation during your most demanding procedures and proven lower life-cycle costs.

Philips' LCD monitors are designed specifically for the demands of the interventional environment with high reliability and viewing quality. They ensure the details captured in the digital images are fully visible during display. The compact design enhances image viewing and reduces glare.



The Allura Xper FD20 Imaging Chain:

- High power MRC X-ray tube
- Latest generation collimator with beam shaping
- Next generation Flat Detector for improved image quality
- Advanced image processing automatically optimizes images for specific applications
- LCD monitors reduce eye strain with brighter display

New dimensions in

User friendliness is just one of the many reasons the Allura family of X-ray imaging systems are preferred by healthcare professionals worldwide. The Allura Xper FD20 takes user friendliness one step further with Xper technology. It optimizes exam efficiency and supports the best possible clinical outcome.

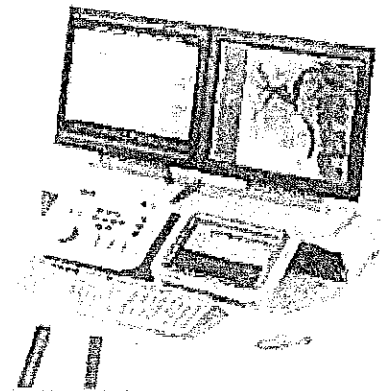
Xper Settings let you personalize the system according to how you work. Patient data management, exam scheduling and preparation, image acquisition, system movement, image post processing and archiving, all can be set according to your own way of working and for every clinician in your department.

The Xper User Interface lets you focus on what is important, your patient. It supports more confident and faster diagnoses with a design that is intuitive and ergonomic, making operation transparent. It is based on Vequion, Philips' next generation family of clinical IT

products, solutions and professional services. The touch-screen Xper Module gives you full control of your procedure. By adapting to your own personal work style, it saves time and reduces x-ray exposure.

The Allura stand is fully motorized and fast for unlimited projection flexibility with the solid stability required for advanced imaging like Allura 3D-RA*. But this speed is only possible if the patient is fully protected. Philips' BodyGuard technology uses a unique detection system to sense the patient's position. The user can take full advantage of Allura's high speed with total confidence.

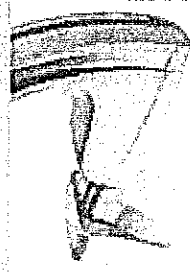
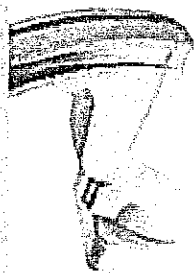
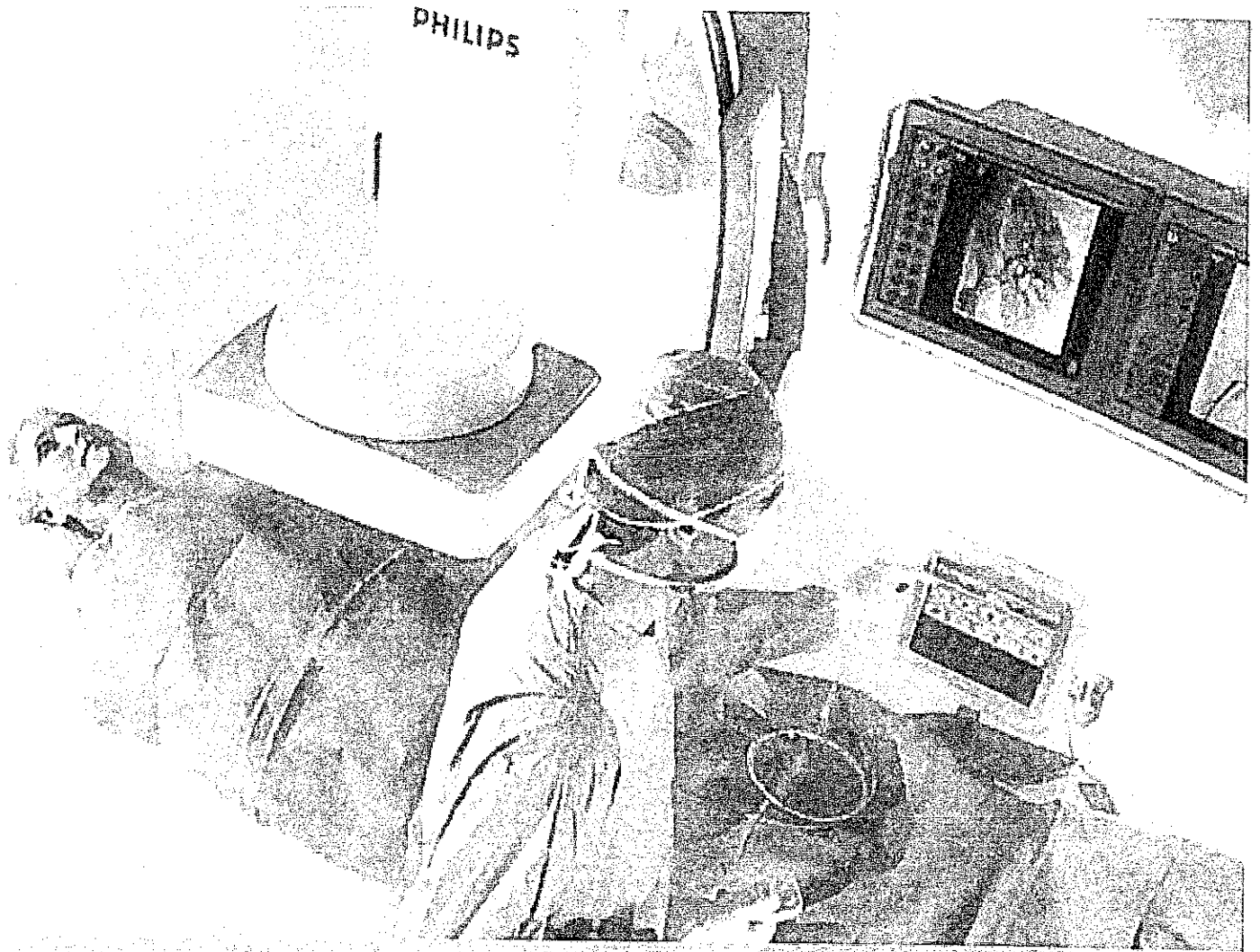
* optional



Xper Access lets you re-position the detector from portrait to landscape for:

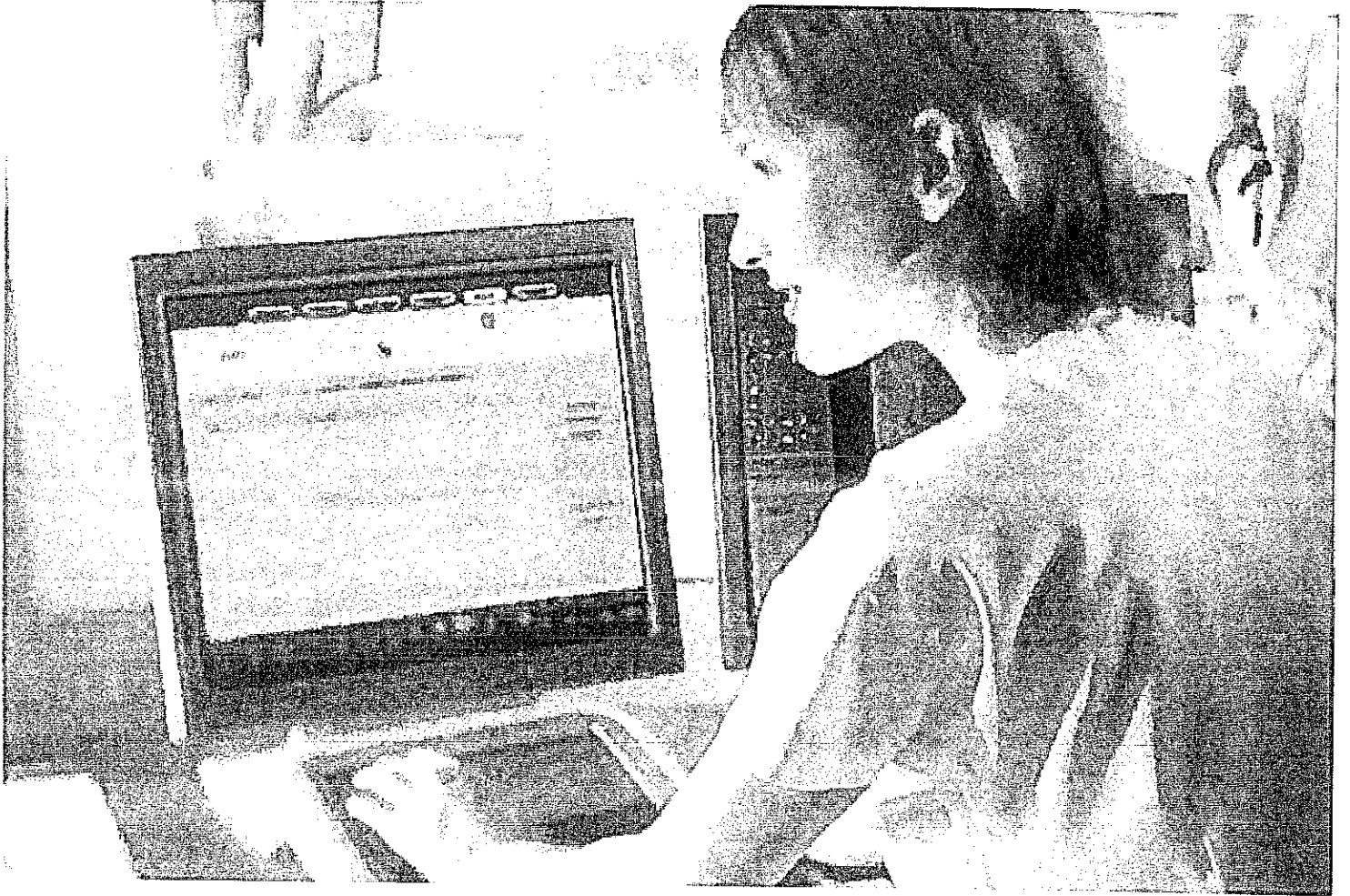
- Ideal image coverage
- Maximum patient accessibility
- Steep projection flexibility

personalized use

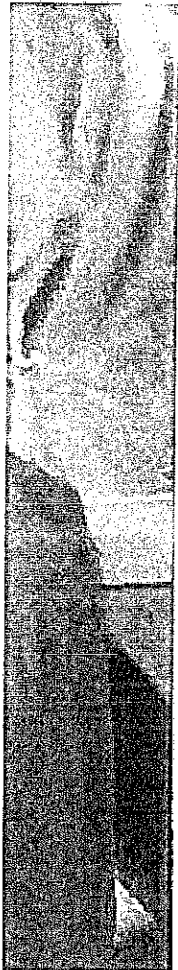


Xper Access
Freedom to select
portrait or landscape.

New dimensions in



information integration



Xper Integration provides advanced functionality that boosts the efficiency of procedures and workflow before, during and after the intervention. It helps to increase diagnostic confidence, planning for patient management and can improve department processes.

The increased complexity of interventions requires more and more access to all diagnostic information, regardless of the imaging technique used.

Through Xper Integration, the user can easily access and view any type of medical image and patient information – from CT to MR and Ultrasound – during the intervention.

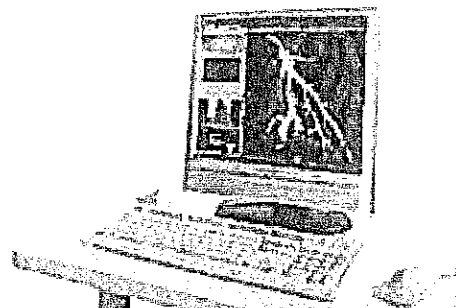
Xper Workspace* offers a unique possibility to enhance workflow efficiency by enabling true parallel viewing and processing of current and previous patient images, while you at the same time continue the intervention at the Allura Xper FD20, without losing any performance. With direct access to your PACS system, Xper Workspace* fluently enables the use of multimodality images – e.g. CT and MR - before, during and after the examination to help guide the intervention.

Xper Integration and Xper Settings also make it easy to combine all relevant clinical images for PACS or CD Archiving in a single patient file. You can send the medical report with clinical images via email to referring physicians from your Allura Xper system.

These are just a few of the many examples of how the Allura Xper FD20 can re-engineer workflows for maximum productivity. Xper Settings can meet every user's needs by personalizing image archiving.

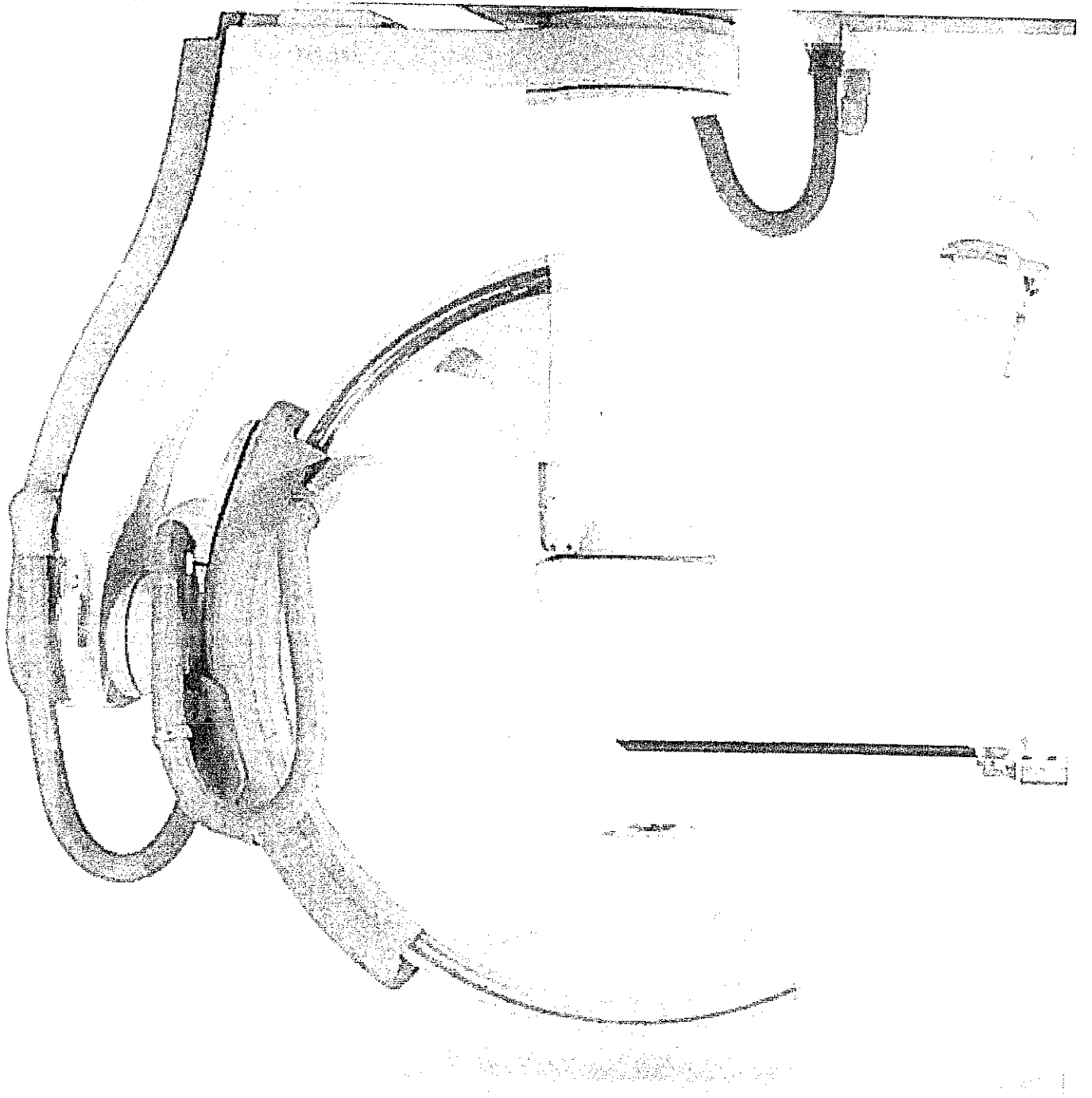
As space saving is a critical issue, Allura Xper FD20 features Xper Window Switch*. This window-in-window viewing feature can integrate PACS, RIS and Allura 3D-RA* and eliminate the need for additional monitors.

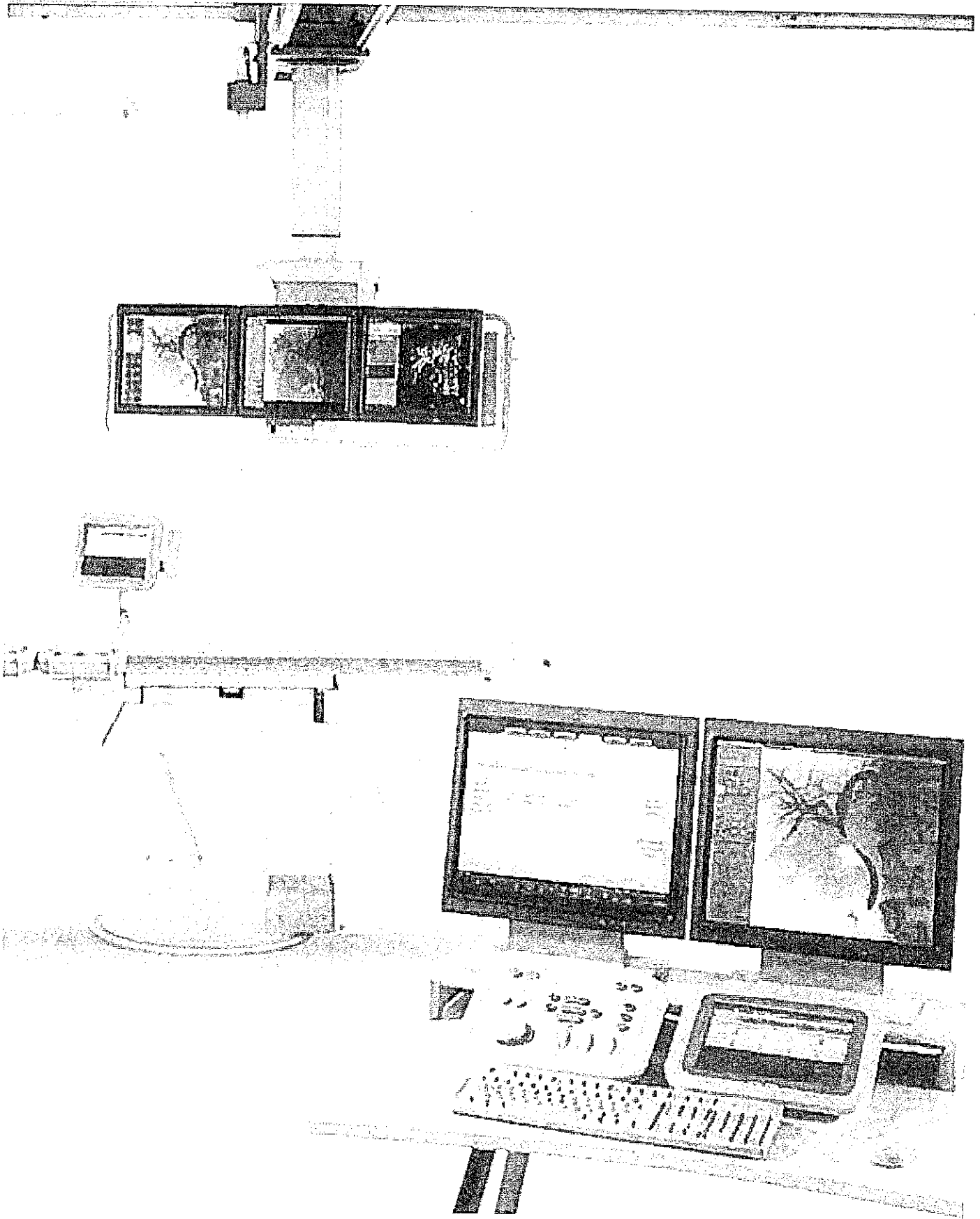
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Seamless and effortless workflow with the Allura Xper FD20

- Xper Window Switch* for window-in-window viewing
- Xper-DICOM Image Interface (including Query/Retrieve) for PACS archiving
- DICOM Print
- DICOM CD Archiving





New dimensions in



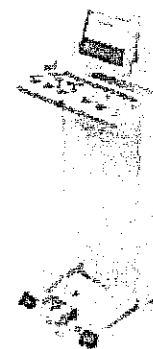
clinical performance

The Allura Xper FD20 is designed to meet your most demanding requirements for image acquisition and processing. A powerful set of tools, from DSA, Roadmapping, Dual Fluoro*, Bolus Chase* and Rotational Scan* to high quality 3D Angio*, is available to achieve excellent clinical outcomes consistently.

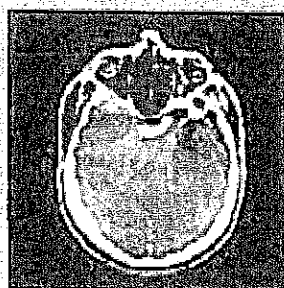
The increased complexity of interventions requires that you have your interventional tools available instantly at tableside. That's why the Allura Xper FD20 gives you an integrated 3D solution – the first for any interventional system. Conventional X-Ray systems require a separate system to process data and construct 3D images. Philips is the first to integrate this powerful feature into the X-Ray system itself, allowing 'real-time' 3D reconstructions. This has enabled new applications such as 3D Roadmapping*, high speed XperCT* and 3D multimodality matching*.

Complete integration of the Allura Xper FD20 and Allura 3D-RA* provides other key timesaving features. For example, 3D Automatic Position Control (3D-APC) allows the gantry to automatically move to the best interventional projection as shown on your 3D monitor. 3D Follow C-arc, exclusive to Philips, allows your 3D image to remain in sync with the 2D projection, automatically adjusting viewpoint as the gantry is repositioned.

* optional



Allura 3D-RA



XperCT

State-of-the-art interventional tools

- High quality "real-time" 3D-RA reconstructions
- High speed XperCT* providing CT-like imaging in the angio suite
- 3D Roadmapping* enhancing navigation with dynamic 3D Roadmap
- 3D Multimodality matching* combining best of both worlds

New dimensions in



safety with DoseWise

Endovascular interventions increase the quality of patient care by providing an alternative to more invasive treatments. By shortening the length of a procedure with increased efficiency and productivity, the Allura Xper FD20 reduces X-ray exposures to medical staff and the patient.

Philips' DoseWise facilitates excellent image quality at a low x-ray dose for both the patient and the interventional team. DoseWise combines a wide range of technologies to achieve efficient radiation protection.

Xper Beam Shaping and Xper Fluoro Storage minimize X-ray dosage. Xper Beam Shaping positions the shutters and wedges on the last image without radiation. Xper Fluoro Storage continuously records fluoro sequences to keep track of important clinical information. The user can review, post-process and archive fluoro images and runs in the same manner as regular exposures. Pulsed fluoroscopy is standard on the Allura Xper FD20 with Grid Switch technology on the MRC X-ray tube. Low fluoro frame rates are also available to further reduce x-ray dose.

The legendary MRC X-ray tube is the backbone for SpectraBeam filtration. As one of the most advanced beam filtration systems, SpectraBeam from Philips dramatically reduces radiation for the patient and the interventional team.

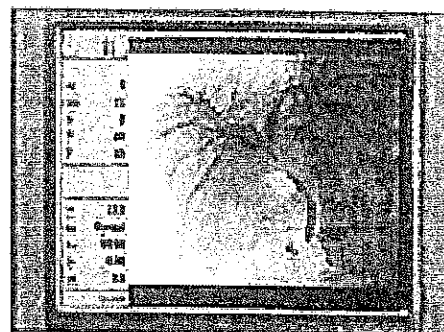
All relevant dose information is available in the exam and control room, including accumulated and rate values of patient skin dose and dose area product. Dose information is also documented in the patient file.

Philips' advanced imaging techniques such as Bolus Chase[®], Rotational Scan^{*} and 3D imaging^{*} further reduce contrast load and unnecessary radiation to the patient.

^{*} optional

DoseWise

Perfect image. Perfect sense.



Here's how DoseWise guarantees a low dose with excellent image quality:

- MRC X-ray tube enabling SpectraBeam filtration
- Xper Beam Shaping
- Xper Fluoro Storage
- Real-time dose information
- Grid switched pulsed fluoroscopy and low fluoro frame rates

New dimensions in

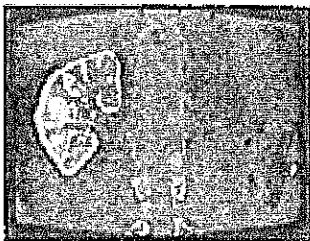
Continuing to set the pace for clinical excellence, Philips has developed XperCT*. This remarkable technology provides soft tissue imaging capabilities in the interventional suite without the need to transport the patient. XperCT* opens up a new area of clinical applications aiding interventions. Designed for interventional use, XperCT* reconstructions take only three minutes from acquisition to display, which is especially important in critical situations when the patient's condition may have deteriorated. Philips offers a unique matching functionality easily combining XperCT* information with high-resolution 3D vessel information. With this technique, areas of bleeding or other soft tissue features can be related to the vessel tree.

Enabled by the integrated 3D approach, Philips offers the unique 3D Roadmapping* functionality.

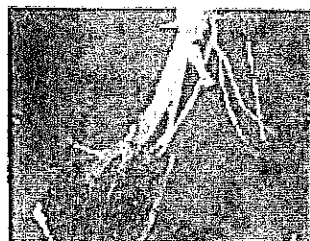
This patented Philips technology ensures that the 3D image is registered with the system and overlaid with live 2D fluoroscopy providing a sustainable roadmap. The clinical advantages for this technology can be significant for applications such as real-time catheter navigation and monitoring coil delivery. The 3D roadmap is dynamic; providing the freedom to change field of view, rotation and angulation parameters and source to image distance.

3D multimodality matching* is designed to integrate 2D and 3D morphological or physiological MR or CT datasets with 3D angiographic information. This provides an integrated view of patient data where the merged data sets increase diagnostic confidence and patient management for aneurysms, AVM's, stroke, as well as neurosurgery and stereotactic neurosurgery treatment planning.

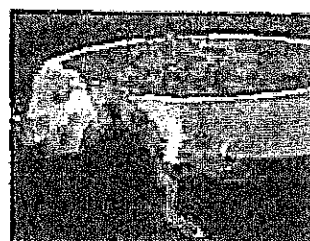
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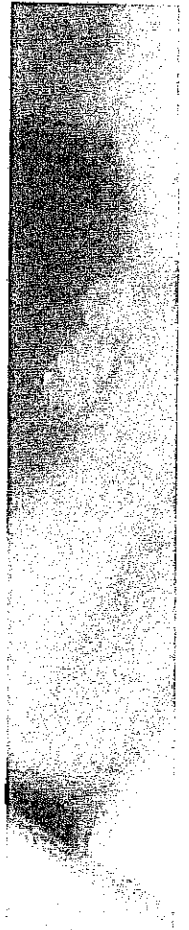
XperCT



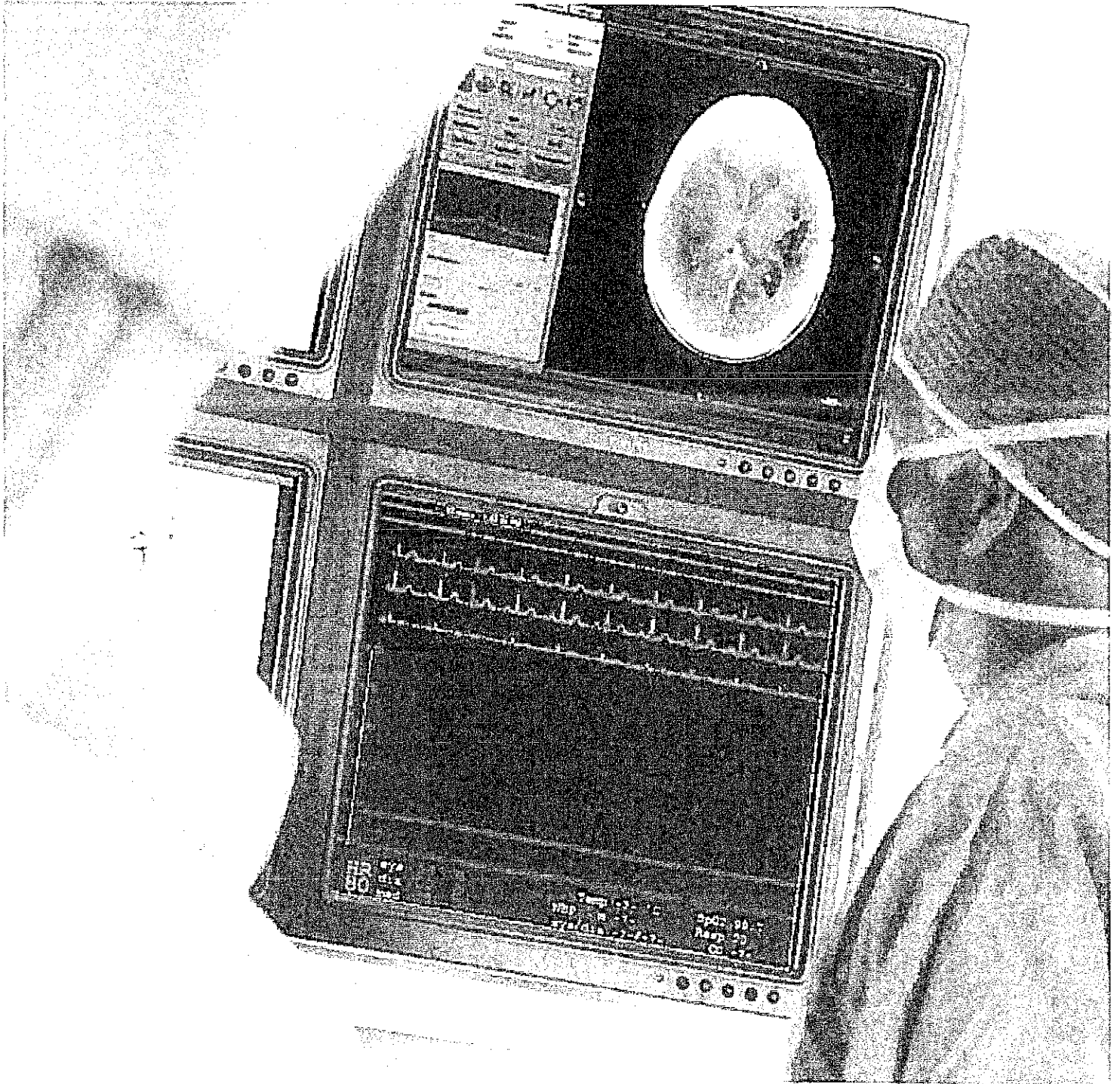
3D Roadmap



3D multimodality matching



interventional 3D



New dimensions in

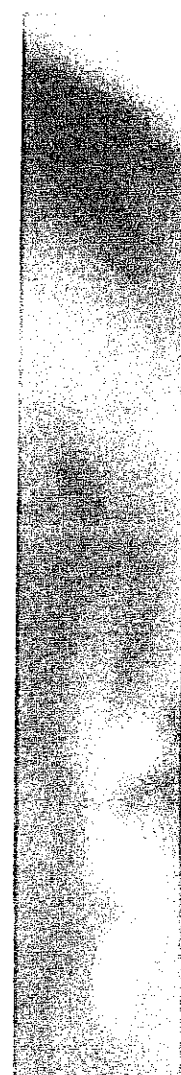
With more than 2,000 Allura systems in use worldwide, it is clear that Philips has become the trusted choice of radiologists and neuroradiologists around the globe. Why? Because Philips has the vision to develop technology that will carry you into the future, and the resources to support it.

How do you measure reliability? If you can start procedures when you arrive in the morning and end the day without equipment-related interruptions – that's reliability. Allura has been tested in the busiest institutions in the world, passing with flying colors. One reason is workhorse technologies like Philips long-lasting MRC X-ray tubes that enable virtually uninterrupted operation and our Flat Detector, which provides constant image quality over time.

The Allura Xper FD20 can be customized to fit your needs. Our wide choice of options lets you configure a solution that addresses all of the variables, from your application mix to your budgetary requirements. Designed to grow with you, the Allura Xper FD20 can be upgraded so that it remains a productive, long-term investment.

The Allura Xper FD20 is also protected by Philips powerful customer support organization. Our dedicated people and flexible programs in training, service and continuing education will keep your site functioning at optimal levels. Remote support capabilities, for example, allow us to identify potential problems before they cause unexpected downtime.

To learn more about the Allura Xper FD20 system and how its powerful capabilities can transform your practice, talk with your Philips representative or visit our website www.medical.philips.com.



commitment



**Philips Medical Systems is part of
Royal Philips Electronics**

Interested?

Would you like to know more about our imaginative products? Please do not hesitate to contact us.

We would be glad to hear from you.

On the web

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Via email

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By mail

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May 16 2018

STATE HEALTH PLANNING AND
DEVELOPMENT AGENCY

Filed Electronically at: shpda.online@shpda.alabama.gov

May 16, 2018

Mr. Alva M. Lambert
Executive Director
State Health Planning and Development Agency
100 North Union Street, Suite 870
Montgomery, Alabama 36104

Re: EQR2018-002
East Alabama Medical Center
SHPDA ID: 081-6530760

Dear Mr. Lambert:

This is in response to your letter dated May 14, 2018 stating that application page A-28, sections J-N were omitted from the submitted request. Enclosed you will find the request for determination exemption status for EQR2018-002 with page A-28 included.

This was an accidental oversight on my part when scanning the document for submission. I apologize for any inconvenience this may have caused. If you need any additional information regarding this request, please contact me at (334) 528-5825 or marcilla.gross@eamc.org. Thank you for your consideration.

Sincerely,



Marcilla C. Gross
Director
Regulatory Affairs & Leadership Development

Enclosures

Request #:	_____
Date Rec.:	_____
Received by:	_____

State Health Planning and Development Agency
 Mailing Address: Post Office Box 303025, Montgomery, Alabama 36130
 Street Address: 100 North Union Street, Suite 870, Montgomery, Alabama 36104

**REQUEST FOR DETERMINATION OF EXEMPTION STATUS
 FOR REPLACEMENT OF EXISTING EQUIPMENT**

A filing fee in the amount of \$1,388.58 has been submitted with this application.

I. REQUESTER IDENTIFICATION (Check One) HOSPITAL () NURSING HOME ()
 OTHER () (Specify) _____

A. East Alabama Medical Center

Name of Requester

2000 Pepperell Parkway	Opelika	Lee
<i>Address</i>	<i>City</i>	<i>County</i>
Alabama	36801	(334) 528-1300
<i>State</i>	<i>Zip Code</i>	<i>Phone Number</i>

B.

Name of Facility/Organization (if different from A)

<i>Address</i>	<i>City</i>	<i>County</i>
<i>State</i>	<i>Zip Code</i>	<i>Phone Number</i>

C. The East Alabama Health Care Authority

Name of Legal Owner (if different from A or B)

2000 Pepperell Parkway	Opelika	Lee
<i>Address</i>	<i>City</i>	<i>County</i>
Alabama	36801	(334) 528-1300
<i>State</i>	<i>Zip Code</i>	<i>Phone Number</i>

D. Terry Andrus, President/CEO

Name and Title of Person Representing Proposal and With Whom SHPDA Should Communicate

2000 Pepperell Parkway	Opelika	Lee
<i>Address</i>	<i>City</i>	<i>County</i>
Alabama	36801	(334) 528-1300
<i>State</i>	<i>Zip Code</i>	<i>Phone Number</i>

II. DESCRIPTION OF EQUIPMENT TO BE REPLACED

- A. **Manufacturer:** Philips Healthcare
Serial #: 18199
- B. **Model:** Integris H 5000 72246
- C. **Name of Equipment:** Integris H 5000
- D. **Fair market value of equipment at present:** \$0.00

DESCRIPTION OF PROPOSED NEW EQUIPMENT

- A. **Manufacturer:** Philips Healthcare
Serial #: n/a
- B. **Model:** Allura FD 20 100243
- C. **Name of Equipment:** Allura FD 20
- D. **Fair market value of equipment at present:** n/a
- E. **Cost of equipment (include written price quote):** \$694,291.01 (*includes training*)

F. Describe use of current equipment:

The current equipment has been used to perform diagnostic and interventional cardiac catheterizations, peripheral vascular studies, and cardiac implants for cardiac rhythm management.

Describe use of proposed equipment:

The proposed equipment will be used to able to perform diagnostic and interventional cardiac catheterizations, peripheral vascular studies, cardiac implants for cardiac rhythm management, electrophysiology procedures, and carotid angiographies.

G. List any attachments or additional procedures with this equipment that could not be performed by old equipment:

The proposed equipment will allow for electrophysiology and carotid angiography procedures to be performed.

H. Can any procedures be performed with the proposed new equipment that cannot be performed with the replacement equipment? If yes, describe in detail:

The proposed equipment will allow for electrophysiology and carotid angiography procedures to be performed in addition to diagnostic and interventional cardiac catheterizations, peripheral vascular studies, and cardiac implants for cardiac rhythm management.

I. Location of existing equipment (include room #):

The existing equipment has been located on the first floor of East Alabama Medical Center's outpatient building. More specifically, the equipment has been in Room #2 in the cardiology department.

J. List specialty trained or qualified personnel necessary for operation of equipment:
The current cardiovascular technologists, registered radiology technicians, registered cardiology invasive specialists, cardiac intervention technicians, and registered cardiology electrophysiology specialists along with the cardiologists will be able to operate this equipment.

**K. What use will be made of old equipment when replaced?
(Trade in on new equipment, used as back up, save for parts, etc.)**
The old equipment will be traded in for the new equipment.

L. List job titles of any additional personnel that will be required to operate the new equipment.
Not applicable.

M. Describe any renovation or new construction that will be necessary for the installation of the replacement equipment and cost.
For the installation of the new replacement equipment, some renovation will need to occur. These renovation includes the following:

- replacing ceiling and flooring;
- placing additional conduit and plumbing in the slab to accommodate power requirements;
- relocating a sink from the Cath lab area to the Control Room;
- installing new cabinets;
- relocating medical gas outlets within the room;
- repainting all the walls within the room;
- installing new lighting, new data outlets, and cable and wiring required for the new equipment; and
- installing a new critical power feed from an emergency power panel as well as adding some additional power outlets.

The renovation cost should not exceed \$250,000.

N. Describe any new annual operating cost associated with this project such as maintenance contracts, salaries of new employees hired due to equipment, etc.
New annual operating cost associated with this project should not exceed \$189,000 for this equipment replacement. The new annual operating cost includes a maintenance contract of \$74,000 per year and salaries for two new staff which amounts to \$115,000.

III. COST

A. Equipment Costs	\$	<u>694,291.01</u>
(Costs have to be supported by price quote on manufacturer's stationery or letterhead.) Cost of equipment only; do not list lease cost.		
B. Less trade-in of old equipment		<u>0.00</u>
C. Total cost of equipment	\$	<u>694,291.01</u>

Calculation of fee for this determination:

Multiply dollar amount in III.C. (total cost of equipment) times 1% (the application fee for a Certificate of Need); 20% of this amount is the application fee for non-rural hospitals.

Include manufacturer's literature on old equipment, if available, and on the new equipment.

Include any other information pertinent to the determination.

The Executive Director may request any other information which is relevant to his decision.

IV. CERTIFICATION

I certify that the information provided herein is true and correct and that there is no additional information which would be pertinent to this application which has not been provided. Further, I understand that any misrepresentation on this application or failure to include relevant information may void any favorable determination secured by such misrepresentation or omission.



Signature of Applicant

Terry Andrus, President/CEO

Applicant's Name and Title
(Type or Print)

Sworn to and subscribed before me this

10 day of May, 2018



Notary Public (affix seal on original)

Lori Connors
Notary Public, Alabama State At Large
My Commission expires 9/12/2021

PHILIPS HEALTHCARE
 A division of Philips North America LLC
 22100 Bothell Everett Highway
 P.O. Box 3003
 Bothell, Washington 98041-3003



Quotation #: 1-1JKT6RQ	Rev: 24	Effective From: 08-May-18	To: 30-Jun-18
Presented To: EAST ALABAMA MEDICAL CENTER 2000 PEPPERELL PKWY OPELIKA, AL 36801-5422 Tel: Alternate Address:		Presented By: Micah Wilson <i>Account Manager</i> Laurie Garrison <i>Regional Manager</i> Tel: (205) 937-2496 Fax: (855) 375-1151 Tel: (978) 983-5401 Fax: (978) 983-5401	
Date Printed: 08-May-18			
Submit Orders To: 22100 BOTHELL EVERETT HWY BOTHELL WA 98021 Tel: (888) 564-8643 Fax: (425) 458-0390			

This quotation contains confidential and proprietary information of Philips Healthcare, a division of Philips North America LLC ("Philips") and is intended for use only by the customer whose name appears on this quotation. It may not be disclosed to third parties without the prior written consent of Philips.

IMPORTANT NOTICE: Health care providers are reminded that if the transactions herein include or involve a loan or discount (including a rebate or other price reduction), they must fully and accurately report such loan or discount on cost reports or other applicable reports or claims for payment submitted under any federal or state health care program, including but not limited to Medicare and Medicaid, such as may be required by state or federal law, including but not limited to 42 CFR 1001.952(f).

Quote Solution Summary

<u>Line #</u>	<u>Product</u>	<u>Qty</u>	<u>Price</u>
	100243 Allura FD20	1	\$694,291.01
Equipment Total:			\$694,291.01

Solution Summary Detail

<u>Product</u>	<u>Qty</u>	<u>Each</u>	<u>Monthly</u>	<u>Price</u>
100243 Allura FD20	1	\$694,291.01		\$694,291.01

Buying Group: PREMIER HEALTHCARE ALLIANCE Contract #: PP-IM-280

Add'l Terms: The specific Premier Contract # referenced above represents the applicable Premier agreement with Philips containing discounts, fees and any specific terms and conditions applying to any Product identified as part of this quoted Solution. Philips Standard Terms and Conditions of Sale attached to the Quote Solution will also apply to the extent they do not expressly conflict with the terms and conditions of the referenced Premier Contract. Single Quoted Solutions containing a Product under the Premier Physiological Monitoring Systems Group Purchasing Agreement shall be governed by that agreement's terms and conditions.

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Payment Terms: 0% Down, 80% Upon Delivery, 20% Due When the Product is Available for First Patient Use, Net due 30 days from date of invoice

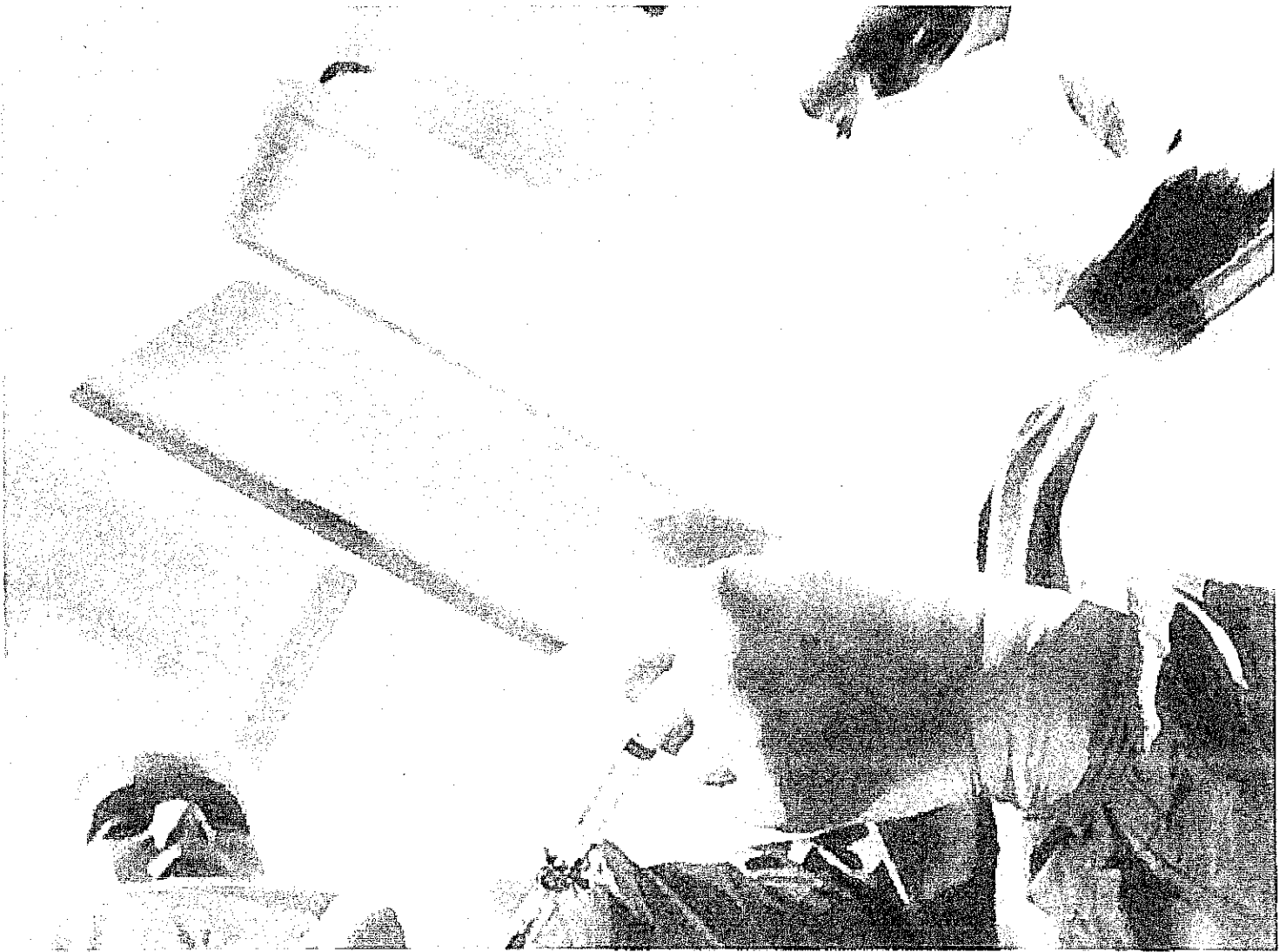
Quote Summary

100243 Allura FD20

Qty	Product
1	NNAE423 Clarity FD20 Ceiling Catalyst
1	NNAE225 Mixed Lab Package.
1	NNAE853 FlexVision_XL 8 Input Package
1	NNAE159 30Ft/sec Extension
1	FCV0609 Addl 21" Color Monitor for CR
1	NCVC430 Catalyst extension pack for II
1	NCVB775 FlexV XL xperHD for 3rd p. MCS
1	NCVA014 Maximus Rotalix Ceramic Grid Switch T A MRC200-GS
1	FCV0587 Xper Live/Ref Slaving
1	NCVB879 Aut Pos Contr Xper sys & table
1	NCVA672 FD SmartMask
1	NCVA101 Peripheral X-ray Filter
1	NCVA783 Pivot for table base.
1	NCVA791 Xper Table Tilt
1	989600068672 Clip rail 390 cm G-Stand
1	980406041009 Rad Shield w/ Arm (Contoured) 61X76
1	989801220068 10 Meter DVI Cable Set
1	989801220375 Black Anti-fatigue Floor Mat w/logo.
1	989801256033 IXR Additional Training 24 Hours OnSite
1	989801299678 Airfare to Cleveland for Biomed Training
10	989801299679 Food Transpt Lodging for Cleveland Biomed Training
1	989801299780 XD3894 ALLURA XPER REL8.2 ESSENTIAL
1	989801220281 25 kVA Fluoro only UPS - UPC

Options

Qty	Product
1	989801256032 IXR Additional Training 16 Hours OnSite



New dimensions

Allura Xper FD20

PHILIPS

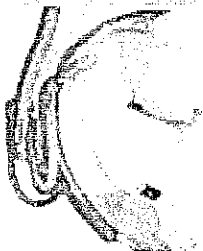
New dimensions in

The world of interventional radiology and neuroradiology continues to expand with the introduction of new treatments and applications. While that growth is exciting, it also places tremendous pressure on interventional medical staff and their departments. Today, interventional teams treat more patients doing increasingly complex procedures that demand superb image quality and seamless information integration.

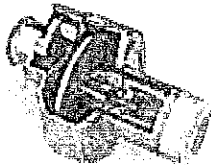
With the Allura Xper FD20, Philips affirms its commitment to the growth and expansion of the world of interventional health care and the safety of the people who make it possible.

Philips' flat detector system integrates the latest technologies in imaging and C-arm geometry. Its proven workflow efficiency and intuitive user interface with customizable settings make your Allura a true Xper system. In fact, it is everything your interventional department needs today and tomorrow.

The Allura Xper FD20 is perfectly suited to your changing needs. The evolution of interventional applications will open up new fields of treatment that will require new X-ray imaging technologies. Philips is committed to delivering those solutions to you by making your Allura Xper FD20 fully prepared for future innovations.



Geometry



X-ray Generator



User Interface



Image Detection

interventional imaging



viewing

Unique system architecture
ensures future safe
investment. Philips Unique
Allura architecture
based on "functional building
blocks" guarantees your
system's access to future
innovations.

New dimensions in

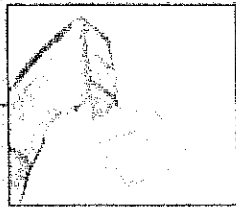
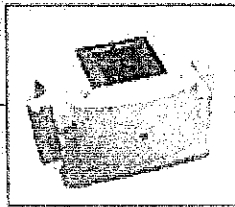
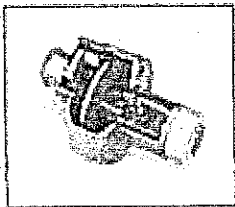


image quality

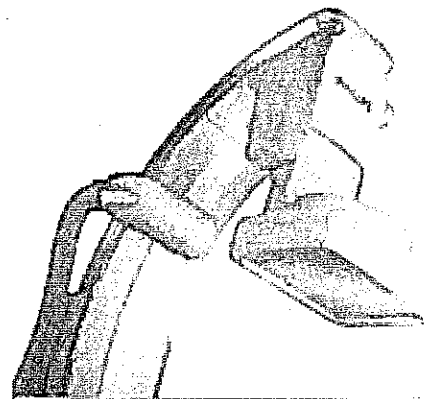
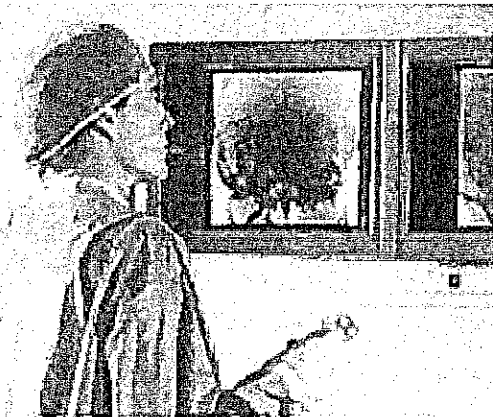
As interventions increase in complexity, image quality becomes even more critical. In the course of a day's work, high-quality imaging saves time, ensures the best possible clinical results, and makes your department as productive as possible.

The Allura Xper FD20 Flat Detector's complete 2048 x 2048 pixel, imaging chain sets a new standard in image quality. It redefines image clarity with 154 micron pixels for higher resolution and superb contrast visualization. The image area, as large as 30 x 40 cm, can be adjusted to a square image as small as 11 cm for complex studies and interventions.

The Allura Xper FD20 imaging chain is perfectly suited for the most complex vascular, neuro-vascular and non-vascular interventions. Automated settings produce high-quality images with a low patient x-ray dose, freeing the user to focus on the patient and the procedure.

The imaging chain is supported by the powerful MRC X-ray tube, which ensures uninterrupted noiseless operation during your most demanding procedures and proven lower life-cycle costs.

Philips' LCD monitors are designed specifically for the demands of the interventional environment with high reliability and viewing quality. They ensure the details captured in the digital images are fully visible during display. The compact design enhances image viewing and reduces glare.



The Allura Xper FD20 Imaging Chain:

- High power MRC X-ray tube
- Latest generation collimator with beam shaping
- Next generation Flat Detector for improved image quality
- Advanced image processing automatically optimizes images for specific applications
- LCD monitors reduce eye strain with brighter display

New dimensions in

User friendliness is just one of the many reasons the Allura family of X-ray imaging systems are preferred by healthcare professionals worldwide. The Allura Xper FD20 takes user friendliness one step further with Xper technology. It optimizes exam efficiency and supports the best possible clinical outcome.

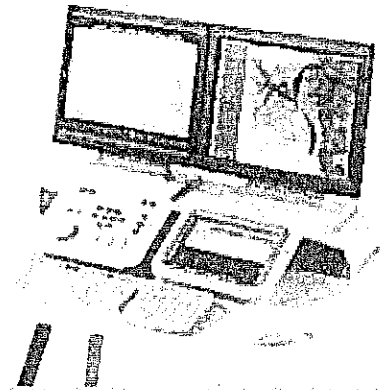
Xper Settings let you personalize the system according to how you work. Patient data management, exam scheduling and preparation, image acquisition, system movement, image post processing and archiving, all can be set according to your own way of working and for every clinician in your department.

The Xper User Interface lets you focus on what is important, your patient. It supports more confident and faster diagnoses with a design that is intuitive and ergonomic, making operation transparent. It is based on Vequion, Philips' next generation family of clinical IT

products, solutions and professional services. The touch-screen Xper Module gives you full control of your procedure. By adapting to your own personal work style, it saves time and reduces x-ray exposure.

The Allura stand is fully motorized and fast for unlimited projection flexibility with the solid stability required for advanced imaging like Allura 3D-RA*. But this speed is only possible if the patient is fully protected. Philips' BodyGuard technology uses a unique detection system to sense the patient's position. The user can take full advantage of Allura's high speed with total confidence.

* optional

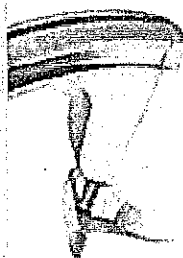
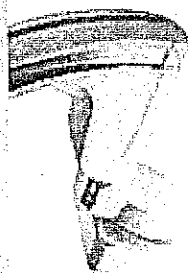


Xper Access lets you re-position the detector from portrait to landscape for:

- Ideal image coverage
- Maximum patient accessibility
- Steep projection flexibility

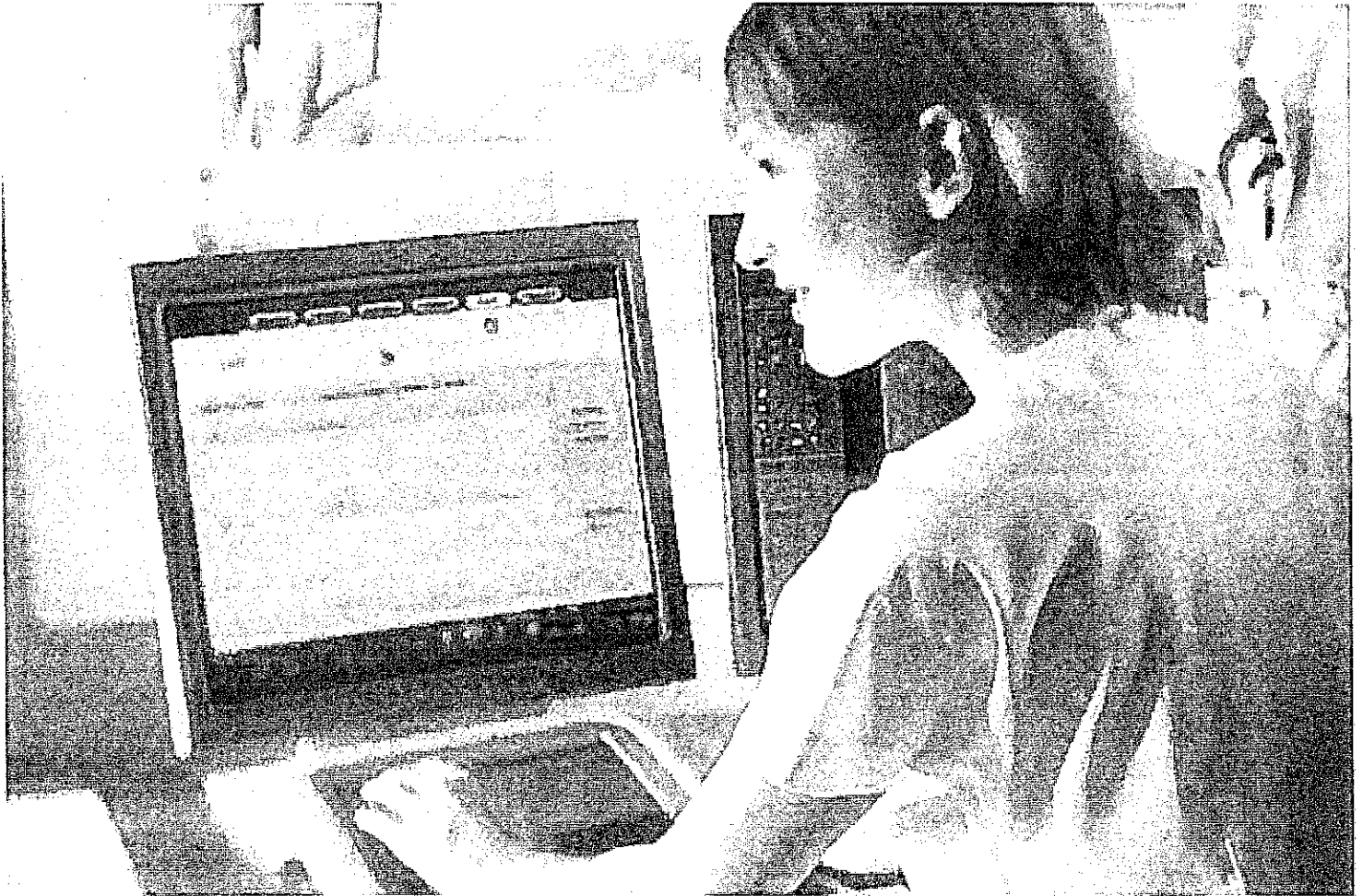


personalized use



Xper Access
Freedom to select
portrait or landscape.

New dimensions in



information integration

Xper Integration provides advanced functionality that boosts the efficiency of procedures and workflow before, during and after the intervention. It helps to increase diagnostic confidence, planning for patient management and can improve department processes.

The increased complexity of interventions requires more and more access to all diagnostic information, regardless of the imaging technique used.

Through Xper Integration, the user can easily access and view any type of medical image and patient information – from CT to MR and Ultrasound – during the intervention.

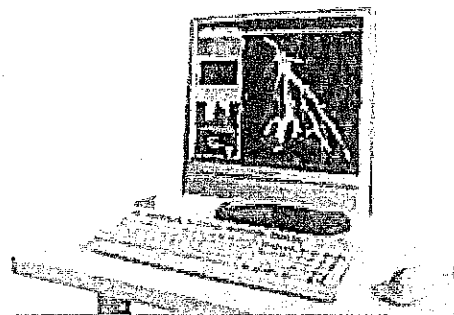
Xper Workspace* offers a unique possibility to enhance workflow efficiency by enabling true parallel viewing and processing of current and previous patient images, while you at the same time continue the intervention at the Allura Xper FD20, without losing any performance. With direct access to your PACS system, Xper Workspace* fluently enables the use of multimodality images – e.g. CT and MR – before, during and after the examination to help guide the intervention.

Xper Integration and Xper Settings also make it easy to combine all relevant clinical images for PACS or CD Archiving in a single patient file. You can send the medical report with clinical images via email to referring physicians from your Allura Xper system.

These are just a few of the many examples of how the Allura Xper FD20 can re-engineer workflows for maximum productivity. Xper Settings can meet every user's needs by personalizing image archiving.

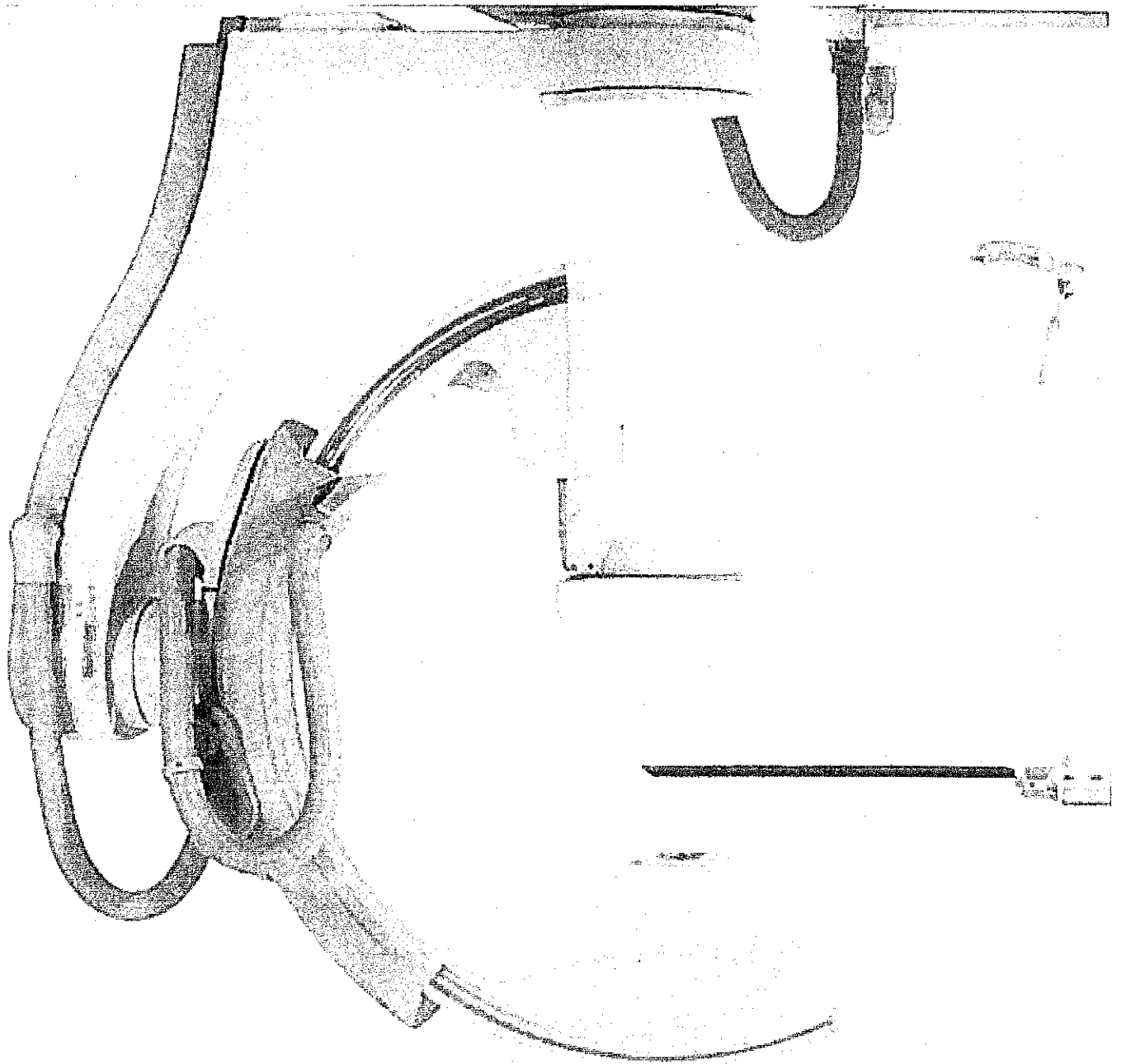
As space saving is a critical issue, Allura Xper FD20 features Xper Window Switch*. This window-in-window viewing feature can integrate PACS, RIS and Allura 3D-RA* and eliminate the need for additional monitors.

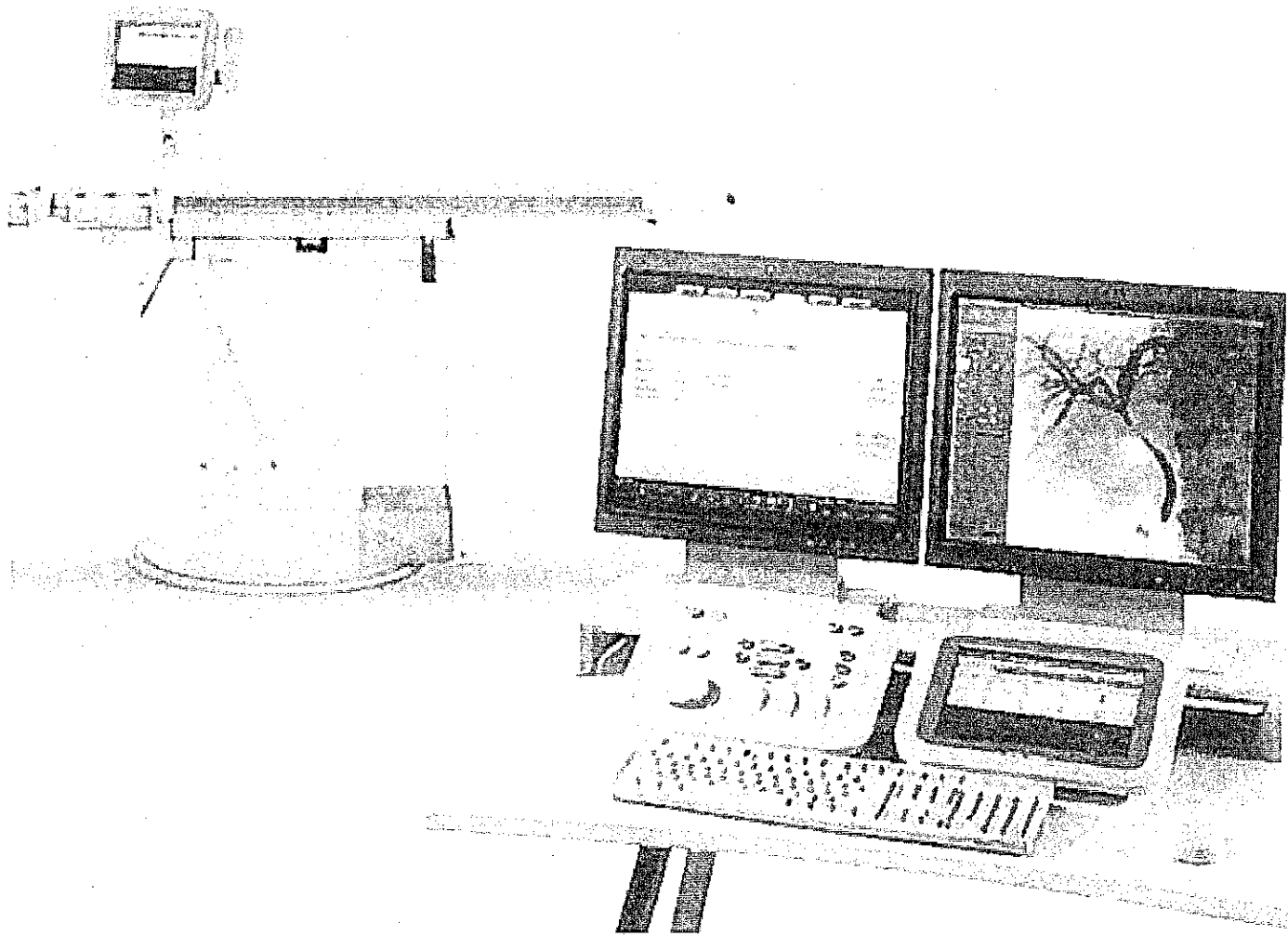
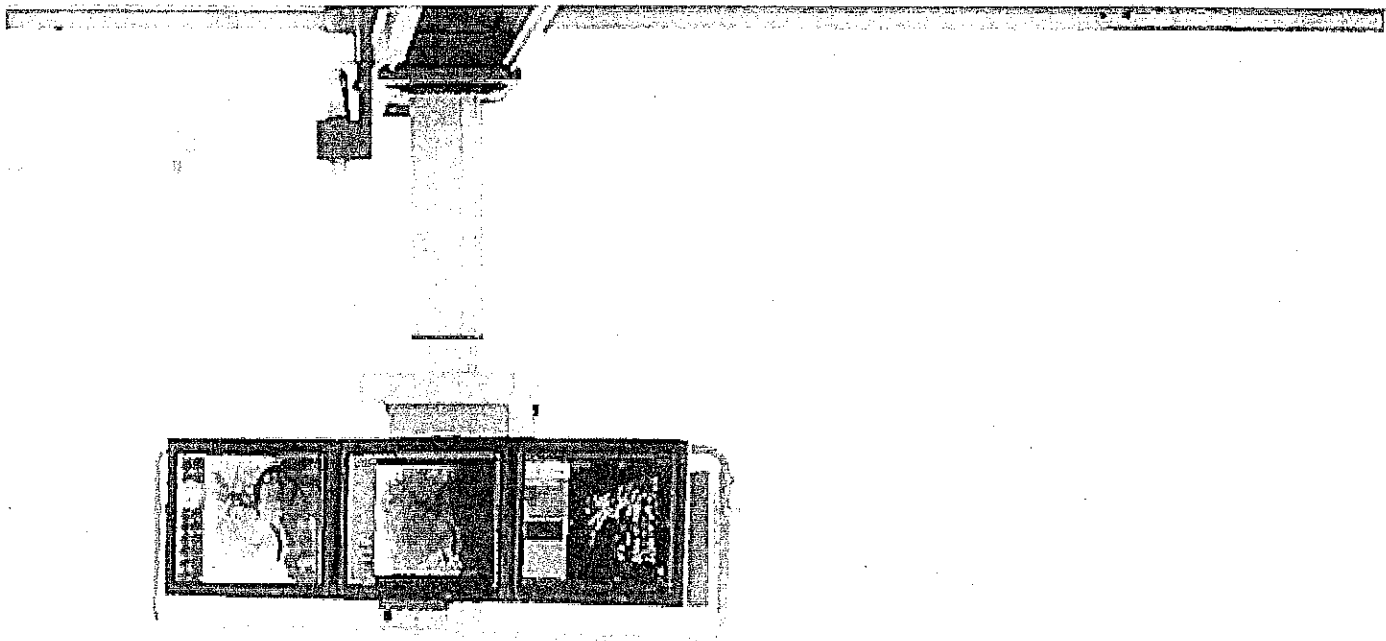
* optional



Seamless and effortless workflow with the Allura Xper FD20

- Xper Window Switch* for window-in-window viewing
- Xper DICOM Image Intra face (including Query/Retrieve) for PACS archiving
- DICOM Print
- DICOM CD Archiving





New dimensions in



clinical performance

The Allura Xper FD20 is designed to meet your most demanding requirements for image acquisition and processing. A powerful set of tools, from DSA, Roadmapping, Dual Fluoro*, Bolus Chase* and Rotational Scan* to high quality 3D Angio*, is available to achieve excellent clinical outcomes consistently.

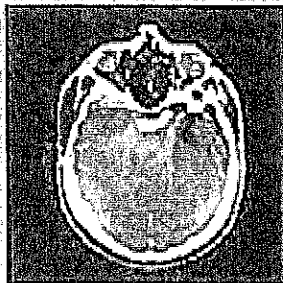
The increased complexity of interventions requires that you have your interventional tools available instantly at tableside. That's why the Allura Xper FD20 gives you an integrated 3D solution – the first for any interventional system. Conventional X-Ray systems require a separate system to process data and construct 3D images. Philips is the first to integrate this powerful feature into the X-Ray system itself, allowing 'real-time' 3D reconstructions. This has enabled new applications such as 3D Roadmapping*, high speed XperCT* and 3D multimodality matching*.

Complete integration of the Allura Xper FD20 and Allura 3D-RA* provides other key timesaving features. For example, 3D Automatic Position Control (3D-APC) allows the gantry to automatically move to the best interventional projection as shown on your 3D monitor. 3D Follow C-arc, exclusive to Philips, allows your 3D Image to remain in sync with the 2D projection, automatically adjusting viewpoint as the gantry is repositioned.

* optional



Allura 3D-RA

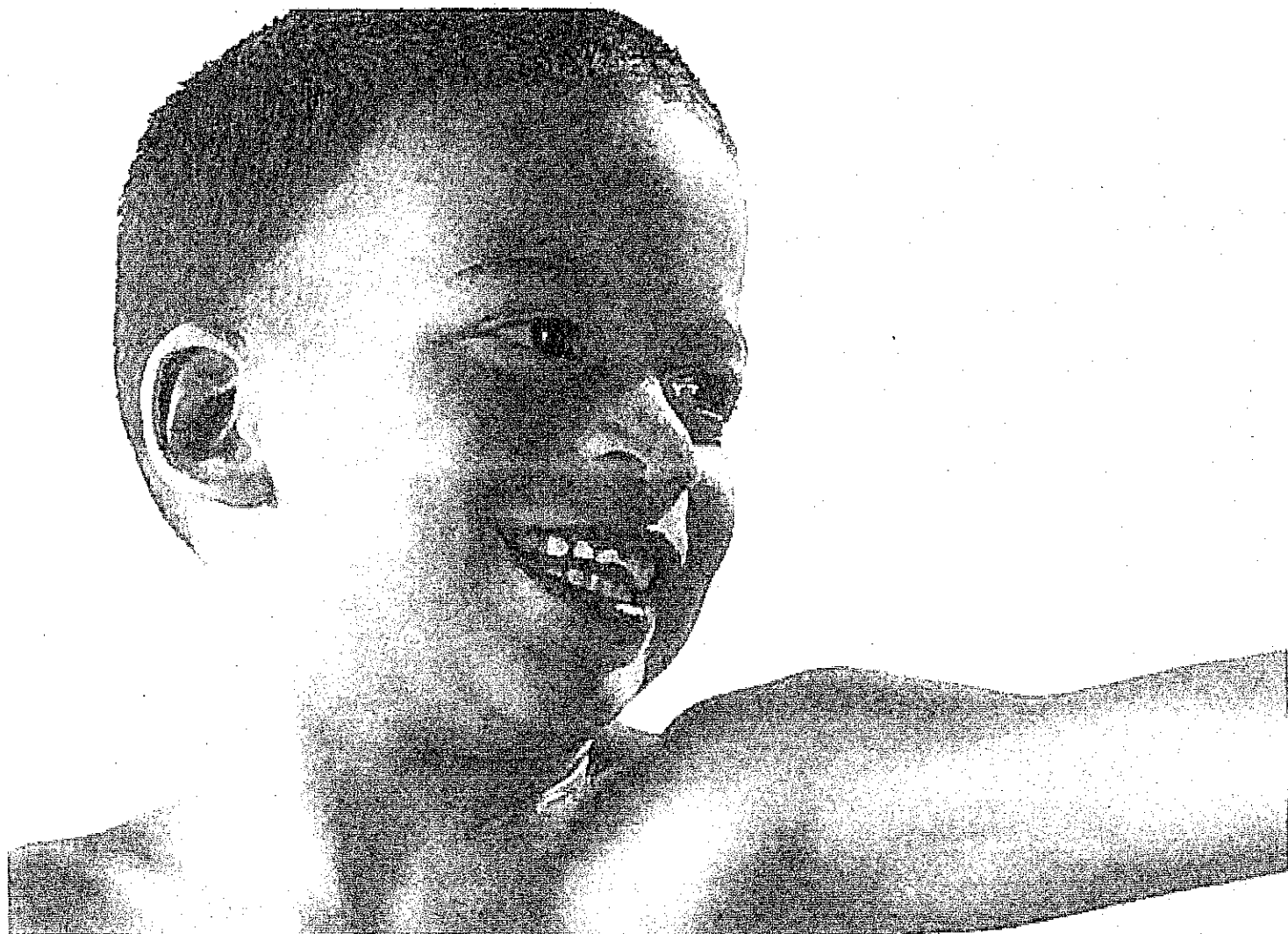


XperCT

State-of-the-art interventional tools

- High quality 'real-time' 3D-RA reconstructions
- High speed XperCT*, providing CT-like imaging in the angio suite
- 3D Roadmapping*, enhancing navigation with dynamic 3D Roadmap
- 3D Multimodality matching*, combining best of both worlds

New dimensions in



safety with DoseWise

Endovascular interventions increase the quality of patient care by providing an alternative to more invasive treatments. By shortening the length of a procedure with increased efficiency and productivity, the Allura Xper FD20 reduces X-ray exposures to medical staff and the patient.

Philips' DoseWise facilitates excellent image quality at a low x-ray dose for both the patient and the interventional team. DoseWise combines a wide range of technologies to achieve efficient radiation protection.

Xper Beam Shaping and Xper Fluoro Storage minimize X-ray dosage. Xper Beam Shaping positions the shutters and wedges on the last image without radiation. Xper Fluoro Storage continuously records fluoro sequences to keep track of important clinical information. The user can review, post-process and archive fluoro images and runs in the same manner as regular exposures. Pulsed fluoroscopy is standard on the Allura Xper FD20 with Grid Switch technology on the MRC X-ray tube. Low fluoro frame rates are also available to further reduce x-ray dose.

The legendary MRC X-ray tube is the backbone for SpectraBeam filtration. As one of the most advanced beam filtration systems, SpectraBeam from Philips dramatically reduces radiation for the patient and the interventional team.

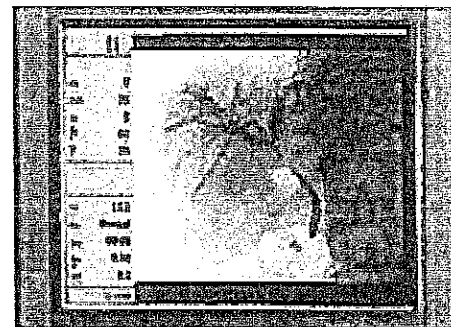
All relevant dose information is available in the exam and control room, including accumulated and rate values of patient skin dose and dose area product. Dose information is also documented in the patient file.

Philips' advanced imaging techniques such as Bolus Chase[®], Rotational Scan[™] and 3D imaging[™] further reduce contrast load and unnecessary radiation to the patient.

[™] optional

DoseWise

Perfect image. Perfect sense.



Here's how DoseWise guarantees a low dose with excellent image quality:

- MRC X-ray tube enable SpectraBeam filtration
- Xper Beam Shaping
- Xper Fluoro Storage
- Real-time dose information
- Grid-switched pulsed fluoroscopy and low fluoro frame rates

New dimensions in

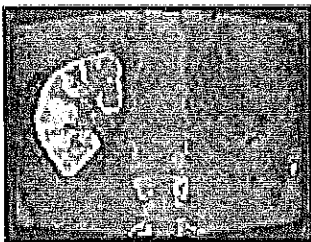
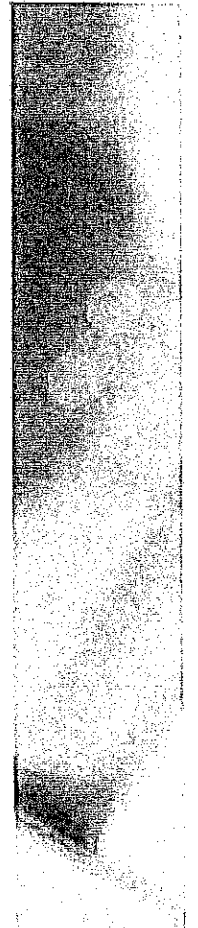
Continuing to set the pace for clinical excellence, Philips has developed XperCT*. This remarkable technology provides soft tissue imaging capabilities in the interventional suite without the need to transport the patient. XperCT* opens up a new area of clinical applications aiding interventions. Designed for interventional use, XperCT* reconstructions take only three minutes from acquisition to display, which is especially important in critical situations when the patient's condition may have deteriorated. Philips offers a unique matching functionality easily combining XperCT* information with high-resolution 3D vessel information. With this technique, areas of bleeding or other soft tissue features can be related to the vessel tree.

Enabled by the integrated 3D approach, Philips offers the unique 3D Roadmapping* functionality.

This patented Philips technology ensures that the 3D image is registered with the system and overlaid with live 2D fluoroscopy providing a sustainable roadmap. The clinical advantages for this technology can be significant for applications such as real-time catheter navigation and monitoring coil delivery. The 3D roadmap is dynamic; providing the freedom to change field of view, rotation and angulation parameters and source to image distance.

3D multimodality matching* is designed to integrate 2D and 3D morphological or physiological MR or CT datasets with 3D angiographic information. This provides an integrated view of patient data where the merged data sets increase diagnostic confidence and patient management for aneurysms, AVM's, stroke, as well as neurosurgery and stereotactic neurosurgery treatment planning.

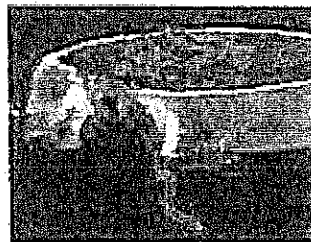
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XperCT

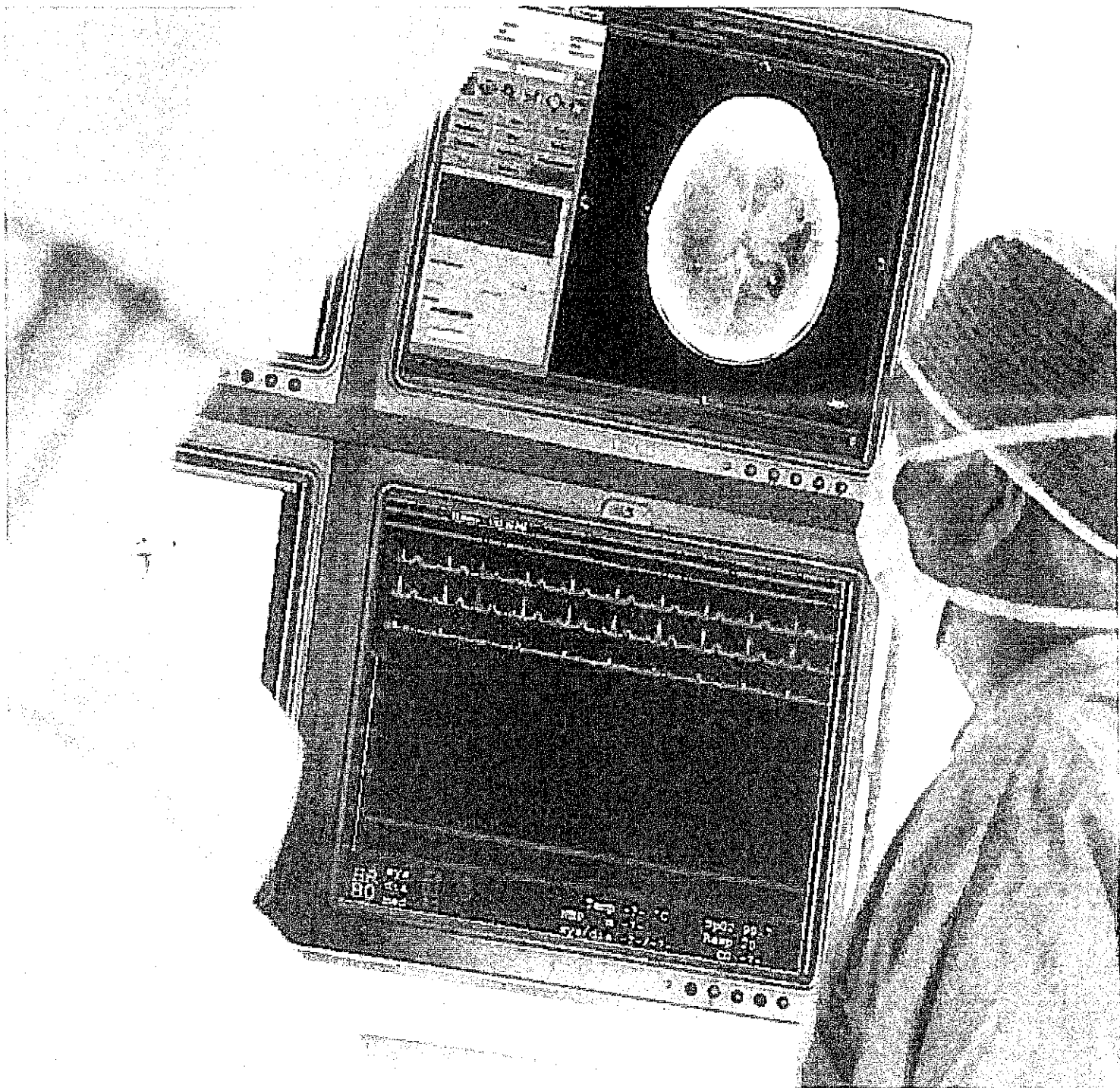


3D Roadmap



3D multimodality matching

interventional 3D



New dimensions in

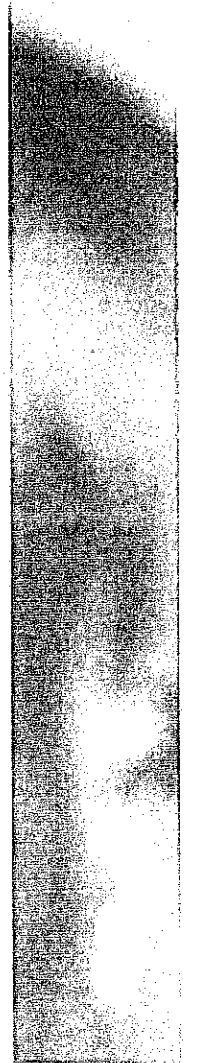
With more than 2,000 Allura systems in use worldwide, it is clear that Philips has become the trusted choice of radiologists and neuroradiologists around the globe. Why? Because Philips has the vision to develop technology that will carry you into the future, and the resources to support it.

How do you measure reliability? If you can start procedures when you arrive in the morning and end the day without equipment-related interruptions – that's reliability. Allura has been tested in the busiest institutions in the world, passing with flying colors. One reason is workhorse technologies like Philips long-lasting MRC X-ray tubes that enable virtually uninterrupted operation and our Flat Detector, which provides constant image quality over time.

The Allura Xper FD20 can be customized to fit your needs. Our wide choice of options lets you configure a solution that addresses all of the variables, from your application mix to your budgetary requirements. Designed to grow with you, the Allura Xper FD20 can be upgraded so that it remains a productive, long-term investment.

The Allura Xper FD20 is also protected by Philips powerful customer support organization. Our dedicated people and flexible programs in training, service and continuing education will keep your site functioning at optimal levels. Remote support capabilities, for example, allow us to identify potential problems before they cause unexpected downtime.

To learn more about the Allura Xper FD20 system and how its powerful capabilities can transform your practice, talk with your Philips representative or visit our website www.medical.philips.com.



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bradford.williams@shpda.alabama.gov
OTC Local Ref ID: 25141634

Status: **APPROVED**
Customer Name: Samuel Price
Type: MasterCard
Credit Card Number: **** * 0539

Alabama total amount charged USD\$1,438.18

Items	Location	Quantity	TPE Order ID	Total Amount
Equipment Replacement		1	35623714	\$1,388.58
Applicant Name: East Alabama Medical Center				
Filing Date: 05/10/2018				
Phone Number: 334-528-5825				
Email Address: marcilla.gross@eamc.org				
Total remitted to the SHPDA				\$1,388.58