

Chief Executive Officer
Louis Ward, MHA



Board of Directors
Michael D. Kerns, President
Beatriz Vasquez, PhD, Vice President
Abe Hathaway, Secretary
Allen Albaugh, Treasurer
Laura Beyer, Director

Finance Committee Meeting Agenda

September 24, 2018 – 10:30am
Boardroom: Fall River Mills

Attendees

Allen Albaugh, Chair, Board Member
Abe Hathaway, Board Member
Louis Ward, CEO
Travis Lakey, CFO

				Approx. Time Allotted
1	CALL MEETING TO ORDER			
2	CALL FOR REQUEST FROM THE AUDIENCE - PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS			
3	APPROVAL OF MINUTES			
3.1	Regular Meeting – August 22, 2018	Attachment A	Action Item	2 min.
4	DEPARTMENT REPORTS			
4.1	Imaging	Attachment B	Report	10 min.
4.2	Infection Control		Report	10 min.
4.3	Staff Development		Report	10 min.
5	FINANCIAL REVIEWS			
5.1	August Financials		Action Item	5 min.
5.2	Accounts Payable (AP)/Accounts Receivable (AR)		Action Item	5 min.
6	EMPLOYEE HEALTH BENEFITS		Discussion	15 min.
7	ADMINISTRATIVE REPORT		Report	10 min.
8	OTHER INFORMATION/ANNOUNCEMENTS		Information	
9	ADJOURNMENT: Next Regular Meeting – September 26, 2018 (Fall River Mills)			

P.O. Box 459 – 43563 Highway 299 East, Fall River Mills, CA 96028 Tel. (530) 336-5511 Fax (530) 336-6199 <http://www.mayersmemorial.com>

Public records which relate to any of the matters on this agenda (except Closed Session items), and which have been distributed to the members of the Board, are available for public inspection at the office of the Clerk to the Board of Directors, 43563 Highway 299 East, Fall River Mills CA 96028. This document and other Board of Directors documents are available online at www.mayersmemorial.com.

Chief Executive Officer
Louis Ward, MHA



Mayers Memorial Hospital District

Board of Directors

Michael D. Kerns, President
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Abe Hathaway, Secretary
Allen Albaugh, Treasurer
Laura Beyer, Director

Board of Directors
Finance Committee
Minutes

August 22, 2018 – 10:30am
Boardroom (Burney)

These minutes are not intended to be a verbatim transcription of the proceedings and discussions associated with the business of the board's agenda; rather, what follows is a summary of the order of business and general nature of testimony, deliberations and action taken.

- 1 **CALL MEETING TO ORDER:** Board Chair Allen Albaugh called the meeting to order at 10:37am on the above date.

BOARD MEMBERS PRESENT:

Allen Albaugh, Chair, Board Member
Abe Hathaway, Board Member

STAFF PRESENT:

Louis Ward, CEO
Travis Lakey, CFO
Ryan Harris, DOO
Libby Mee
Jessica Stadem, Board Clerk

-
- 2 **CALL FOR REQUEST FROM THE AUDIENCE – PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS**

None

-
- 3 **APPROVAL OF MINUTES**

3.1 A motion/second carried; committee members accepted the minutes of July 23, 2018. Hathaway/Albaugh **Approved All**

-
- 4 **DEPARTMENT REPORTS**

4.1 **Human Resources:** In addition to written report. Reviewed departments that use registry, explained long-term contracts for 13-weeks, would prefer to not put 13-weekers in new house, use for short term stays only; Shasta College CNA class is working well to bring in CNAs, working with Hunter Ambrose for more difficult to fill positions (Infection Control RN, RD), using indeed.com, website, Hunter Ambrose job boards to get more exposure, working with Delta to fill clinical positions, have hired new CLS, interviewed a few candidates for radiology tech, Shasta College LVNs will be doing clinical rotation at MMH, working with CNO on position control chart to determine appropriate numbers for staffing, reaching out to other hospitals for nursing wage info to try to be more marketable and desirable, working with other facilities gathering information on how to best recruit doctors, current ER docs are interested in working with MMH on employment instead of working through EmCare.

4.2 **Imaging:** Moved to next month.

-
- 5 **FINANCIAL REVIEWS**

5.1 July Financials - A motion/second carried; committee members accepted the financials. Hathaway/Albaugh **Approved All**

5.2 Accounts Payable (A/P)/Accounts Receivable (A/R) - A motion/second carried; committee members accepted the (A/P)/(A/R). Hathaway/Albaugh **Approved All**

5.3 BOD Q Finance Review – A motion/second carried; committee members approved. Hathaway/Albaugh **Approved All**

6 **Wellness Feasibility Study Presentation by Wipfli:** Discussed concerns with patient numbers if open new clinic, how many patients would have to be seen each hour in order to be sustainable.

7 **ADMINISTRATIVE REPORT:** Discussed new nurse call system, reviewed quote, needs to be approved by OSHPD, ER call system included in budget for new building but not the rest of the building, Layton will credit back money from budget to be used towards new system

8 **OTHER INFORMATION/ANNOUNCEMENTS:**

9 **ADJOURNMENT:** 12:15pm

Next Finance Committee Meeting – September 24, 2018 (Fall River Mills)

NaviCare® Nurse Call



Prepared for:

**Mayers Memorial Hospital Dist
43563 Hwy 299 E
Fall River Mills, CA 96028
US**

Hill-Rom provides safe effective products and services of the highest possible quality on a timely basis that meet or exceed the requirements and expectations of its customers and patients, and that are in compliance with applicable international, federal, state, and local regulations. Our unique market position allows for integration of our products, providing enhanced customer value. Since the inception of Hill-Rom, our sole focus has been on the healthcare industry. All of our 6,700+ nationwide Hill-Rom associates make vital contributions to patients and caregivers worldwide by developing and delivering innovative solutions that improve the quality and dignity of patient care through a customized combination of people, products, and services.

Our portfolio includes:

- Clinical Workflow Solutions (nurse call, device connectivity)
- Patient Support Systems (frames, surfaces, stretchers)
- Architectural Products (surgical columns, lighting)
- Healthcare Furniture (recliners, sleepers, seating, cabinets and overbed tables)
- Patient Handling Solutions (lifts, accessories)
- Medical Equipment Rentals
- Clinical Programs and Services

To explore our complete portfolio, please visit our website: www.hill-rom.com

Jade Zatkovich RN, BSN
IT Sales Executive Clinical Workflow Solutions

O: +1 253.722.9045
Jade.Zatkovich1@hill-rom.com

Account Number
Proposal Number
Proposal Date
Proposal Type
Expiration Date

627467
LRDSQ1388-03
7/27/2018
Firm Proposal
9/24/2018



Project Information - House Wide NNC New and Existing Facility

NaviCare Nurse Call





Please see Statement of Work for details of the project scope.













Proposal Summary


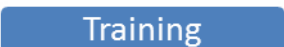


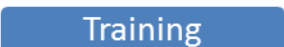


Base Proposal	Proposal Number	Price
Acute Care	LRDSQ1388-03	\$75,979.04
LTC	LRDSQ1388-03	\$107,666.28
ED	LRDSQ1388-03	\$45,649.16
Imaging	LRDSQ1388-03	\$17,975.64
Lab	LRDSQ1388-03	\$7,558.20
OSHPD Submittal (By Hill-Rom Subcontractor)	LRDSQ1388-03	\$13,911.00
Enterprise/VOIP Server (To be provided by hospital)	LRDSQ1388-03	\$1,310.00
Clinical Education Services	LRDSQ1388-03	\$15,170.00
Reporting	LRDSQ1388-03	\$6,171.37
ADT/HL7	LRDSQ1388-03	\$18,724.68
	Proposal Grand Total	\$310,115.37





Option Proposal(s)	Proposal Number
LTC Graphical Upgrade	LRDSQ1535
Acute Care-Care Signs	LRDSQ1535
LTC Care Signs	LRDSQ1535
Advanced Apps	LRDSQ1535

Feature Description		Basic Nurse Call Requirement	Included in Base Proposal	Included in Options Proposal
<p><u>Staff Console</u> Intuitive, easy-to-use centralized call station with touch screen, typically used by unit clerks to answer and respond to patient and staff calls.</p>		*	*	
<p><u>Standard Patient/Staff Station</u> Traditional patient nurse call station with audio and three call types - emergency, staff assist, and code blue. Code Blue function is optional on staff station.</p>		*	*	
<p><u>Smart Graphical Patient/Staff Stations</u> Next-generation nurse call station that allows for bi-directional exchange of information between NaviCare® applications and 3rd party applications. Code Blue function is optional on staff station.</p>			*	*
<p><u>Icon-Based Dome/ Zone Lights</u> LED-based visual call indicators with 7-color selection across 8 lenses and includes optional and customizable icons. Can be configured to illuminate based upon staff member role. (Requires Enhanced Staff Locating and Smart Client)</p>		*	*	

Feature Description		Basic Nurse Call Requirement	Included in Base Proposal	Included in Options Proposal
<p>Smart Bed Connectors Allows for the extraction of bed data and calls from the pillow speaker and/or equipment jack.</p>		*	*	
<p>Emergency Switches Standard emergency call switches.</p>		*	*	
<p>Patient Pillow Speaker * Optional Microphone, Light and TV Controls for Pillow Speaker.</p>		*	*	
<p>Patient Call Cord Basic patient call device used where TV and Light controls are not required.</p>		*		
<p>Centralized Call Display (CCD) Allows a nursing unit to maintain primary annunciation for its calls and monitors a subset of calls from another nursing unit. Sample uses include centralized operator call models or centralized code blue monitoring.</p>		*		
<p>Basic Medical Device Alarms Integrations Quarter inch jack for routing of medical alarms through the nurse call system. Device is available in 1, 2 and 6 port design.</p>				
<p>Room Disable / Enable Switch Device used in certain areas of a facility where there is a need to disable calls, such as a psychiatric ward.</p>				
<p>Bathroom Audio Remote audio device that can be placed in a bathroom for audio communication between patient and caregiver.</p>				
<p>Smart Client Web-based application that allows both patient and staff information to be updated in the NaviCare® application and that enables assignments of caregivers to patients from within the NaviCare® application.</p>			*	

Feature Description		Basic Nurse Call Requirement	Included in Base Proposal	Included in Options Proposal
<p><u>Bed Status Board</u> Bed information can be displayed in a central location to show patient risk assessment, head of bed angle and patient weight.</p> <p>*Requires Hill-Rom Smart Bed and Smart Client application. Computer and display provided by others.</p>			*	
<p><u>Standard Reports w/Auto Delivery</u> Web-based application comprised of a set of predefined reports based on nurse call data sets, which can be scheduled for continuous email delivery.</p> <p>*Requires Standard Reporting server/software</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Software</div>			
<p><u>Enhanced Reports w/Auto Delivery</u> Web-based application comprised of a set of predefined reports based on nurse call data sets, which can be scheduled for continuous email delivery.</p> <p>*Requires Enhanced Reporting server/software</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Software</div>			
<p><u>Installation</u> Review Scope of Work for installation details.</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Services</div>	*	*	*
<p><u>Project Management</u> Our team enters every service engagement with the strong foundation of our scalable methodology, enabling you to benefit from our experience. The principles of our proven solution development and project management methodology guarantee the success of your implementation project, independent of size.</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Services</div>	*	*	
<p><u>Warranty Support</u> Best in class warranty coverage includes full coverage of parts and labor for the first 18 months from shipment. Also includes five year defective parts coverage on the core solution.</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Services</div>	*	*	*
<p><u>Software Maintenance Agreement (SMA)</u> Protects your investment with software upgrades including major, minor and maintenance releases. Also includes 24 x 7 technical support for your entire solution.</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Services</div>	*	*	
<p><u>Enhanced Service Agreement (ESA)</u> Optional coverage to extend the initial warranty on an annual renewal basis. Provides full parts and on-site labor coverage plus additional benefits such as preventative maintenance and on-site labor for software upgrades.</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Services</div>			
<p><u>Clinical Workshop</u> Two-part session that consists of unit observation and interviews, identification of clinical goals, challenges, workflows, and call flow analysis to determine optimal/effective utilization of technology.</p>	<div style="background-color: #4a86e8; color: white; padding: 5px; border-radius: 5px; display: inline-block;">Training</div>		*	

Feature Description		Basic Nurse Call Requirement	Included in Base Proposal	Included in Options Proposal
<p><u>Caregiver Session</u> Focuses on the nurse call features and functions including call types, tones, dome lights, audio stations and call devices/switches within the patient station.</p>		*	*	
<p><u>Go-Live Support</u> On-site application expert is available to answer questions quickly, provide troubleshooting, and a liaison to technical support for fast resolution of issues and coaching for continued success.</p>				
<p><u>Advanced User Training</u> Designed to provide clinical educations and preceptors with the knowledge and information necessary in preparation for their training of hospital personnel on the functions and capabilities the NaviCare® Nurse Call system.</p>				
<p><u>e-Learning</u> Modules include:</p> <ul style="list-style-type: none"> ▪ Introduction to NaviCare® Nurse Call ▪ NaviCare® Nurse Call for the Caregiver ▪ NaviCare® Nurse Call Staff Console ▪ NaviCare® Nurse Call Patient and Staff Administration ▪ NaviCare® Nurse Call Reporting 				
<p><u>Remote Services</u> Our support team can provide timely support without the time delay of travel to your facility Using Hill-Rom Remote Services (HRRS), we can monitor your system and actively identify possible areas of concern.</p>		*	*	*
<p><u>Enhanced Staff Locating</u> Enables automatic staff location identification and documentation, enhanced staff-to-patient and staff-to-staff communication, and routes calls to the patient station closest in proximity to the assigned caregiver. Staff badge buttons can be configured to place staff duress calls.</p> <p>*Requires Centrak Hardware Infrastructure</p>			*	
<p><u>Hand Hygiene Compliance Monitoring</u> Cable-free, automated monitoring and reporting of hand hygiene events, driving improved hand hygiene protocol adherence and improved compliance.</p> <p>*Requires Centrak Hardware Infrastructure</p>				

Feature Description		Basic Nurse Call Requirement	Included in Base Proposal	Included in Options Proposal
<p><u>Asset Tracking</u> Cable-free tracking of equipment to drive increased utilization, decreased procurement, and loss prevention.</p> <p>*Requires Centrak Hardware Infrastructure</p>				
<p><u>Patient Locating</u> Cable-free locating of patients for enhanced caregiver workflow.</p> <p>*Requires Centrak Hardware Infrastructure</p>				
<p><u>Temperature Monitoring</u> Cable-free monitoring or refrigerator temperature monitoring for Joint Commission reporting and to help improve medication management.</p> <p>*Requires Centrak Hardware Infrastructure</p>				
<p><u>Electronic Patient Room Signage</u> Electronic message board securely displays key information about the patient including risk (ex. Falls risk), assigned caregiver, precautions and more. Integrates to EMR and other clinical software.</p>				



Enhancing Outcomes for Patients and Their Caregivers...

Document Number LRDSQ1388-03
Proposal Date 7/27/2018
JDE Number 627467

Sold To:

Mayers Memorial Hospital Dist
43563 Hwy 299 E
Fall River Mills, CA 96028
US

Ship To:

Mayers Memorial Hospital Dist
43563 Hwy 299 E
Fall River Mills, CA 96028
US

A bill of materials (BOM) has been included in this proposal containing the components that comprise this system. Any requested changes to the BOM by the customer, or any additional required hardware, software, or services identified by Hill-Rom representatives as part of the installation process, will be quoted and will require a change order form to be processed for installation to be completed.

System to be installed based upon a mutually agreed upon schedule.

Customer to provide (on a template provided by Hill-Rom) a list of: nursing unit names with department, floor numbers, and all patient rooms, staff locations, and associated names / descriptions (i.e. room numbers) when applicable for the upgrade / system modification. This information must be provided to Hill-Rom no less than 45 days prior to scheduled installation date.

Hill-Rom's performance under this Proposal is contingent upon our access to all areas within the facility to complete the work, including access to existing Hill-Rom system servers and clients (clinical workstations) for required upgrade installation, testing, and configuration.

Hill-Rom Remote Service Network Connection, or HRRS Connectivity, is required. The customer is responsible to install/provide network connectivity to each Hill-Rom system server and client for remote access. Lack of network connectivity for Hill-Rom's secure remote access may result in higher service and support costs.

Parts removed from their original packaging cannot be returned for credit. Hill-Rom will not be responsible for any stolen, damaged, or lost equipment after delivery. No returns or refunds for 3rd party software including, but not limited to, 3CX and Microsoft licenses, nor custom-made items.

Payment terms are NET 30

Hardware/Software invoiced upon shipment.

Services invoiced upon certification of system.

Software Maintenance is invoiced 30 days after shipment.

Preventative Maintenance is invoiced 30 days after shipment.

Unless noted otherwise, taxes are NOT included in the proposed price. If applicable, sales taxes will need to be added to the proposed price and included on your purchase order. Any applicable taxes will be calculated and billed at time of invoicing.

Acceptance of this Proposal constitutes acceptance of the Project Assumptions attached to this Proposal as well as the Terms and Conditions found at <http://www.hill-rom.com/usa/Products/Category/Workflow-and-Communications/Hill-Rom-IT-Solutions-Terms-and-Conditions/> (password: navicare). The warranties in this Proposal and the Terms and Conditions are the sole and exclusive warranties provided.

IN NO CASE SHALL HILL-ROM BE LIABLE FOR INDIRECT, SPECIAL, CONSEQUENTIAL, PUNITIVE OR INCIDENTAL DAMAGES INCLUDING LOSS OF DATA, COSTS OF RECOVERY, LOST OPPORTUNITY, LOST REVENUES OR LOST PROFITS EVEN IF NOTIFIED IN ADVANCE OF THE POSSIBILITY OF SUCH DAMAGES, WHETHER ARISING FROM CONTRACT, TORT LAW OR OTHERWISE.

Except and solely for any separate master agreement or group purchasing agreement executed by the parties for the purchase and license of the Hill-Rom Products purchased hereunder, the Terms and Conditions supersede any inconsistent provisions and understandings, oral or written, between the parties, including any terms and conditions in any purchase order or other documentation submitted by Customer to Hill-Rom, unless explicitly agreed to in writing by an authorized representative of Hill-Rom holding the title of Vice President or General Manager.

HILL-ROM COMPANY, INC.

CUSTOMER

By: 

By: _____

Printed Name: Diane Burns

Printed Name: _____

Title: Sales Operations Manager

Title: _____

Date: 7/27/2018

Date: _____

Qty	Part Number	Description	Unit	Extended
	Group	Acute Care		
1	P2500NNC1B00	GRAPHICAL STAFF CONSOLE (DESK MT.)	\$2,273.76	\$2,273.76
1	P2500NNC0A00	GROUNDING KIT STAFF CONSOLE (DESK)	\$204.48	\$204.48
2	P2594NNC1B01	STAFF STATION - STANDARD ROOM STATION W/O CODE	\$228.24	\$456.48
8	P2594NNC2C11	GRAPHICAL ROOM STATION (GRS) - PATIENT	\$1,025.28	\$8,202.24
16	P2505NNC1B00	AUDIO STATION BED CONNECTOR (ASBC)	\$110.16	\$1,762.56
16	P2535A0101	CABLE, ENTERTAINMENT CABLE, 18IN	\$23.76	\$380.16
16	P25104C331U-Z105018	PILL SPK, DA,MIC,DV,N,2 LT,8'	\$168.48	\$2,695.68
8	P2520NNC2A07	CODE BLUE PUSH BUTTON SWITCH	\$100.80	\$806.40
1	P2520NNC1B02	SWITCH, BATH SWITCH, W/O CANCEL, SUPERVISED	\$54.72	\$54.72
9	P2520NNC1B01	SWITCH, BATH SWITCH, W/CANCEL, SUPERVISED	\$65.52	\$589.68
1	P2545A01	SYSTEM ALARM INTERFACE MODULE, W/BOX W/ PIGTAILS	\$87.12	\$87.12
8	P2506NNC8A00	ICON BASED-LIGHT LED DOME/ZONE LIGHT	\$148.32	\$1,186.56
2	P2506NNC2B00	SINGLE BULB DOME LIGHT, POLARIZ	\$32.40	\$64.80
6	P2549A03	ENCLOSURE, ROOM BOX, FOR USE WITH RCB	\$60.48	\$362.88
6	P2599NNC2D00	RCB2 WO ENCL-ENHCED, UPOE CMPT	\$283.68	\$1,702.08
10	RTLS-CLOSED	RTLS - STAFF LOCATING LOCATION-CLOSED AREA	\$0.00	\$0.00
1	RTLS-OPEN	RTLS - STAFF LOCATING LOCATION - GLASS/OPEN AREA	\$0.00	\$0.00
1	SERVER-EL	ENHANCED LOCATING SERVER BY OTHERS (To be Virtualized)	\$0.00	\$0.00
1	CEN-ITK-123	STAR, TIMING	\$404.64	\$404.64
2	CEN-ITK-103	STAR	\$404.64	\$809.28
10	CEN-ITK-313D	CENTRAK ROOM MONITOR	\$241.20	\$2,412.00
10	CEN-ITK-323	VIRTUAL WALL MONITOR (SINGLE)	\$241.20	\$2,412.00
3	CEN-MON-CLIPS	CEILING MOUNTING ADAPTER (QTY 10)	\$41.76	\$125.28
25	CEN-IT-744E-DURESS	Staff Tag - Labeled for Duress / Cancel	\$64.80	\$1,620.00
3	CEN-ITAK-763	STAFF TAG BUTTON CLIP (QTY 10)	\$20.88	\$62.64
15	P25NNC006	NNC FEATURES- LOCATING	\$134.64	\$2,019.60
1	CEN-ITKS-3000	SOFTWARE & PRODUCT LICENSING (SMA)	\$856.00	\$856.00
1	POE-CISCO	CISCO CATALYST 3850/4500 (BY OTHERS)	\$0.00	\$0.00
1	UPS	UPS BY OTHERS	\$0.00	\$0.00
8	PoEPorts	PoE Ports Required		
5	P2536A0701	COMM CABLE CAT 6, AMP, SEAFOAM, 1000 FT SPOOL	\$305.00	\$1,525.00
3	P2537C0101	CONNECTOR, RJ45 , AMP, BAG OF 100	\$34.56	\$103.68
17	P2570IMPLSERV	IMPLEMENTATION SERVICES	\$252.00	\$4,284.00
1	P2570RBRPMSERVICE	PROJECT MANAGEMENT ROOM BY ROOM SERVICES	\$1,200.00	\$1,200.00
1	P25NNC007	NNC FEATURES- SMART CLIENT	\$1,550.88	\$1,550.88
6	P25NNC096-P	NNC BASE SOFTWARE FOR RCB2/CISCO UPOE	\$480.24	\$2,881.44
1	P25NNC010	SOFTWARE MAINTENANCE AGREEMENT	\$1,613.00	\$1,613.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$31,270.00	\$31,270.00
		SubTotal		\$75,979.04

Qty	Part Number	Description	Unit	Extended
	Group	LTC		
1	P2500NNC1B00	GRAPHICAL STAFF CONSOLE (DESK MT.)	\$2,273.76	\$2,273.76
1	P2500NNC0A00	GROUNDING KIT STAFF CONSOLE (DESK)	\$204.48	\$204.48
19	P2594NNC1B11	PATIENT STATION - STANDARD ROOM STATION W/CODE	\$229.68	\$4,363.92
38	P2505NNC1B00	AUDIO STATION BED CONNECTOR (ASBC)	\$110.16	\$4,186.08
38	P2535A0101	CABLE, ENTERTAINMENT CABLE, 18IN	\$23.76	\$902.88
38	P25104C331U-Z105018	PILL SPK, DA,MIC,DV,N,2 LT,8'	\$168.48	\$6,402.24
19	P2506NNC8A00	ICON BASED-LIGHT LED DOME/ZONE LIGHT	\$148.32	\$2,818.08
2	P2506NNC2B00	SINGLE BULB DOME LIGHT, POLARIZ	\$32.40	\$64.80
11	P2549A03	ENCLOSURE, ROOM BOX, FOR USE WITH RCB	\$60.48	\$665.28
11	P2599NNC2D00	RCB2 WO ENCL-ENHCED, UPOE CMPT	\$283.68	\$3,120.48
1	RTLS-OPEN	RTLS - STAFF LOCATING LOCATION - GLASS/OPEN AREA	\$0.00	\$0.00
19	RTLS-CLOSED	RTLS - STAFF LOCATING LOCATION-CLOSED AREA	\$0.00	\$0.00
3	CEN-ITK-103	STAR	\$404.64	\$1,213.92
19	CEN-ITK-313D	CENTRAK ROOM MONITOR	\$241.20	\$4,582.80
17	CEN-ITK-323	VIRTUAL WALL MONITOR (SINGLE)	\$241.20	\$4,100.40
4	CEN-MON-CLIPS	CEILING MOUNTING ADAPTER (QTY 10)	\$41.76	\$167.04
28	P25NNC006	NNC FEATURES- LOCATING	\$134.64	\$3,769.92
1	CEN-ITKS-3000	SOFTWARE & PRODUCT LICENSING (SMA)	\$1,403.00	\$1,403.00
25	CEN-IT-744E-DURESS	Staff Tag - Labeled for Duress / Cancel	\$64.80	\$1,620.00
3	CEN-ITAK-763	STAFF TAG BUTTON CLIP (QTY 10)	\$20.88	\$62.64
14	PoEPorts	PoE Ports Required		
5	P2537C0101	CONNECTOR, RJ45 , AMP, BAG OF 100	\$34.56	\$172.80
8	P2536A0701	COMM CABLE CAT 6, AMP, SEAFOAM, 1000 FT SPOOL	\$305.00	\$2,440.00
29	P2570IMPLSERV	IMPLEMENTATION SERVICES	\$252.00	\$7,308.00
12	P2520NNC1B01	SWITCH, BATH SWITCH, W/CANCEL, SUPERVISED	\$65.52	\$786.24
1	P2570RBRPMSERVICE	PROJECT MANAGEMENT ROOM BY ROOM SERVICES	\$2,210.00	\$2,210.00
1	P25NNC007	NNC FEATURES- SMART CLIENT	\$1,550.88	\$1,550.88
11	P25NNC096-P	NNC BASE SOFTWARE FOR RCB2/CISCO UPOE	\$480.24	\$5,282.64
1	P25NNC010	SOFTWARE MAINTENANCE AGREEMENT	\$2,651.00	\$2,651.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$43,343.00	\$43,343.00
		SubTotal		\$107,666.28

Qty	Part Number	Description	Unit	Extended
	Group	ED		
1	P2500NNC1B00	GRAPHICAL STAFF CONSOLE (DESK MT.)	\$2,273.76	\$2,273.76
1	P2500NNC0A00	GROUNDING KIT STAFF CONSOLE (DESK)	\$204.48	\$204.48
3	P2594NNC1B01	STAFF STATION - STANDARD ROOM STATION W/O CODE	\$228.24	\$684.72
6	P2594NNC1B11	PATIENT STATION - STANDARD ROOM STATION W/CODE	\$229.68	\$1,378.08
7	P2505NNC1B00	AUDIO STATION BED CONNECTOR (ASBC)	\$110.16	\$771.12
7	P2535A0101	CABLE, ENTERTAINMENT CABLE, 18IN	\$23.76	\$166.32
7	P25104C331U-Z105018	PILL SPK, DA,MIC,DV,N,2 LT,8'	\$168.48	\$1,179.36
6	P2506NNC8A00	ICON BASED-LIGHT LED DOME/ZONE LIGHT	\$148.32	\$889.92
6	P2549A03	ENCLOSURE, ROOM BOX, FOR USE WITH RCB	\$60.48	\$362.88
6	P2599NNC2D00	RCB2 WO ENCL-ENHCED, UPOE CMPT	\$283.68	\$1,702.08
8	RTLS-CLOSED	RTLS - STAFF LOCATING LOCATION-CLOSED AREA	\$0.00	\$0.00
2	RTLS-OPEN	RTLS - STAFF LOCATING LOCATION - GLASS/OPEN AREA	\$0.00	\$0.00
1	SERVER-EL	ENHANCED LOCATING SERVER BY OTHERS (To be Virtualized)	\$0.00	\$0.00
1	CEN-ITK-123	STAR, TIMING	\$404.64	\$404.64
2	CEN-ITK-103	STAR	\$404.64	\$809.28
8	CEN-ITK-313D	CENTRAK ROOM MONITOR	\$241.20	\$1,929.60
10	CEN-ITK-323	VIRTUAL WALL MONITOR (SINGLE)	\$241.20	\$2,412.00
2	CEN-MON-CLIPS	CEILING MOUNTING ADAPTER (QTY 10)	\$41.76	\$83.52
25	CEN-IT-744E-DURESS	Staff Tag - Labeled for Duress / Cancel	\$64.80	\$1,620.00
3	CEN-ITAK-763	STAFF TAG BUTTON CLIP (QTY 10)	\$20.88	\$62.64
1	CEN-ITKS-3000	SOFTWARE & PRODUCT LICENSING (SMA)	\$788.00	\$788.00
13	P25NNC006	NNC FEATURES- LOCATING	\$134.64	\$1,750.32
2	P2537C0101	CONNECTOR, RJ45 , AMP, BAG OF 100	\$34.56	\$69.12
3	P2536A0701	COMM CABLE CAT 6, AMP, SEAFOAM, 1000 FT SPOOL	\$305.00	\$915.00
8	PoEPorts	PoE Ports Required		
16	P2570IIMPLSERV	IMPLEMENTATION SERVICES	\$252.00	\$4,032.00
1	P2570RBRPMSERVICE	PROJECT MANAGEMENT ROOM BY ROOM SERVICES	\$1,160.00	\$1,160.00
1	P25NNC007	NNC FEATURES- SMART CLIENT	\$1,550.88	\$1,550.88
6	P25NNC096-P	NNC BASE SOFTWARE FOR RCB2/CISCO UPOE	\$480.24	\$2,881.44
1	P25NNC010	SOFTWARE MAINTENANCE AGREEMENT	\$1,546.00	\$1,546.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$14,022.00	\$14,022.00
		SubTotal		\$45,649.16

Qty	Part Number	Description	Unit	Extended
	Group	Imaging		
1	P2594NNC1B11	PATIENT STATION - STANDARD ROOM STATION W/CODE	\$229.68	\$229.68
1	P2594NNC1B01	STAFF STATION - STANDARD ROOM STATION W/O CODE	\$228.24	\$228.24
5	P2520NNC1B01	SWITCH, BATH SWITCH, W/CANCEL, SUPERVISED	\$65.52	\$327.60
5	P2506NNC2B00	SINGLE BULB DOME LIGHT, POLARIZ	\$32.40	\$162.00
2	P2506NNC8A00	ICON BASED-LIGHT LED DOME/ZONE LIGHT	\$148.32	\$296.64
2	P2549A03	ENCLOSURE, ROOM BOX, FOR USE WITH RCB	\$60.48	\$120.96
1	P2545A01	SYSTEM ALARM INTERFACE MODULE, W/BOX W/ PIGTAILS	\$87.12	\$87.12
2	P2599NNC2D00	RCB2 WO ENCL-ENHCED, UPOE CMPT	\$283.68	\$567.36
1	RTLS-OPEN	RTLS - STAFF LOCATING LOCATION - GLASS/OPEN AREA	\$0.00	\$0.00
1	RTLS-CLOSED	RTLS - STAFF LOCATING LOCATION-CLOSED AREA	\$0.00	\$0.00
1	CEN-ITK-103	STAR	\$404.64	\$404.64
1	CEN-ITK-313D	CENTRAK ROOM MONITOR	\$241.20	\$241.20
3	CEN-ITK-323	VIRTUAL WALL MONITOR (SINGLE)	\$241.20	\$723.60
1	CEN-MON-CLIPS	CEILING MOUNTING ADAPTER (QTY 10)	\$41.76	\$41.76
25	CEN-IT-744E-DURESS	Staff Tag - Labeled for Duress / Cancel	\$64.80	\$1,620.00
3	CEN-ITAK-763	STAFF TAG BUTTON CLIP (QTY 10)	\$20.88	\$62.64
2	P25NNC006	NNC FEATURES- LOCATING	\$134.64	\$269.28
1	CEN-ITKS-3000	SOFTWARE & PRODUCT LICENSING (SMA)	\$195.00	\$195.00
1	POE-CISCO	CISCO CATALYST 3850/4500 (BY OTHERS)	\$0.00	\$0.00
1	UPS	UPS BY OTHERS	\$0.00	\$0.00
3	PoEPorts	PoE Ports Required		
2	P2536A0701	COMM CABLE CAT 6, AMP, SEAFOAM, 1000 FT SPOOL	\$305.00	\$610.00
1	P2537C0101	CONNECTOR, RJ45 , AMP, BAG OF 100	\$34.56	\$34.56
8	P2570IMPLSERV	IMPLEMENTATION SERVICES	\$252.00	\$2,016.00
1	P2570RBRPMSERVICE	PROJECT MANAGEMENT ROOM BY ROOM SERVICES	\$750.00	\$750.00
1	P25NNC007	NNC FEATURES- SMART CLIENT	\$1,550.88	\$1,550.88
2	P25NNC096-P	NNC BASE SOFTWARE FOR RCB2/CISCO UPOE	\$480.24	\$960.48
1	P25NNC010	SOFTWARE MAINTENANCE AGREEMENT	\$696.00	\$696.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$5,780.00	\$5,780.00
		SubTotal		\$17,975.64

Qty	Part Number	Description	Unit	Extended
	Group	Lab		
3	P2520NNC1B02	SWITCH, BATH SWITCH, W/O CANCEL, SUPERVISED	\$54.72	\$164.16
3	P2506NNC2B00	SINGLE BULB DOME LIGHT, POLARIZ	\$32.40	\$97.20
1	P2549A03	ENCLOSURE, ROOM BOX, FOR USE WITH RCB	\$60.48	\$60.48
1	P2599NNC2D00	RCB2 WO ENCL-ENHCED, UPOE CMPT	\$283.68	\$283.68
1	P2536A0701	COMM CABLE CAT 6, AMP, SEAFOAM, 1000 FT SPOOL	\$305.00	\$305.00
1	P2537C0101	CONNECTOR, RJ45 , AMP, BAG OF 100	\$34.56	\$34.56
1	PoEPorts	PoE Ports Required		
4	P2570IMPLSERV	IMPLEMENTATION SERVICES	\$252.00	\$1,008.00
1	P2570RBRPMSERVICE	PROJECT MANAGEMENT ROOM BY ROOM SERVICES	\$250.00	\$250.00
1	P25NNC096-P	NNC BASE SOFTWARE FOR RCB2/CISCO UPOE	\$480.24	\$480.24
1	P25NNC007	NNC FEATURES- SMART CLIENT	\$1,550.88	\$1,550.88
1	P25NNC010	SOFTWARE MAINTENANCE AGREEMENT	\$508.00	\$508.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$2,816.00	\$2,816.00
		SubTotal		\$7,558.20

Qty	Part Number	Description	Unit	Extended
	Group	OSHPD Submittal (By Hill-Rom Subcontractor)		
1	P2570A0003	Replacement in Existing Areas	\$7,424.00	\$7,424.00
1	P2570A0003	New Construction	\$6,487.00	\$6,487.00
		SubTotal		\$13,911.00

Qty	Part Number	Description	Unit	Extended
	Group	Enterprise/VOIP Server (To be provided by hospital)		
1	SERVER-VIRTUAL	VIRTUAL SERVER BY OTHERS	\$0.00	\$0.00
1	P25NNC033	3CXSPRO 16 SIMULTANEOUS CALLS	\$1,110.00	\$1,110.00
1	P25NNC010-3CX	SOFTWARE MAINTENANCE AGREEMENT - 3CX	\$200.00	\$200.00
		SubTotal		\$1,310.00
	Group	Clinical Education Services		
2	P25NNC014	CAREGIVER TRAINING (PER DAY)	\$2,342.00	\$4,684.00
1	P25NNC069	CLINICAL WORKSHOP	\$4,013.00	\$4,013.00
1	P25NNCFWA068	FOLLOW UP CLINICAL WORKFLOW ASSESSMENT	\$4,013.00	\$4,013.00
3	P2570TRAVEL	TRAVEL	\$820.00	\$2,460.00
		SubTotal		\$15,170.00
	Group	Reporting		
1	RPOP000010	Enterprise Reporting		
61	RPOPSW0010	Enterprise Reporting, SW	\$59.33	\$3,619.13
61	RPOPSV0010	Enterprise Reporting, SV	\$28.84	\$1,759.24
61	RPOPSV10	Enterprise Reporting, SM	\$13.00	\$793.00
		SubTotal		\$6,171.37
	Group	ADT/HL7		
1	PS110ADT-SW	ADT FIRST FLOOR SOFTWARE	\$6,233.76	\$6,233.76
1	PS111ADT-ADDSW	ADT ADDITIONAL FLOOR SOFTWARE	\$3,895.92	\$3,895.92
1	PS110ADT-SVCS	ADT FIRST FLOOR SERVICES	\$2,165.00	\$2,165.00
1	PS111ADT-ADDSVCS	ADT ADD FLOOR SERVICES	\$1,083.00	\$1,083.00
1	P2570PMSERVICE	PROJECT MANAGEMENT SERVICES	\$2,814.00	\$2,814.00
1	P25NNC010	SOFTWARE MAINTENANCE AGREEMENT	\$2,533.00	\$2,533.00
		SubTotal		\$18,724.68

Qty	Part Number	Description	Unit	Extended
*Project Grand Total				\$310,115.37

Sales Tax not Included. Acceptance of this proposal by issuing a purchase order based upon this proposal constitutes acceptance of the terms and conditions of this proposal.

**Please send purchase orders to:
email: HitsOrderManagement@hill-rom.com
Fax: 919 869-1733**

Hill-Rom NaviCare Nurse Call Statement Of Work (SOW)

Room by Room Construction with Hill-Rom Clinical Workflow Solutions Certified Installer on Hill-Rom Proposal

****By issuing a PO or incorporating into a 1449 against this proposal, assumes acceptance of this Hill-Rom NaviCare Nurse Call Statement of Work by the customer****

1. Stakeholder participation:
 - 1.1. Project team members will participate in the following at a minimum:
 - 1.1.1. Project Kick-off meeting (on-site or conference call)
 - 1.1.2. Weekly project team conference calls to be attended by all stakeholders identified. Calls may be cancelled as needed.
 - 1.1.3. Nurse call system acceptance - Following certification of nurse call system, customer PM will sign work orders provided and return them to the Hill-Rom Clinical Workflow Solutions PM
 - 1.2. Customer will appoint the following key project stakeholders:
 - 1.2.1. Project Manager
 - 1.2.2. IT Lead
 - 1.2.3. Clinical Lead
 - 1.2.4. Contractor leads
2. Equipment Acceptance & Storage & Warranty:
 - 2.1. Inventory of equipment will be completed by Hill-Rom Clinical Workflow Solutions Certified Installation Contractor. Customer shall assign a representative to complete/participate in inventory of equipment. Customer will note any Bill of Materials (BoM) discrepancies on the accompanying pick slip, sign the pick slip, and return to the Hill-Rom Clinical Workflow Solutions Project Manager (PM) within 72 hours of receipt of the equipment, or as pre-arranged with customer and Installation Contractor. Customer will store equipment in a place that is both climate and access controlled.
 - 2.2. The Hill-Rom warranty does not cover devices or components which are not acquired from Hill-Rom Clinical Workflow Solutions, nor any software other than the Licensed Software from Hill-Rom Clinical Workflow Solutions. Similarly, any extended service/software maintenance plan does not apply to devices or components, including software, not acquired from Hill-Rom Clinical Workflow Solutions.
3. Service DELIVERY GUIDELINES (not all services are provided, please refer to proposal bill of material for purchased services):
 - 3.1. Project Management Services:
 - 3.1.1. Project management services are provided remotely, however, project managers may travel to the customer site for pre-designated milestone events.
 - 3.1.2. Project management work hours are generally Monday – Friday, 8:30am to 5:30pm local time.
 - 3.2. Installation Services (cabling, termination, cabling testing, and hardware deicing):
 - 3.2.1. Installers generally work Monday – Friday, 7am to 6pm local time.
 - 3.2.2. Installation services must be completed before Hill-Rom Clinical Workflow Solutions Engineer arrives on site to begin configuration/certification of the system.
 - 3.3. Implementation Services (software configuration, testing, and system certification):
 - 3.3.1. Implementation services are provided on-site and/or remotely as granted by site sponsor.
 - 3.3.2. Implementation Engineers travel Monday mornings and Friday afternoons.
 - 3.3.3. Implementation Engineer work hours are generally (local times): Monday – 1pm to 5:30pm, Tuesday – Thursday – 8:30am – 5:30pm, Friday – 8:30am – 12pm (noon).
 - 3.3.4. Implementation Engineers do not work nights or weekends without prior approval from Hill-Rom Clinical Workflow Solutions. Additional charges may apply.
 - 3.4. Educational Services:
 - 3.4.1. Educational services work hours are generally (local times): Monday – 1pm to 5:30pm, Tuesday – Thursday – 8:30am – 5:30pm, Friday – 8:30am – 12pm (noon)
 - 3.4.2. Clinical service providers do not work nights or weekends without prior approval from Hill-Rom Clinical Workflow Solutions. Additional charges may apply.
 - 3.5. ADT Services:
 - 3.5.1. A Hill-Rom Clinical Workflow Solutions Interface Engineer will work with the designated hospital interface resource.
 - 3.5.2. ADT services are provided remotely.
 - 3.5.3. ADT services work hours are generally Monday – Friday, 8:30am to 5:30pm, Eastern Time.
 - 3.6. Virtualization Services:
 - 3.6.1. A Hill-Rom Clinical Workflow Solutions technical resource will be assigned to work on the virtualization with the hospital.
 - 3.6.2. Virtualization services are provided on-site and/or remotely as granted by site sponsor.
 - 3.6.3. Virtualization work hours are generally Monday – Friday, 8:30am to 5:30pm Eastern Time.
 - 3.7. Hill-Rom Clinical Workflow Solutions systems comply with UL 1069 standard. Hill-Rom Certified Installation Contractor is responsible for all necessary permits required by federal, state or local codes. Customer is responsible for any state-mandated regulatory requirements such as AHCA and OSHPD. In cases where additional requirements are provided after the PO is cut, a change order will be required.
 - 3.8. Customer is responsible for entering all staff information, including assignments and locator badge IDs, into Smart Client.

3.9. Go-live support, both clinical and technical, will be completed in one trip on site. Additional trips on site for phased or staged go-live events will require a change order.

4. Networking & Infrastructure Requirements:

4.1. The Hill-Rom Clinical Workflow Solutions proposal should be accompanied by a network topology. This topology diagram will describe the physical and logical components and connectivity of the proposed solution.

4.2. Servers (if provided by customer):

4.2.1. Customer will provide servers, virtual or physical, that meet the minimum specs provided by Hill-Rom Clinical Workflow Solutions

4.2.2. Hill-Rom Clinical Workflow Solutions requires an Administrator account & 3CX Administrator account on the Hill-Rom Clinical Workflow Solutions enterprise server

4.3. DHCP (Dynamic Host Code Protocol):

4.3.1. DHCP is required for NaviCare Nurse Call and prefers to run DHCP, however, it can be run by the hospital.

4.3.2. If Hospital DHCP Scope used these Scope Options are needed:

4.3.2.1. IP Address — the IP address to be assigned to the nurse call device

4.3.2.2. Subnet Mask — the subnet that the IP address belongs to

4.3.2.3. DNS Server(s) (DHCP Option 006) — the DNS server(s) configured to contain entries for the Enterprise and Logging servers

4.3.2.4. NTP Server(s) (DHCP Option 042) — the IP address of the Enterprise Server, unless another NTP server is desired

4.3.2.5. Domain Name (DHCP Option 015) — the domain that the DNS server is on

4.3.2.6. Router (DHCP Option 003)-- give it the IP address of the default gateway for the NNC devices

4.3.2.7. If Hill-Rom is providing DHCP service Customer IT will need to determine whether access needs to be granted or authorize to run DHCP services on the server.

4.3.3. DNS (Domain Name Server):

4.3.3.1. Hill-Rom Clinical Workflow Solutions prefers to run DNS; however, it can be run by the customer if preferable.

4.3.3.2. Customer will provide two (2) host A records that nurse call devices can access and host A records for Enterprise, SQL & Report servers that customer machines can access.

4.3.3.3. hr-nnc-networkcfg-3 (Pointed at Hillrom Enterprise Server IP)

4.3.3.4. hr-nnc-networklog (Pointed at Hillrom Enterprise Server IP)

4.3.4. IP Schema: NaviCare Nurse Call does not require any particular IP address schema. The hospital should choose a block of unused IP addresses which will be large enough to cover an IP address for each of the network devices, as well as anticipating any future growth that the nurse call network may undergo. Network devices include Room Control Boards (RCBs), Staff Consoles, locating stars (if enhanced locating is implemented), as well as all servers and switches.

4.3.5. **Hill-Rom does not support the use of Network Address Translation (NAT) between the Hill-Rom servers and the nurse call devices. Hill-Rom servers must either have a layer 2 interface on the subnet with the embedded devices, or have full bi-directional routing between the subnets.**

4.3.6. Customer will open firewall ports for NNC application per list provided by Hill-Rom Clinical Workflow Solutions.

4.3.7. Customer to provide direction to Hill-Rom Clinical Workflow Solutions regarding whether any nurse call devices will be added to the hospital domain for Active Directory (AD) This will be used for the Smart Client application and reporting application access.

4.3.8. Regarding anti-virus, customer will exclude the following Navicare folders from on access scanning:

4.3.8.1. SQL folder that has the SQL instance the hospital is running

4.3.8.2. c:\basesystemsettings" folder

4.3.8.3. [root] programfiles\Hill-Rom\navicare\web_samm\upgradedevicesoftware

4.3.8.4. [root] basesystemssetting

4.3.8.5. [root] programfiles\Hill-Rom\navicare\smartclient

4.3.8.6. [root] temp\baselogs

4.3.9. FTP:

4.3.9.1. FTP server must be run on a server in the Hill Rom network. Hill-Rom Clinical Workflow Solutions prefers the Enterprise server.

4.3.9.2. Hill-Rom Clinical Workflow Solutions will use the FTP client to download the installation software to the server

4.3.10. Customer will grant Hill-Rom Clinical Workflow Solutions remote access through Hill-Rom Clinical Workflow Solutions Remote Services (HRRS)

4.3.11. Hill-Rom Clinical Workflow Solutions schedules nightly local DB backups. Customer is responsible for implementing any further backup/disaster recovery

4.3.12. Customer is responsible for scheduling OS or other server patching as appropriate or necessary.

4.3.13. IT Racks:

4.3.13.1. Customer to provide IT racks or rack space for Hill-Rom Clinical Workflow Solutions equipment

4.3.13.2. Patch Panels: See Installation Contractor section

4.3.13.3. Patch Panel Terminations: See Installation Contractor section

4.3.14. Centralized Code Blue: Addition of a Centralized Code Blue Device (CCD) will require either a new back box and wall space or new Hill-Rom Clinical Workflow Solutions faceplate/Ethernet jack and desk space. The old CCD will run concurrent with new CCD during room by room transition.

5. Miscellaneous:

5.1. Pillow Speakers:

- 5.1.1. This Hill-Rom proposal includes "Standard" pillow speakers or a place-holder part number (P2510) for a "standard" pillow speaker until the customer confirms the model it needs.
- 5.1.2. "Standard" functionality (part number P2510) includes: TV control, lighting control, nurse call control, and audio communication
- 5.1.3. "Custom" functionality - Any other functionality is considered a "custom" pillow speaker and may require a change order. Examples of custom functionality are: entertainment/education system integration, cable box integration, HVAC integration, and window blind control.
- 5.1.4. Functionality -any functionality desired by the customer is dependent on the manufacturer and style purchased. Not all functionality available by all pillow speakers is compatible with NaviCare Nurse Call nor will Hill-Rom accept any responsibility for installation, wiring, or troubleshooting.
- 5.1.5. Lead time – ordering lead times for Pillow Speakers are between two (2) and sixteen (16) weeks depending on the model the customer chooses. Any delays by the customer in choosing (or changing) the manufacturer or style of pillow speaker will impact Hill-Rom nurse call implementation and are the responsibility of the customer.
- 5.2. Bed Data Integrations: Customer responsible for working with their Hill-Rom Account Executive to verify beds on site that can integrate with NaviCare Nurse Call.
- 5.3. Hill-Rom excludes any and all permits, licenses, taxes, or fees required by the city and / or state where the physical implementation of this proposal occurs.
- 5.4. Project Contingency: This proposal may include a project contingency of 5% (not to exceed \$25,000) to cover errors, omissions, delays in construction as applicable and any unforeseen events. The project contingency will not be billed unless required to cover any of the above events. This contingency is intended to cover in scope hardware, software and services and is not intended to cover hardware and software additions or out of scope services.

SOW NNC Room by Room Includes Installation

6. SCHEDULE:

6.1. This project will be a _____TBD_____ phase project with a proposed kick-off date of _____TBD_____ and proposed date of complete system functionality of _____TBD_____.

7. INSTALLATION:

7.1. Hill-Rom Certified Installer is required to comply with and meet Hardware installation specifications from the NNC "Hardware Installation" guidelines for the version of NNC to be deployed.

7.2. Emergency circuit electrical power required for Hill-Rom servers, appliances, etc.

7.3. Hill-Rom Certified Installation Contractor will complete the following documents during installation and provide to the Hill-Rom Clinical Workflow Solutions Project Manager

7.3.1. RCB forms (one per Room Control Board)

7.3.2. RLR dipswitch settings form (if standard locating)

7.3.3. Physical Device Location Reference form for RLR's

7.3.4. Red-line drawings in CAD or printed

7.3.5. Customer signed Pick-Slip from associated Hill-Rom equipment shipment

7.3.6. Cabling termination test results

7.4. Customer will provide all site work credentialing requirements to Hill-Rom Clinical Workflow Solutions prior to cutting a PO. Cost for obtaining said credentials will not be included in attached quote until those requirements are provided.

7.5. Hill-Rom Certified Installation Contractor is required to inventory the Hill-Rom equipment shipment associated with this proposal with the customer and obtain signature on pick-slip and return customer signed pick-list to Hill-Rom Project Manager.

7.6. The Hill-Rom Certified Installer will unbox all Hill-Rom nurse call devices to be pre-staged and cable them together with cabling provided by Hill-Rom.

7.7. As Hill-Rom Certified Installer moves devices from the pre-staging area to the patient rooms being installed, it will complete the Room Readiness Acceptance (RRA) Form.

7.7.1. Install devices in room. Verify that device in pre-staged area is being moved to pre-determined correct location.

7.7.2. Test all devices for functionality per RRA

7.7.3. Obtain initials and signatures on RRA by both hospital and its installation contractor who performed testing

7.7.4. Submit completed RRA form to Hill-Rom PM for transition of patient room to Technical Support

7.8. Hill-Rom is not responsible for delays in the project due to inspections, asbestos or labor disputes.

7.9. Installation Contractor presence on site:

7.9.1. Pricing is based on (2) mobilization(s) to complete the installation, project to complete within (90) day(s). Additional trips on-site will be charged at a rate of \$115.00 per hour. Pricing also anticipates Hill-Rom Clinical Workflow Solutions 3rd Party Installer attending (xxxx) Pre-installation coordination meetings. The area designated for equipment installation will be made available to meet to project timeline for completion noted above.

7.10. Hill-Rom Clinical Workflow Solutions proposal EXCLUDES:

7.10.1. Network racks

7.10.2. Conduit, back boxes, cable trays, J-hooks, cable management items, and penetration sleeves

7.10.3. Backbone cabling (defined as cabling between servers and POE switches)

7.10.4. Fiber Core Switch, Fiber Cable, Gigabit Interface Converters (GBIC)

- 7.10.5. Trim plates, wall plates, adaptor plates, blank plates, reducer rings, surface mount boxes, conduit, back boxes, cable trays, core drilling, and fire stop.
- 7.10.6. Smoke alarm interface
- 7.10.7. Any additional hardware or software not included in the attached bill of materials.
- 7.10.8. Television wall plates and coax cable to television.
- 7.10.9. Connection of cable/wire from ASBC/NIU to television wall plate and TV jumpers
- 7.10.10. Connection of cable/wire from ASBC/NIU to lighting controller.
- 7.10.11. Connection of cable/wire from ASBC/NIU to blind controls.
- 7.10.12. Low voltage lighting controllers.
- 7.10.13. Any equipment or service noted as "BY OTHERS" or "BY CUSTOMER"
- 7.10.14. Infection control policies, procedures, equipment, etc.
- 7.10.15. Receiving personnel and bulk storage for equipment.
- 7.10.16. De-commission, demolition, and disposal of existing nurse-call or other systems unless otherwise noted in this proposal.
- 7.10.17. Additional required or requested components, services, training, or integrations not detailed in the attached quote, regardless of reason or request.

Bergelectric Scope of Work:

Inclusions:

- 1. This price includes installation for the above noted nursing unit based on Hill-Rom BOM LRDSQ1388-03 and LRDSQ1535 dated 7/27/2018.
- 2. Pricing is based on (2) mobilization to complete the installation, project to complete within 90 days, any additional trips will be charged at a rate of \$115.00 per hour which is inclusive of travel expenses. Pricing also anticipates attending (2) pre-installation coordination meeting.
- 3. All work to be completed during regular (S/T) working hours.
- 4. All Installation labor on this proposal is based on utilizing standard non-prevailing wage rates and non-union labor.
- 5. This estimate was based on using the existing raceway and pathway in the existing facility and new conduit and boxes provided by others in new construction area.
- 6. New conduit and backboxes for audio stations in Acute Care and LTC are included (Qty. 29)
- 7. All field wiring will conform to National Electrical Code (NEC) and TIA/EIA 569-A Pathways/ Spaces Standards.
- 8. Testing and certification of new cable runs.
- 9. 1-year Installation Warranty.
- 10. OSHPD submittal including electrical engineer stamps. (see breakout)
- 11. OSHPD level drawings provided based on the assumption that once OSHPD approval is granted, Bergelectric will be provided with a PO for the installation portion of the scope.

Exclusions:

- 1. Equipment, Programming, Start-up, Commissioning and Training of Hill-Rom Nurse Call System.
- 2. Payment and performance bonds fees.
- 3. Conduit and box rough in of any new nurse call devices are assumed to be by others in new construction area.
- 4. Load study for electrical calculations. Assumed to be provided by the facility.
- 5. Survey for electrical circuit identification.
- 6. Patching and painting of walls is assumed to be by others.

NaviCare® Nurse Call



Prepared for:

**Mayers Memorial Hospital Dist
43563 Hwy 299 E
Fall River Mills, CA 96028
US**

Hill-Rom provides safe effective products and services of the highest possible quality on a timely basis that meet or exceed the requirements and expectations of its customers and patients, and that are in compliance with applicable international, federal, state, and local regulations. Our unique market position allows for integration of our products, providing enhanced customer value. Since the inception of Hill-Rom, our sole focus has been on the healthcare industry. All of our 6,700+ nationwide Hill-Rom associates make vital contributions to patients and caregivers worldwide by developing and delivering innovative solutions that improve the quality and dignity of patient care through a customized combination of people, products, and services.

Our portfolio includes:

- Clinical Workflow Solutions (nurse call, device connectivity)
- Patient Support Systems (frames, surfaces, stretchers)
- Architectural Products (surgical columns, lighting)
- Healthcare Furniture (recliners, sleepers, seating, cabinets and overbed tables)
- Patient Handling Solutions (lifts, accessories)
- Medical Equipment Rentals
- Clinical Programs and Services

To explore our complete portfolio, please visit our website: www.hill-rom.com

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Jade.Zatkovich1@hill-rom.com

Account Number
Proposal Number
Proposal Date
Proposal Type
Expiration Date

627467
LRDSQ1535
7/26/2018
Firm Proposal
9/24/2018



Project Information - House Wide NNC New and Existing Facility Options

NaviCare Nurse Call

Please see Statement of Work for details of the project scope.



Proposal Summary

Base Proposal	Proposal Number	Price
LTC Graphical Upgrade	LRDSQ1535	\$15,116.40
Acute Care-Care Signs	LRDSQ1535	\$8,811.40
LTC Care Signs	LRDSQ1535	\$21,150.80
Advanced Apps	LRDSQ1535	\$5,729.00
	Proposal Grand Total	\$50,807.60



Enhancing Outcomes for Patients and Their Caregivers.™

Document Number LRDSQ1535
Proposal Date 7/26/2018
JDE Number 627467

Sold To:

Mayers Memorial Hospital Dist
43563 Hwy 299 E
Fall River Mills, CA 96028
US

Ship To:

Mayers Memorial Hospital Dist
43563 Hwy 299 E
Fall River Mills, CA 96028
US

A bill of materials (BOM) has been included in this proposal containing the components that comprise this system. Any requested changes to the BOM by the customer, or any additional required hardware, software, or services identified by Hill-Rom representatives as part of the installation process, will be quoted and will require a change order form to be processed for installation to be completed.

System to be installed based upon a mutually agreed upon schedule.

Customer to provide (on a template provided by Hill-Rom) a list of: nursing unit names with department, floor numbers, and all patient rooms, staff locations, and associated names / descriptions (i.e. room numbers) when applicable for the upgrade / system modification. This information must be provided to Hill-Rom no less than 45 days prior to scheduled installation date.

Hill-Rom's performance under this Proposal is contingent upon our access to all areas within the facility to complete the work, including access to existing Hill-Rom system servers and clients (clinical workstations) for required upgrade installation, testing, and configuration.

Hill-Rom Remote Service Network Connection, or HRRS Connectivity, is required. The customer is responsible to install/provide network connectivity to each Hill-Rom system server and client for remote access. Lack of network connectivity for Hill-Rom's secure remote access may result in higher service and support costs.

Parts removed from their original packaging cannot be returned for credit. Hill-Rom will not be responsible for any stolen, damaged, or lost equipment after delivery. No returns or refunds for 3rd party software including, but not limited to, 3CX and Microsoft licenses, nor custom-made items.

Payment terms are NET 30

Hardware/Software invoiced upon shipment.

Services invoiced upon certification of system.

Software Maintenance is invoiced 30 days after shipment.

Preventative Maintenance is invoiced 30 days after shipment.

Unless noted otherwise, taxes are NOT included in the proposed price. If applicable, sales taxes will need to be added to the proposed price and included on your purchase order. Any applicable taxes will be calculated and billed at time of invoicing.

Acceptance of this Proposal constitutes acceptance of the Project Assumptions attached to this Proposal as well as the Terms and Conditions found at <http://www.hill-rom.com/usa/Products/Category/Workflow-and-Communications/Hill-Rom-IT-Solutions-Terms-and-Conditions/> (password: navicare). The warranties in this Proposal and the Terms and Conditions are the sole and exclusive warranties provided.

IN NO CASE SHALL HILL-ROM BE LIABLE FOR INDIRECT, SPECIAL, CONSEQUENTIAL, PUNITIVE OR INCIDENTAL DAMAGES INCLUDING LOSS OF DATA, COSTS OF RECOVERY, LOST OPPORTUNITY, LOST REVENUES OR LOST PROFITS EVEN IF NOTIFIED IN ADVANCE OF THE POSSIBILITY OF SUCH DAMAGES, WHETHER ARISING FROM CONTRACT, TORT LAW OR OTHERWISE.

Except and solely for any separate master agreement or group purchasing agreement executed by the parties for the purchase and license of the Hill-Rom Products purchased hereunder, the Terms and Conditions supersede any inconsistent provisions and understandings, oral or written, between the parties, including any terms and conditions in any purchase order or other documentation submitted by Customer to Hill-Rom, unless explicitly agreed to in writing by an authorized representative of Hill-Rom holding the title of Vice President or General Manager.

HILL-ROM COMPANY, INC.

CUSTOMER

By: 

By: _____

Printed Name: Diane Burns

Printed Name: _____

Title: Sales Operations Manager

Title: _____

Date: 7/26/2018

Date: _____

Qty	Part Number	Description	Unit	Extended
	Group	LTC Graphical Upgrade		
19	P2594NNC2C11	GRAPHICAL ROOM STATION (GRS) - PATIENT	\$1,025.28	\$19,480.32
-19	P2594NNC1B11	PATIENT STATION - STANDARD ROOM STATION W/CODE	\$229.68	-\$4,363.92
		SubTotal		\$15,116.40
	Group	Acute Care-Care Signs		
		Care Sign, Flush Mount		
1	RPCSFM0001	Care Sign, Flush Mount, HW	\$730.80	\$5,846.40
8	RPCSFMHW01	Care Sign, Flush Mount, SW	\$18.00	\$144.00
8	RPCSFMSW01	Care Sign, Flush Mount, SV	\$250.00	\$2,000.00
8	RPCSFM01	Care Sign, Flush Mount, SM	\$10.00	\$80.00
1	POE-OTHERS	PoE BY OTHERS	\$0.00	\$0.00
1	UPS	UPS BY OTHERS	\$0.00	\$0.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$741.00	\$741.00
		SubTotal		\$8,811.40
	Group	LTC Care Signs		
		Care Sign, Flush Mount		
1	RPCSFM0001	Care Sign, Flush Mount, HW	\$730.80	\$13,885.20
19	RPCSFMHW01	Care Sign, Flush Mount, SW	\$18.00	\$342.00
19	RPCSFMSW01	Care Sign, Flush Mount, SV	\$250.00	\$4,750.00
19	RPCSSM01	Care Sign, Flush Mount, SM	\$10.00	\$190.00
1	POE-OTHERS	PoE BY OTHERS	\$0.00	\$0.00
1	UPS	UPS BY OTHERS	\$0.00	\$0.00
1	P2570A0003	INSTALLATION BY HILL-ROM SUBCONTRACTOR	\$1,983.60	\$1,983.60
		SubTotal		\$21,150.80
	Group	Advanced Apps		
1	P25NNC106-3	CLINICAL CONSULTING ADV APP 3 (Up to 3 Units)	\$5,729.00	\$5,729.00
		SubTotal		\$5,729.00

Hill-Rom NaviCare Nurse Call Statement Of Work (SOW)

Room by Room Construction with Hill-Rom Clinical Workflow Solutions Certified Installer on Hill-Rom Proposal

****By issuing a PO or incorporating into a 1449 against this proposal, assumes acceptance of this Hill-Rom NaviCare Nurse Call Statement of Work by the customer****

1. Stakeholder participation:
 - 1.1. Project team members will participate in the following at a minimum:
 - 1.1.1. Project Kick-off meeting (on-site or conference call)
 - 1.1.2. Weekly project team conference calls to be attended by all stakeholders identified. Calls may be cancelled as needed.
 - 1.1.3. Nurse call system acceptance - Following certification of nurse call system, customer PM will sign work orders provided and return them to the Hill-Rom Clinical Workflow Solutions PM
 - 1.2. Customer will appoint the following key project stakeholders:
 - 1.2.1. Project Manager
 - 1.2.2. IT Lead
 - 1.2.3. Clinical Lead
 - 1.2.4. Contractor leads
2. Equipment Acceptance & Storage & Warranty:
 - 2.1. Inventory of equipment will be completed by Hill-Rom Clinical Workflow Solutions Certified Installation Contractor. Customer shall assign a representative to complete/participate in inventory of equipment. Customer will note any Bill of Materials (BoM) discrepancies on the accompanying pick slip, sign the pick slip, and return to the Hill-Rom Clinical Workflow Solutions Project Manager (PM) within 72 hours of receipt of the equipment, or as pre-arranged with customer and Installation Contractor. Customer will store equipment in a place that is both climate and access controlled.
 - 2.2. The Hill-Rom warranty does not cover devices or components which are not acquired from Hill-Rom Clinical Workflow Solutions, nor any software other than the Licensed Software from Hill-Rom Clinical Workflow Solutions. Similarly, any extended service/software maintenance plan does not apply to devices or components, including software, not acquired from Hill-Rom Clinical Workflow Solutions.
3. Service DELIVERY GUIDELINES (not all services are provided, please refer to proposal bill of material for purchased services):
 - 3.1. Project Management Services:
 - 3.1.1. Project management services are provided remotely, however, project managers may travel to the customer site for pre-designated milestone events.
 - 3.1.2. Project management work hours are generally Monday – Friday, 8:30am to 5:30pm local time.
 - 3.2. Installation Services (cabling, termination, cabling testing, and hardware deicing):
 - 3.2.1. Installers generally work Monday – Friday, 7am to 6pm local time.
 - 3.2.2. Installation services must be completed before Hill-Rom Clinical Workflow Solutions Engineer arrives on site to begin configuration/certification of the system.
 - 3.3. Implementation Services (software configuration, testing, and system certification):
 - 3.3.1. Implementation services are provided on-site and/or remotely as granted by site sponsor.
 - 3.3.2. Implementation Engineers travel Monday mornings and Friday afternoons.
 - 3.3.3. Implementation Engineer work hours are generally (local times): Monday – 1pm to 5:30pm, Tuesday – Thursday – 8:30am – 5:30pm, Friday – 8:30am – 12pm (noon).
 - 3.3.4. Implementation Engineers do not work nights or weekends without prior approval from Hill-Rom Clinical Workflow Solutions. Additional charges may apply.
 - 3.4. Educational Services:
 - 3.4.1. Educational services work hours are generally (local times): Monday – 1pm to 5:30pm, Tuesday – Thursday – 8:30am – 5:30pm, Friday – 8:30am – 12pm (noon)
 - 3.4.2. Clinical service providers do not work nights or weekends without prior approval from Hill-Rom Clinical Workflow Solutions. Additional charges may apply.
 - 3.5. ADT Services:
 - 3.5.1. A Hill-Rom Clinical Workflow Solutions Interface Engineer will work with the designated hospital interface resource.
 - 3.5.2. ADT services are provided remotely.
 - 3.5.3. ADT services work hours are generally Monday – Friday, 8:30am to 5:30pm, Eastern Time.
 - 3.6. Virtualization Services:
 - 3.6.1. A Hill-Rom Clinical Workflow Solutions technical resource will be assigned to work on the virtualization with the hospital.
 - 3.6.2. Virtualization services are provided on-site and/or remotely as granted by site sponsor.
 - 3.6.3. Virtualization work hours are generally Monday – Friday, 8:30am to 5:30pm Eastern Time.
 - 3.7. Hill-Rom Clinical Workflow Solutions systems comply with UL 1069 standard. Hill-Rom Certified Installation Contractor is responsible for all necessary permits required by federal, state or local codes. Customer is responsible for any state-mandated regulatory requirements such as AHCA and OSHPD. In cases where additional requirements are provided after the PO is cut, a change order will be required.
 - 3.8. Customer is responsible for entering all staff information, including assignments and locator badge IDs, into Smart Client.

3.9. Go-live support, both clinical and technical, will be completed in one trip on site. Additional trips on site for phased or staged go-live events will require a change order.

4. Networking & Infrastructure Requirements:

4.1. The Hill-Rom Clinical Workflow Solutions proposal should be accompanied by a network topology. This topology diagram will describe the physical and logical components and connectivity of the proposed solution.

4.2. Servers (if provided by customer):

4.2.1. Customer will provide servers, virtual or physical, that meet the minimum specs provided by Hill-Rom Clinical Workflow Solutions

4.2.2. Hill-Rom Clinical Workflow Solutions requires an Administrator account & 3CX Administrator account on the Hill-Rom Clinical Workflow Solutions enterprise server

4.3. DHCP (Dynamic Host Code Protocol):

4.3.1. DHCP is required for NaviCare Nurse Call and prefers to run DHCP, however, it can be run by the hospital.

4.3.2. If Hospital DHCP Scope used these Scope Options are needed:

4.3.2.1. IP Address — the IP address to be assigned to the nurse call device

4.3.2.2. Subnet Mask — the subnet that the IP address belongs to

4.3.2.3. DNS Server(s) (DHCP Option 006) — the DNS server(s) configured to contain entries for the Enterprise and Logging servers

4.3.2.4. NTP Server(s) (DHCP Option 042) — the IP address of the Enterprise Server, unless another NTP server is desired

4.3.2.5. Domain Name (DHCP Option 015) — the domain that the DNS server is on

4.3.2.6. Router (DHCP Option 003)-- give it the IP address of the default gateway for the NNC devices

4.3.2.7. If Hill-Rom is providing DHCP service Customer IT will need to determine whether access needs to be granted or authorize to run DHCP services on the server.

4.3.3. DNS (Domain Name Server):

4.3.3.1. Hill-Rom Clinical Workflow Solutions prefers to run DNS; however, it can be run by the customer if preferable.

4.3.3.2. Customer will provide two (2) host A records that nurse call devices can access and host A records for Enterprise, SQL & Report servers that customer machines can access.

4.3.3.3. hr-nnc-networkcfg-3 (Pointed at Hillrom Enterprise Server IP)

4.3.3.4. hr-nnc-networklog (Pointed at Hillrom Enterprise Server IP)

4.3.4. IP Schema: NaviCare Nurse Call does not require any particular IP address schema. The hospital should choose a block of unused IP addresses which will be large enough to cover an IP address for each of the network devices, as well as anticipating any future growth that the nurse call network may undergo. Network devices include Room Control Boards (RCBs), Staff Consoles, locating stars (if enhanced locating is implemented), as well as all servers and switches.

4.3.5. **Hill-Rom does not support the use of Network Address Translation (NAT) between the Hill-Rom servers and the nurse call devices. Hill-Rom servers must either have a layer 2 interface on the subnet with the embedded devices, or have full bi-directional routing between the subnets.**

4.3.6. Customer will open firewall ports for NNC application per list provided by Hill-Rom Clinical Workflow Solutions.

4.3.7. Customer to provide direction to Hill-Rom Clinical Workflow Solutions regarding whether any nurse call devices will be added to the hospital domain for Active Directory (AD) This will be used for the Smart Client application and reporting application access.

4.3.8. Regarding anti-virus, customer will exclude the following Navicare folders from on access scanning:

4.3.8.1. SQL folder that has the SQL instance the hospital is running

4.3.8.2. c:\basesystemsettings" folder

4.3.8.3. [root] programfiles\Hill-Rom\navicare\web_samm\upgradedevicesoftware

4.3.8.4. [root] basesystemssetting

4.3.8.5. [root] programfiles\Hill-Rom\navicare\smartclient

4.3.8.6. [root] temp\baselogs

4.3.9. FTP:

4.3.9.1. FTP server must be run on a server in the Hill Rom network. Hill-Rom Clinical Workflow Solutions prefers the Enterprise server.

4.3.9.2. Hill-Rom Clinical Workflow Solutions will use the FTP client to download the installation software to the server

4.3.10. Customer will grant Hill-Rom Clinical Workflow Solutions remote access through Hill-Rom Clinical Workflow Solutions Remote Services (HRRS)

4.3.11. Hill-Rom Clinical Workflow Solutions schedules nightly local DB backups. Customer is responsible for implementing any further backup/disaster recovery

4.3.12. Customer is responsible for scheduling OS or other server patching as appropriate or necessary.

4.3.13. IT Racks:

4.3.13.1. Customer to provide IT racks or rack space for Hill-Rom Clinical Workflow Solutions equipment

4.3.13.2. Patch Panels: See Installation Contractor section

4.3.13.3. Patch Panel Terminations: See Installation Contractor section

4.3.14. Centralized Code Blue: Addition of a Centralized Code Blue Device (CCD) will require either a new back box and wall space or new Hill-Rom Clinical Workflow Solutions faceplate/Ethernet jack and desk space. The old CCD will run concurrent with new CCD during room by room transition.

5. Miscellaneous:

5.1. Pillow Speakers:

- 5.1.1. This Hill-Rom proposal includes "Standard" pillow speakers or a place-holder part number (P2510) for a "standard" pillow speaker until the customer confirms the model it needs.
- 5.1.2. "Standard" functionality (part number P2510) includes: TV control, lighting control, nurse call control, and audio communication
- 5.1.3. "Custom" functionality - Any other functionality is considered a "custom" pillow speaker and may require a change order. Examples of custom functionality are: entertainment/education system integration, cable box integration, HVAC integration, and window blind control.
- 5.1.4. Functionality -any functionality desired by the customer is dependent on the manufacturer and style purchased. Not all functionality available by all pillow speakers is compatible with NaviCare Nurse Call nor will Hill-Rom accept any responsibility for installation, wiring, or troubleshooting.
- 5.1.5. Lead time – ordering lead times for Pillow Speakers are between two (2) and sixteen (16) weeks depending on the model the customer chooses. Any delays by the customer in choosing (or changing) the manufacturer or style of pillow speaker will impact Hill-Rom nurse call implementation and are the responsibility of the customer.
- 5.2. Bed Data Integrations: Customer responsible for working with their Hill-Rom Account Executive to verify beds on site that can integrate with NaviCare Nurse Call.
- 5.3. Hill-Rom excludes any and all permits, licenses, taxes, or fees required by the city and / or state where the physical implementation of this proposal occurs.
- 5.4. Project Contingency: This proposal may include a project contingency of 5% (not to exceed \$25,000) to cover errors, omissions, delays in construction as applicable and any unforeseen events. The project contingency will not be billed unless required to cover any of the above events. This contingency is intended to cover in scope hardware, software and services and is not intended to cover hardware and software additions or out of scope services.

SOW NNC Room by Room Includes Installation

6. SCHEDULE:

6.1. This project will be a _____TBD_____ phase project with a proposed kick-off date of _____TBD_____ and proposed date of complete system functionality of _____TBD_____.

7. INSTALLATION:

- 7.1. Hill-Rom Certified Installer is required to comply with and meet Hardware installation specifications from the NNC "Hardware Installation" guidelines for the version of NNC to be deployed.
- 7.2. Emergency circuit electrical power required for Hill-Rom servers, appliances, etc.
- 7.3. Hill-Rom Certified Installation Contractor will complete the following documents during installation and provide to the Hill-Rom Clinical Workflow Solutions Project Manager
 - 7.3.1. RCB forms (one per Room Control Board)
 - 7.3.2. RLR dipswitch settings form (if standard locating)
 - 7.3.3. Physical Device Location Reference form for RLR's
 - 7.3.4. Red-line drawings in CAD or printed
 - 7.3.5. Customer signed Pick-Slip from associated Hill-Rom equipment shipment
 - 7.3.6. Cabling termination test results
- 7.4. Customer will provide all site work credentialing requirements to Hill-Rom Clinical Workflow Solutions prior to cutting a PO. Cost for obtaining said credentials will not be included in attached quote until those requirements are provided.
- 7.5. Hill-Rom Certified Installation Contractor is required to inventory the Hill-Rom equipment shipment associated with this proposal with the customer and obtain signature on pick-slip and return customer signed pick-list to Hill-Rom Project Manager.
- 7.6. The Hill-Rom Certified Installer will unbox all Hill-Rom nurse call devices to be pre-staged and cable them together with cabling provided by Hill-Rom.
- 7.7. As Hill-Rom Certified Installer moves devices from the pre-staging area to the patient rooms being installed, it will complete the Room Readiness Acceptance (RRA) Form.
 - 7.7.1. Install devices in room. Verify that device in pre-staged area is being moved to pre-determined correct location.
 - 7.7.2. Test all devices for functionality per RRA
 - 7.7.3. Obtain initials and signatures on RRA by both hospital and its installation contractor who performed testing
 - 7.7.4. Submit completed RRA form to Hill-Rom PM for transition of patient room to Technical Support
- 7.8. Hill-Rom is not responsible for delays in the project due to inspections, asbestos or labor disputes.
- 7.9. Installation Contractor presence on site:
 - 7.9.1. Pricing is based on (2) mobilization(s) to complete the installation, project to complete within (90) day(s). Additional trips on-site will be charged at a rate of \$115.00 per hour. Pricing also anticipates Hill-Rom Clinical Workflow Solutions 3rd Party Installer attending (xxxx) Pre-installation coordination meetings. The area designated for equipment installation will be made available to meet to project timeline for completion noted above.
- 7.10. Hill-Rom Clinical Workflow Solutions proposal EXCLUDES:
 - 7.10.1. Network racks
 - 7.10.2. Conduit, back boxes, cable trays, J-hooks, cable management items, and penetration sleeves
 - 7.10.3. Backbone cabling (defined as cabling between servers and POE switches)
 - 7.10.4. Fiber Core Switch, Fiber Cable, Gigabit Interface Converters (GBIC)

- 7.10.5. Trim plates, wall plates, adaptor plates, blank plates, reducer rings, surface mount boxes, conduit, back boxes, cable trays, core drilling, and fire stop.
- 7.10.6. Smoke alarm interface
- 7.10.7. Any additional hardware or software not included in the attached bill of materials.
- 7.10.8. Television wall plates and coax cable to television.
- 7.10.9. Connection of cable/wire from ASBC/NIU to television wall plate and TV jumpers
- 7.10.10. Connection of cable/wire from ASBC/NIU to lighting controller.
- 7.10.11. Connection of cable/wire from ASBC/NIU to blind controls.
- 7.10.12. Low voltage lighting controllers.
- 7.10.13. Any equipment or service noted as "BY OTHERS" or "BY CUSTOMER"
- 7.10.14. Infection control policies, procedures, equipment, etc.
- 7.10.15. Receiving personnel and bulk storage for equipment.
- 7.10.16. De-commission, demolition, and disposal of existing nurse-call or other systems unless otherwise noted in this proposal.
- 7.10.17. Additional required or requested components, services, training, or integrations not detailed in the attached quote, regardless of reason or request.

Bergelectric Scope of Work:

Inclusions:

- 1. This price includes installation for the above noted nursing unit based on Hill-Rom BOM LRDSQ1388-03 and LRDSQ1535 dated 7/27/2018.
- 2. Pricing is based on (2) mobilization to complete the installation, project to complete within 90 days, any additional trips will be charged at a rate of \$115.00 per hour which is inclusive of travel expenses. Pricing also anticipates attending (2) pre-installation coordination meeting.
- 3. All work to be completed during regular (S/T) working hours.
- 4. All Installation labor on this proposal is based on utilizing standard non-prevailing wage rates and non-union labor.
- 5. This estimate was based on using the existing raceway and pathway in the existing facility and new conduit and boxes provided by others in new construction area.
- 6. New conduit and backboxes for audio stations in Acute Care and LTC are included (Qty. 29)
- 7. All field wiring will conform to National Electrical Code (NEC) and TIA/EIA 569-A Pathways/ Spaces Standards.
- 8. Testing and certification of new cable runs.
- 9. 1-year Installation Warranty.
- 10. OSHPD submittal including electrical engineer stamps. (see breakout)
- 11. OSHPD level drawings provided based on the assumption that once OSHPD approval is granted, Bergelectric will be provided with a PO for the installation portion of the scope.

Exclusions:

- 1. Equipment, Programming, Start-up, Commissioning and Training of Hill-Rom Nurse Call System.
- 2. Payment and performance bonds fees.
- 3. Conduit and box rough in of any new nurse call devices are assumed to be by others in new construction area.
- 4. Load study for electrical calculations. Assumed to be provided by the facility.
- 5. Survey for electrical circuit identification.
- 6. Patching and painting of walls is assumed to be by others.

Mayers Memorial Hospital District Financial Report FY 2018

Matthews Imaging Department

Conclusion

Over the past year, expenses have been in line with the exception of a few equipment repairs and staffing, which was much higher due to the use of Travelers. Procedural volumes demonstrate a slight decrease in monthly averages compared to last year by one to four procedures per month with the exception of ultrasound, which had an average increase of six studies per month, and total revenue for all exams at approximately 3.26 million. It is clear; conservatively, approximately eighty (80) CT exams per month are going elsewhere, which constitutes more than 1.4 million dollars in lost revenue, annually. The opportunity for incremental revenue gain is huge compared to the diminutive marginal cost.

Staffing

Staffing will prove to be the biggest challenge this year in controlling cost. The use of Travelers will increase staffing costs considerably adding an additional upward cost of \$190 to \$300 thousand dollars to the budget.

Over the past two years we've interviewed six qualified candidates for the Technologist position and six offers were made and declined by the candidates. The reasons given for declining were rate of pay, equipment, location, and timing.

Computed Tomography CT

CT volumes averaged 62 exams per month over the past year, which is a decrease of one (1) exam per month. Demographically, CT exams should be increasing as our populous ages. There is only one conclusion, these exams are going elsewhere. Research indicates approximately 80 CT exams per month or more are leaving our service area.

There are a few reasons that suggest this behavior. First is perception. If customers or patients perceive equipment and the experience to be better at another facility, they will travel hours to that facility. Secondly, referral patterns and suggestions by referring physicians have a large impact on patient flow. Referring physicians tell patients, it's easier to have a CT in Redding and particularly at MD Imaging. Third, the out of pocket cost to the patient is much less at MD Imaging, which constitutes the largest constraint and market threat.

Also, marketing plays a very large role in modalities such as CT and MRI. Our largest competitor, MD Imaging has a marketing department and assigned marketers that visit referring providers once a month, minimum. When this occurs, the expert for the given modality is always the last person that spoke to the provider.

Out of pocket cost can be and is typically the largest contributor to potential CT exams traveling outside an area. If our average insurance reimbursement “Cash in Hand” is \$1,000.00 for a CT exam, our potential revenue on 80 exams would be an additional \$80,000.00 per month or \$960,000.00 per year before we even examine the patients “Out of Pocket” cost. I’ve heard the statement, we cannot compete with Redding however, if we expect to capture these exams and the lost revenue, we must compete. Our competitors use “Out of Pocket Cost” as a marketing ploy so we must do the same, or they will continue to travel to Redding. The incremental revenue opportunity is tremendous compared to the, comparatively, minute marginal cost to acquire that revenue.

Ultrasound

Ultrasound exam numbers had an average monthly increase of six (6) exams or an average of 54 exams per month. The average would have been higher but Ultrasound was without a Sonographer for two months during the year.

Respectfully Submitted By: Alan Northington, MHA/MBA, R.T., Imaging Manager