Application for Certificate of Need

Barnes-Jewish Hospital
Replace Interventional Lab

Project #6115 HT

Submitted to
Missouri Health Facilities Review Committee

June 2024

Certificate of Need Program

EQUIPMENT REPLACEMENT APPLICATION

Applicant's Completeness Checklist and Table of Contents

Project Name: Barnes-Jewish Hospital--replace interventional lab Project No: 6115HT

Project Description: replace Stereotaxis and C-arm

Done	Page	N/A	Description
			Divider I. Application Summary:
__	4	__	1. Applicant Identification and Certification (Form MO 580-1861)
__	5	__	2. Representative Registration (From MO 580-1869)
__	6	__	3. Proposed Project Budget (Form MO 580-1863) and detail sheet with documentation of costs.
			Divider II. Proposal Description:
__	7	__	1. Provide a complete detailed project description, CON project number of the existing equipment (if prev. CON approved), and include the type/brand of both the existing equipment and the replacement equipment.
__	11	__	2. Provide a listing with itemized costs of the medical equipment to be acquired and bid quotes.
__	11	__	3. Provide a timeline of events for the project, from CON issuance through project completion.
			Divider III. Service Specific Criteria and Standards:
__	12	__	1. Describe the financial rationale for the proposed replacement equipment.
__	12	__	2. Document if the existing equipment has exceeded its useful life.
__	12	__	3. Describe the effect the replacement unit would have on quality of care.
__	12	__	4. Document if the existing equipment is in constant need of repair.
__	12	__	5. Document if the lease on the current unit has expired.
__	13	__	6. Describe the technological advances provided by the new unit.
__	13	__	7. Describe how patient satisfaction would be improved.
__	13	__	8. Describe how patient outcomes would be improved.
__	13	__	9. Describe what impact the new unit would have on utilization.
__	13	__	10. Describe any new capabilities that the new unit would provide.
__	13	__	11. By what percent will this replacement increase patient charges.

(If replacement equipment was not previously approved, also complete Divider IV below.)

			Divider IV. Financial Feasibility Review Criteria and Standards:
__		✔	1. Document that sufficient financing is available by providing a letter from a financial institution or an auditor's statement indicating that sufficient funds are available.
__		✔	2. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) projected through three (3) **FULL** years beyond project completion.
__		✔	3. Document how patient charges are derived.
__		✔	4. Document responsiveness to the needs of the medically indigent.

DIVIDER I. APPLICATION SUMMARY:

1. APPLICATION IDENTIFICATION AND CERTIFICATION FORM (FORM MO 580-1861)

   See Attached Form.

2. REPRESENTATIVE REGISTRATION (FORM MO 580-1869)

   See Attached Form.

3. PROPOSED PROJECT BUDGET (FORM MO 580-1863) AND DETAIL SHEET

   See Attached Form.

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APPLICANT IDENTIFICATION AND CERTIFICATION

*The information provided must match the **Letter of Intent** for this project, without exception.*

1. Project Location *(Attach additional pages as necessary to identify multiple project sites.)*

Title of Proposed Project	Project Number
Barnes-Jewish Hospital--replace EP lab	6115HT
Project Address *(Street/City/State/Zip Code)*	**County**
1 Barnes-Jewish Hospital Plaza, St. Louis, MO 63110	St. Louis City

2. Applicant Identification *(Information must agree with previously submitted Letter of Intent.)*

List All Owner(s): *(List corporate entity.)*	Address (Street/City/State/Zip Code)	Telephone Number
Barnes-Jewish Hospital	1 Barnes-Jewish Hospital Plaza, St. Louis, MO 63110	314-323-1231

List All Operator(s): *(List entity to be licensed or certified.)*	Address (Street/City/State/Zip Code)	Telephone Number
Barnes-Jewish Hospital	1 Barnes-Jewish Hospital Plaza, St. Louis, MO 63110	314-323-1231

3. Ownership *(Check applicable category.)*

- ☑ Nonprofit Corporation
- ☐ Individual
- ☐ City
- ☐ District
- ☐ Partnership
- ☐ Corporation
- ☐ County
- ☐ Other_____

4. Certification

In submitting this project application, the applicant understands that:

(A) The review will be made as to the community need for the proposed beds or equipment in this application;
(B) In determining community need, the Missouri Health Facilities Review Committee (Committee) will consider all similar beds or equipment within the service area;
(C) The issuance of a Certificate of Need (CON) by the Committee depends on conformance with its Rules and CON statute;
(D) A CON shall be subject to forfeiture for failure to incur an expenditure on any approved project six (6) months after the date of issuance, unless obligated or extended by the Committee for an additional six (6) months:
(E) Notification will be provided to the CON Program staff if and when the project is abandoned; and
(F) A CON, if issued, may not be transferred, relocated, or modified except with the consent of the Committee.

We certify the information and date in this application as accurate to the best of our knowledge and belief by our representative's signature below:

5. Authorized Contact Person *(Attach a Contact Person Correction Form if different from the Letter of Intent.)*

Name of Contact Person		Title
Greg Bratcher		Dir., Government Relations
Telephone Number	**Fax Number**	**E-mail Address**
314-323-1231		gbratcher@bjc.org
Signature of Contact Person		**Date of Signature**
		6/10/2024

MO 580-1861 (03/13)

Certificate of Need Program

REPRESENTATIVE REGISTRATION

*(A registration form must be completed for **each** project presented.)*

Project Name	Number
Barnes-Jewish Hospital--replace EP lab	6115HT

(Please type or print legibly.)

Name of Representative	Title
Greg Bratcher	Dir., Gov. Relations

Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other)	Telephone Number
BJC HealthCare	314-323-1231

Address (Street/City/State/Zip Code)

4901 Forest Park Ave, Suite 1220, MS 90-75-574, St. Louis, MO 63108

Who's interests are being represented?
(If more than one, submit a separate Representative Registration Form for each.)

Name of Individual/Agency/Corporation/Organization being Represented	Telephone Number
BJC HealthCare	314-323-1231

Address (Street/City/State/Zip Code)

4901 Forest Park Ave, Suite 1220, MS 90-75-574, St. Louis, MO 63108

Check one. Do you:

- ☑ Support
- ☐ Oppose
- ☐ Neutral

Relationship to Project:

- ☐ None
- ☑ Employee
- ☐ Legal Counsel
- ☐ Consultant
- ☐ Lobbyist
- ☐ Other (explain):

Other Information:

I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: *Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in §105.478, RSMo.*

Original Signature	Date
	6/10/2024

MO 580-1869 (11/01)

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PROPOSED PROJECT BUDGET

Description	**Dollars**
COSTS:*	*(Fill in every line, even if the amount is "$0".)*
1. New Construction Costs ***	
2. Renovation Costs ***	
3. Subtotal Construction Costs (#1 plus #2)	0
4. Architectural/Engineering Fees	
5. Other Equipment (not in construction contract)	
6. Major Medical Equipment	2131288
7. Land Acquisition Costs ***	
8. Consultants' Fees/Legal Fees ***	
9. Interest During Construction (net of interest earned) ***	
10. Other Costs ***	
11. Subtotal Non-Construction Costs (sum of #4 through #10	2131288
12. Total Project Development Costs (#3 plus #11)	2131288 **
FINANCING:	
13. Unrestricted Funds	2131288
14. Bonds	
15. Loans	
16. Other Methods (specify)	
17. Total Project Financing (sum of #13 through #16)	2131288 **
18. New Construction Total Square Footage	
19. New Construction Costs Per Square Foot *****	
20. Renovated Space Total Square Footage	
21. Renovated Space Costs Per Square Foot ******	

* *Attach additional page(s) detailing how each line item was determined, including all methods and assumptions used. Provide documentation of all major costs.*

** *These amounts should be the same.*

*** *Capitalizable items to be recognized as capital expenditures after project completion.*

**** *Include as Other Costs the following: other costs of financing; the value of existing lands, buildings and equipment not previously used for health care services, such as a renovated house converted to residential care, determined by original cost, fair market value, or appraised value; or the fair market value of any leased equipment or building, or the cost of beds to be purchased.*

***** *Divide new construction costs by total new construction square footage.*

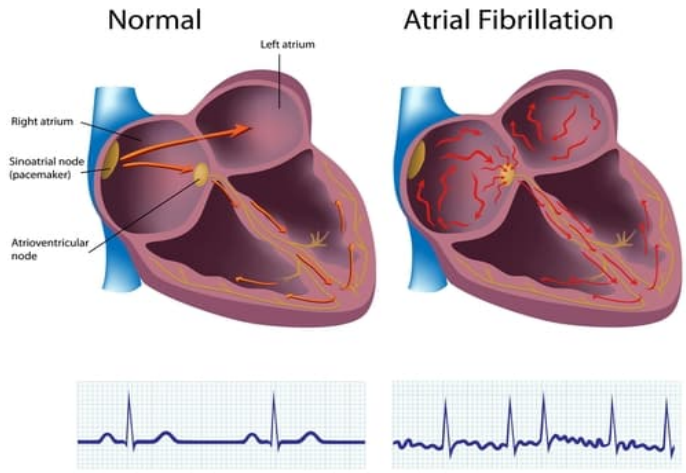
****** *Divide renovation costs by total renovation square footage.*

DIVIDER II. PROPOSAL DESCRIPTION

1. PROVIDE A COMPLETE DETAILED PROJECT DESCRIPTION

Barnes-Jewish Hospital proposes to replace an interventional lab previously approved as project number 4662HS. The main component of the current system, a first-generation Stereotaxis machine, is eighteen years old and has reached the end of its useful life. The associated Alura C-arm is ten years old and is also past its useful life, plus it would be incompatible with the new Stereotaxis system. The proposed replacement is the Stereotaxis Genesis system for electrophysiology that incorporates its own C-arm imaging, the Stereotaxis Model S imaging.

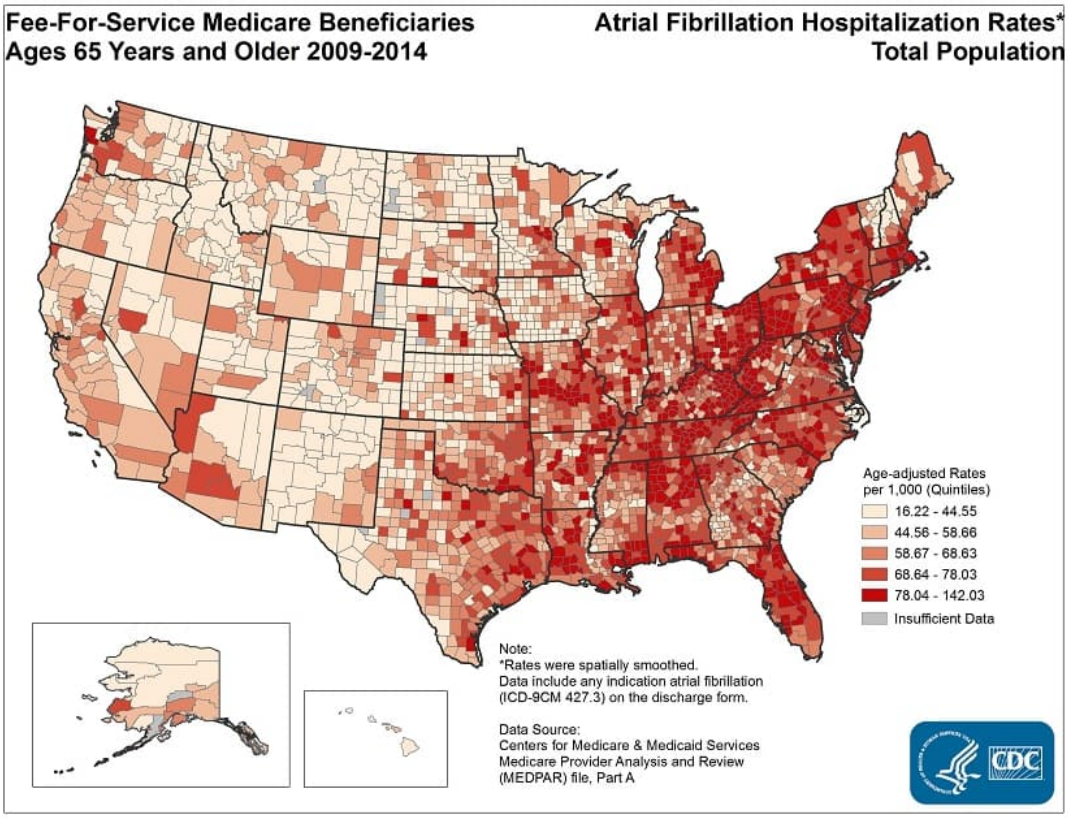
The primary use of this particular room is to diagnose and treat electrical disorders of the heart. Each heartbeat is a rolling, orchestrated series of muscle movements directed by electricity. An electrical signal from near the top of the heart sets a heartbeat in motion. The heart's upper right chamber begins the cycle in a relaxed state, allowing it to fill with blood returning from the body. The electrical signal travels across the top chamber, causing it to contract, forcing blood into the right lower chamber. The signal pauses, allowing the upper chamber to empty, before the signal continues down the lower chamber, forcing the chamber to contract. This pushes blood on to the lungs to be oxygenated. Simultaneously, this series is replicated on the left side of the heart, returning oxygenated blood from the lungs before sending it on to the body.



The timing of that electrical signal is crucial. Any abnormality, known generally as an arrhythmia, creates problems.

Heart disease continues to be the leading cause of death in the United States, and while most arrhythmia conditions do not lead to immediate death, they are contributing mortality factors. Many arrythmias contribute to a higher risk of stroke.

For example, atrial fibrillation is associated with a four- to five-fold increased risk of stroke and is also shown to be a factor affecting the severity, recurrence, and mortality associated with stroke. Atrial fibrillation is the most common arrhythmia condition, and in a study of Medicare data from 2004 to 2008, it is responsible for a nearly 75% increase in annual medical costs when compared to a control group of Medicare participants. As shown in the following map from the Centers for Disease Control and Prevention, Missouri has exceptionally high rates of hospitalization resulting from atrial fibrillation:



An electrophysiology study helps physicians determine more precisely the origin and nature of a patient's arrhythmia. The procedure is similar to that involved with balloon angioplasty: narrow tubes (the catheters) are guided toward the heart from an access point in the patient's veins, usually a point near the groin. Instead of a balloon at the tip of the catheter, there are electrodes that are used to measure the heart's electrical activity on a point-by-point basis. This allows physicians to map the electrical paths of each individual's heart.

For many patients, the first line of treatment is drug-based, with new medicines that help regulate the heart's pace and rhythm. However,

many of these drugs have serious side effects and can sometimes cause rhythm problems themselves. Furthermore, recent studies indicate that after two years, “a substantial minority of patients (treated with drug therapy) may eventually require ablation for adequate rhythm control.”

Based on the idea that atrial fibrillation is caused by a normal electrical signal that cycles back on itself, a Washington University doctor developed a surgery that strategically cut lesions in the heart, finding that the scar tissue that formed afterward would block the recycling signal and stop the fibrillation. The surgery, known as cardiac ablation, is 90% effective; however, as first developed it was an invasive surgery that involves opening the chest and stopping the heart, putting the patient on a heart-lung machine during the surgery.

Other doctors took the idea of purposely scarring the heart and paired it to the growing field of catheter-based procedures. Instead of cutting the heart from the surface, a catheter tipped with an energy source is maneuvered from inside the heart to areas responsible for an arrhythmia. The catheter tip cuts (ablates) the required incisions with radio energy or cold.

An electroanatomic map is created in the EP lab using a technology similar to that used with global position satellites (GPS) to determine the location of an object on earth. Like GPS, electroanatomic mapping generates a real-time location of the tip of the ablation catheter within the context of a map of the heart, which is viewed on a three-dimensional display. For many complex arrhythmias, such as atrial fibrillation, the electroanatomic mapping technique has increased the success of catheter ablation.

Stereotaxis Magnetic-guided System

The current unit was one of the first machines developed by St. Louis-based Stereotaxis. In traditional cardiac ablation procedures, a physician manually guides a catheter by hand. Stereotaxis launched Robotic Magnetic Navigation as a refinement to the standard electrophysiology procedure.

RMN improves catheter navigation by using magnetic fields to steer a catheter directly from the tip. A physician uses a computer interface to adjust the magnetic field around the patient, allowing the physician to precisely direct a cardiac ablation catheter that has a magnet embedded in its tip.

The proposed machine improves on the original unit in three ways:

First, the proposed machine offers better imaging—both faster acquisition and more detailed resolution. The proposed unit uses software algorithms to reduce image "noise."

Second, the machine can provide better imaging with lower doses of radiation. Clinicians and public health experts are increasingly aware of the need to reduce everyone's lifetime exposure to ionizing radiation. Ionizing radiation is a natural occurrence and is around us every day, sourced from the decay of minerals in the Earth's crust, from cosmic rays, and from natural isotopes of common minerals we digest. Nonetheless, medical imaging is the most significant source of radiation exposure for many Americans.

The national Council on Radiation Protection and Measurement issued an extensive study in 2009 that compared the average levels of radiation exposure for Americans in 2006 to levels reported in their earlier study from the 1980s. The main finding was that the average exposure of Americans has nearly doubled since the 1980s, and much of that escalation is due to increased medical imaging. As a result, the FDA launched a collaborative effort with device manufacturers known as the "Initiative to Reduce Unnecessary Radiation Exposure from Medical Imaging." The proposed Icono unit reduces radiation through a variety of methods that delivers higher quality imaging while reducing the overall radiation exposure by significant amounts.

Finally, the proposed unit provides greater precision in positioning the patient and mapping the progress of the catheter. For a subset of

patients, the increased precision of the Stereotaxis unit provides the ablation pattern they need for better outcomes.

The estimated total cost of the replacement project is $2,131,288. It is expected to be operational by the end of the year, perhaps around Thanksgiving.

2. PROVIDE A LISTING WITH ITEMIZED COSTS OF THE MEDICAL EQUIPMENT TO BE ACQUIRED AND BID QUOTES.

The equipment to be acquired is:

Stereotaxis unit	$1,900,000
Lights and boom	$231,288

See attached equipment bid quotes.

3. PROVIDE A TIMELINE OF EVENTS FOR THE PROJECT, FROM CON ISSUANCE THROUGH PROJECT COMPLETION.

- Finalize order upon CON approval
- Prep and configure room early fall of 2024 to early spring 2025
- First patient spring of 2025

DIVIDER III. COMMUNITY NEED CRITERIA AND STANDARDS

1. DESCRIBE THE FINANCIAL RATIONAL FOR THE PROPOSED PRICE OF THE EQUIPMENT.

   BJC HealthCare has negotiated aggressive pricing with most healthcare equipment vendors. The system purchases major medical equipment using a multi-year, multi-hospital bidding system. The entire health system estimates its equipment needs in two-year cycles and asks vendors to provide their best deal based on a winner-take-all agreement. This has resulted in significant reductions in pricing.

2. DOCUMENT THAT THE EXISTING EQUIPMENT HAS EXCEEDED ITS USEFUL LIFE.

   According to the standard for healthcare accounting, *Estimated Useful Lives of Depreciable Hospital Assets,* the useful life of the main component of a cath lab is eight years. The equipment proposed for replacement is fourteen years old.

3. DESCRIBE THE EFFECT REPLACEMENT WILL HAVE ON QUALITY OF CARE.

   The proposed machine has several software features that provide for hallmarks of quality:
   - New technology offers better imaging at lower radiation doses for patients.
   - Faster responsiveness of the robotic arms allows for enhanced micro-movements in navigating the catheter.
   - The compact refinement of the robotic arms allows for more patient-specific positioning of the magnets, which in turn provides us the ability to better accommodate a wide variety of patient body types.

4. DOCUMENT THAT THE EXISTING EQUIPMENT IS IN CONSTANT NEED OF REPAIR.

   Replacement parts for the imaging system are available only on the secondary market. It is the judgement of our clinical staff that replacement of this machine now, before a catastrophic failure, is the prudent choice, both financially and clinically.

5. DOCUMENT THAT THE LEASE ON THE CURRENT EQUIPMENT HAS EXPIRED.

   NA

6. DESCRIBE THE TECHNICAL ADVANCES PROVIDED BY THE NEW UNIT.

- Increased responsiveness to physician control for more refined ablation.
- A more compact footprint allows for greater access to the patient for physicians and staff.
- Tighter integration between the imaging system and the magnetic guidance system allows for improved image quality and a reduction in radiation dosage.

7. DESCRIBE HOW PATIENT SATISFACTION WOULD BE IMPROVED.

- Improved magnet positioning gives patients of all sizes access to the benefits of robotic navigation.
- During more complex procedures, faster magnets would further shorten procedure times.

8. DESCRIBE HOW PATIENT OUTCOMES WOULD BE IMPROVED.

- Robotic navigation improves the precision of certain complex cardiac ablation procedures. It allows for refined treatment of patients with complicated arrhythmias.
- When compared to manual approach, studies indicate that robotic navigation results in a 36% reduction in radiation exposure. This reduces a patient's long-term risk of cancer.

9. DESCRIBE THE EFFECT IT WOULD HAVE ON UTILIZATION.

There is no expected direct impact on overall utilization since the improved technology allows for better planning and treatment for an existing population of patients. The additional ability to provide stroke care will only marginally increase the use of the machine.

10. DESCRIBE ANY NEW CAPABILITIES THE NEW UNIT WOULD PROVIDE.

- Improved connectivity for telecollaboration. These features allow for remote diagnosis and collaboration with other physicians.

11. BY WHAT PERCENT WILL THIS INCREASE PATIENT CHARGES?

Patient charges will not be impacted by this project.

SCHEDULE

This Schedule ("Schedule") is entered into as of the 11th day of November 2021 (the Schedule "Effective Date") by and between **Barnes-Jewish Hospital** ("HSO") and **Stereotaxis, Inc**. ("Seller") in connection with the Product Equipment and Services Master Agreement (the "Agreement") executed between **BJC HealthCare** and **Seller**. In the event of a conflict between the provisions set forth in the Agreement and those contained below including any exhibit, website, invoice, quotation, P.O. or other media, the provisions set forth in the Agreement shall govern unless agreed by both parties. Where an exception to the Master Agreement is noted below (see Attachments A, B, & C attached hereto and incorporated herein, it is understood that said any exception is applicable to this one-time purchase and is shall not amend the Master Agreement for future purchases.

RECITALS

I. BJC and Seller are parties to the Agreement effective 03 December 2012, under which Seller will provide Products, Equipment and/or Services to a BJC HSO subject to the execution of a Schedule and issuance of a P.O.

II. HSO desires Seller to provide certain Equipment and/or Services and Seller desires to provide such Equipment and/or Services pursuant to this Schedule.

TERMS AND CONDITIONS

NOW THEREFORE, in consideration of the mutual promises and covenants hereinafter contained and of good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. **Scope**. This Schedule supplements and amends the Agreement with respect to the sale of Products, Equipment and/or Services, described below, by Seller to HSO and is expressly incorporated into and made a part of the Agreement. Capitalized terms used in this Schedule shall have the meanings ascribed to them in the Agreement, unless defined herein.

2. **Description of Products or Equipment**. Seller agrees to provide the Products or Equipment outlined in Attachment A to this Schedule. This Schedule will be supported by the issuance of HSOs Purchase Order.

3. **Description of Services and Fees** (if applicable). Seller agrees to provide the Services outlined in Attachment A to this Schedule.

4. **Additional Terms and Conditions unique to this Schedule.** N/A

IN WITNESS WHEREOF, the parties have duly executed this Agreement as of the date first stated above.

Seller		**HSO**	
Stereotaxis, Inc.		**Barnes-Jewish Hospital**	
By:	DocuSigned by: Keith Galloway 35FBFA90C17D470...	By:	DocuSigned by: Larry McWhirter 81F08FC15EDB4CF...
Name:	Keith Galloway	Name:	Larry McWhirter
Title:	VP Operations	Title:	VP CLINICAL Assets
Date:	11/11/2021 | 09:51:01 EST	Date:	11/11/2021 | 08:47:37 CST

Stereotaxis, Inc.

4320 Forest Park Avenue

Quote Reference
Number: 100000E Date: November 4, 2021

Stereotaxis, Inc.
4320 Forest Park Avenue
St. Louis, MO 63108

Barnes-Jewish Hospital

One Barnes-Jewish Hospital Plaza
Saint Louis, MO 63110

INQUIRIES REGARDING THIS QUOTATION SHOULD REFER TO QUOTE NUMBER AND BE DIRECTED TO YOUR REPRESENTATIVE

Please find the attached quote for Barnes-Jewish Hospital ("Customer"). Please review and sign. If you have any questions please feel free to contact me.

Regards,

Bryan Vincent
Stereotaxis Representative
(Phone: 404-632-7286)

Sales Operations Contact Information:

Phone: (314) 678-6161 Fax: (314) 678-6159 DELIVERY SUBJECT TO AVAILABILITY

BILLING / PAYMENT TERMS:
20% Down, Payable Net 60 Days from Invoice Date
60% Delivery, Payable Net 30 days from invoice date
20% Installation, Payable Net 30 days from invoice date

THIS QUOTE IS IN US DOLLARS, IS VALID UNTIL NOVEMBER 10, 2021, AND IS CONTINGENT ON A SATISFACTORY CREDIT EVALUATION AND EXECUTION OF THE APPLICABLE STEREOTAXIS TERMS AND CONDITIONS IN SUBSTANTIALLY THE SAME FORM AS ATTACHED HERETO.

CUSTOMER'S ACCEPTANCE

STEREOTAXIS, INC.

SUBMITTED BY: _____
(signature)

NAME: _____

TITLE: _____

DATE: _____

BY: _____
(signature)

NAME: _____

TITLE: _____

DATE: _____

Customer is responsible for providing information on all discounts and rebates to Medicare, Medicaid, and other government health care programs in accordance with all applicable laws, including without limitation 42 USC 1320a-7(b)(3)(A).

The terms of this quote incorporate by reference the requirements of 41 C.F.R. Section 60-1.4(a)(7), 60-250.5, 60-300.5 and 60-741.5, if applicable.

CAUTION: Federal (USA) law restricts devices associated with this system to sale, distribution, and use by or on the order of a physician.

	Qty	Price	
GENESIS™ ROBOTIC NAVIGATION SYSTEM The GENESIS System is designed to magnetically control, directly at the working tip, percutaneous medical devices for use in robotic assisted EP procedures. The magnetic pods retract to a stowed position for maximum patient access and pressure sensors exist in the nose-cone of each pod to ensure patient safety. The GENESIS System is designed for integration with an approved digital fluoroscopy system. **CARDIODRIVE®** The GENESIS System includes the Cardiodrive Automated Catheter Advancer System. **ADVANCED USER INTERFACE** The Advanced User Interface provides advanced tools for anatomic visualizations, navigation control and an intuitive physician user interface. Fully integrated with advanced mapping systems and QuikCAS™ Cardiodrive Catheter Advancement System, GENESIS provides a streamlined interface. Graphical displays are situated in both the procedure room and the control room. **With an advanced mapping system:** • All catheters are displayed • Ability to save all catheter positions • Fully integrated maps • Ablation History therapy delivery tracking • Electrode targeting capability **3D PREOPERATIVE NAVIGATION** Preop images may be loaded into the Advanced User Interface by loading a set of DICOM images that were acquired prior to the current procedure using a 3D medical scanning device (CT or MRI) from a list of compatible medical scanners. This view allows the user to navigate directly on the imported image. **INSTALLATION** Stereotaxis, through its authorized representatives, will install the GENESIS System after room construction is completed by Customer. Installation includes interconnection, calibration and testing to ensure that the GENESIS System conforms to relevant specifications. Additional charges for use of required contractors other than for authorized Stereotaxis' representatives due to customer contractual, union or legal requirements will be borne by the customer.	**1**	**Included** **Included**	

ODYSSEY® VISION QHDx2 – QHD58 / QHD58 P/N: 001-007010 ODYSSEY® VISION QHD with equipment and software including: • **ODYSSEY®** QuadHD Backbone • 58″ QuadHD Display – Control Room • 58″ QuadHD Display – Procedure Room • Control Room Keyboard and Mouse • Control Room and Procedure Room Hub **ODYSSEY® VISION EQUIPMENT INSTALLATION** *Note:* Customer is responsible for lab preparation costs according to standard Stereotaxis specifications completed in advance of the installation. Standard Stereotaxis installation excludes any non-standard customer installation requests, site-specific customizations (e.g. customized furniture) and equipment relocation, etc., not specifically described herein. Customer is also responsible for any boom configurations required to meet Odyssey® monitor requirements.	**1**	**Included** **Included**	

STEREOTAXIS IMAGING MODEL S POWERED BY OMEGA STEREOTAXIS IMAGING MODEL S is an advanced fluoroscopic imaging system designed for robotic electrophysiology. It is designed to provide high image quality, radiation reduction, ease of operation and installation and impressive reliability. Generally, the system consists of a CMOS flat panel detector, high speed dual focus x-ray tube, fully motorized movements, high resolution image processor and a powered table. Specifically, the system contains: • 100kw High Frequency Cardiovascular X-ray Generator w/ cable discharge • B-100FPMP ISOCENTRIC Floor Mounted I/C positioner • CMOS Flat Panel Detector (31 CM X 31 CM) • Image Processor (MX Imaging) • 2 ea. System Control – Single Planes • 2 ea. Four (4) Function Foot Switches • C-300 Cardiovascular Elevating Non-tilting & Non-rotating Table • 264cm Carbon Fiber Four-way Float Tabletop • 259cm Table Pad (5cm thick) • 2 ea. 48cm Flat Panel Displays – (2) Procedure Room • Square Field Collimator • MGT High Speed Dual Focus X-Ray Tube with Fast Cooling Anode • Quiet Style Heat Exchanger • System interconnecting cables • Pair of low noise high voltage cables (19.8m) • I-100FP Electronic Rack Cabinet • CPU Electronics Enclosure • Integrated Fluoroscopic Dose Readout System • Teal Power Conditioner (PCDU-ORF) Options available at an additional charge include: • Table rail extension • Removable tabletop extension • Motorized Boom ○ Ceiling Mounted Flat Panel Elevating Suspension (3 over 3 for large display) ○ 2 ea. Articulating Arms for any suspension **INSTALLATION** Stereotaxis, through its authorized representatives, will install the IMAGING MODEL S after room construction is completed by Customer. Additional charges for use of required contractors other than for authorized Stereotaxis' representatives due to customer contractual, union or legal requirements will be borne by the customer.	**1**	**Included** **Included**

ROBOTIC NAVIGATION SYSTEM PLATFORM, LIST PRICE: **DISCOUNT, PER AGREEMENT:** **ROBOTIC NAVIGATION SYSTEM PLATFORM, NET PRICE:**		**$ 3,810,000** **($1,510,000)** **$ 2,300,000**
***Additional Discount with Purchase Order by November 10, 2021:** *Please note: Additional Discount, described above, become null and void after the specific date noted.*		***($400,000)***

STEREOTAXIS SYSTEMS DEINSTALLATION NIOBE® ES System s/n 0126 Deinstall and scrap the System named above. Stereotaxis personnel will: • Remove the NIOBE® magnets • Remove both NIOBE® magnetic positioners • Remove all Stereotaxis Equipment on the PR table and PR boom • Remove all Stereotaxis Equipment in the Control Room • Remove the Stereotaxis Control Cabinet • Attempt to remove Stereotaxis cables. ○ If this is not possible, Stereotaxis may cut cables on the outlets of floor and ceiling but will not remove cables in floor and ceiling. • Supply all special tools, shipping fixtures, crates and packing materials. **NOTE:** Stereotaxis is not responsible for any costs related to the removal of the imaging and other 3rd party equipment. Stereotaxis is not responsible for damages due to the removal of the equipment named above. An Electrician from the Hospital is required to disconnect our systems from the Hospital electric network. Stereotaxis will require a 30-day notice to schedule shipment of the shielded containers and non-ferrous gantry and tools for magnet removal. All special tools and crates will be supplied by Stereotaxis. **DEINSTALLATION AND CRATING FEE:** *In consideration for services to perform the de-installation of the Stereotaxis equipment, ownership of all de-installed Stereotaxis equipment and magnets will transfer to Stereotaxis upon removal from the Hospital facility. For the purposes of this Agreement, a $0 value has been assigned to the used equipment named above and, in the event customer chooses to perform de-installation and removal themselves, or through a third party, there will be no change to the overall Agreement pricing.		**Included***

Except as stated, below and in the attached exhibits, the products and services quoted, herein, are subject to the standard Terms and Conditions contained in the ***"PRODUCT, EQUIPMENT AND***

SERVICES MASTER AGREEMENT" (or "Master Agreement") dated as of the 3rd day of December, 2012 (the Agreement "Effective Date"), as amended, by and between STEREOTAXIS, INC ("Seller"), a corporation and BJC Health System, d/b/a BJC HealthCare ("BJC"), a Missouri nonprofit public benefit corporation, the parent corporation of and acting on behalf of specified BJC Health System member corporations and, if so indicated, other entities. The Agreement consists of the provisions set forth, including the provisions of all Exhibits referenced therein. Where an exception to the Master Agreement is noted below, it is understood that said exception is applicable to this one-time purchase and is not intended to amend the Master Agreement.

Reference copies are available for review.

Section (4) PURCHASE PRICE AND SERVICE/SERVICE FEES is deleted in its entirety and replaced with the following:

(4) PURCHASE PRICE

A. Contingent Order, Purchase Order. Seller agrees to the acceptance of a CONTINGENT PURCHASE ORDER and, as such, no shipments will be made until the contingency is satisfied and Seller receives a CHANGE ORDER PURCHASE ORDER that removes the contingency. For this Agreement, the contingency will be satisfied upon BJC'S receipt of a Certificate of Need (CON) or an Exemption Letter for this Agreement from Missouri's Department of Health and Senior Services (DHSS). Once accepted, the PURCHASE ORDER or the CHANGE ORDER PURCHASE ORDER is non-cancelable and are not subject to change except upon written agreement.

B. Due Date. Unless otherwise set forth in this Exhibit, Seller's payment terms are as follows: an initial, nonrefundable, deposit of 20% of the Purchase Price for each Product is due net sixty (60) days from the submission of the PURCHASE ORDER or a CONTINGENT PURCHASE ORDER (whichever is executed first), 60% of the Purchase Price for each Product is due net thirty (30) days from kits delivery and the final 20% is due net thirty (30) days from the installation of the Products. Partial shipments will be billed as made, and payments for such shipments will be made in accordance with the foregoing payment terms. If BJC is unable to remove the contingencies relative to a CONTINGENT PURCHASE ORDER, shipment of the Products will not occur and the aforementioned, non-refundable deposit will be retained by Seller. BJC may use this deposit as payment to purchase other products and services from Seller providing those purchases occur within three (3) years of this Agreement Effective Date. All payments are due net thirty (30) days from the date of invoice.

C. Security Interest and Filing. Seller will have a purchase money security interest in the Products and all Software, accessories and replacements thereto and all proceeds thereof until payment in full by BJC and BJC will promptly execute, if requested by Seller and irrevocably appoints Seller its agent and attorney-in-fact to execute in the name of BJC and file, with such authorities and at such locations as Seller may deem appropriate, any financing statements required by applicable regulation with respect to the Products and/or this Agreement. BJC also agrees that an original or a photocopy of this Agreement (including any addenda, attachments and amendments hereto) may be filed by Seller as a Uniform Commercial Code financing statement in the U.S. BJC further represents and covenants that (a) it will keep the Products in good order and repair until the purchase price has been paid in full, (b) it will promptly pay all taxes and assessments upon the Products or the use thereof, (c) it will not attempt to transfer any interest in the Products until the purchase price has been paid in full, and (d) it is solvent and financially capable of paying the full purchase price for the Products.

Section (5) EQUIPMENT PURCHASE, RENT, LEASE AND/OR LOANED is deleted in its entirety and replaced with the following:

(5) THIS SECTION INTENTIONALLY LEFT BLANK

Section (6) DELIVERY AND PAYMENT TERMS. is deleted in its entirety and replaced with the following:

(6) DELIVERY AND INSTALLATION OBLIGATIONS.

A. Delivery, Title, Risk of Loss. Delivery will be complete upon transfer of possession to BJC, F.O.B. Destination, whereupon title to and all risk of loss, damage to or destruction of the Product will pass to BJC. Lead time for Products is one-hundred twenty (120) days. Once delivery and installation dates are set, any attempted changes to these dates by BJC must be agreed to in writing by Seller and may result in additional charges, fees, loss of discount, restocking fees and or price escalation. Local license fees and other similar charges will be the sole responsibility of BJC.

B. Installation and Connection. Prices include installation as specified in this agreement, all according to Stereotaxis specifications as set out in this Agreement, provided such installation and connection are performed by Seller or its designees, and can be performed during normal business hours. Any overtime charges or other special expenses will be additional charges to the prices shown. Installation does not include additions, upgrades or customizations of any furnishings, including control room cabinetry or third party equipment, or modifications and upgrades to the Customer's monitor suspensions, unless approved in writing by Stereotaxis.

C. Seller's Delivery and Installation Obligations. Subject to fulfillment of BJC's obligations under this Agreement, Seller or its designees shall deliver to and install in the Lab or associated sites the Products as described in Seller's documentation, and Exhibits, except as otherwise specified in this Agreement. Seller is not an architect and all drawings furnished by Seller are not construction drawings. Seller shall have no obligation to commence installation until BJC has, at its cost, met all Seller requirements to prepare the site for installation of the Products according to the standard specifications and based on an agreed upon written site-preparation plan. Any BJC customizations or deviations from the standard specifications require Seller's written approval in advance of the installation with the relevant Products. Delivery and installation schedules are approximate only and are based on conditions at the time of acceptance of BJC's order by Seller. Seller will make reasonable and diligent effort to meet quoted delivery or installation dates, but will not be liable for any failure to meet such dates. Partial shipments may be made. If BJC postpones the agreed date of delivery or installation of Products, Seller will have the right to deliver the Products to storage, at BJC's risk and expense. Installation will be complete upon the conclusion of final checkout under Seller standard procedures to verify that the Products meet applicable written performance specifications. Notwithstanding the foregoing, first use of the Products by BJC, its agents, or employees for any purpose after delivery will constitute completion of installation and acceptance ("Acceptance").

D. Training. BJC and/or Buyer(s) will maintain training processes regarding the operation of the Equipment and only allow individuals with appropriate skills and training to operate the Equipment. Operators will be trained by Seller on Equipment as outlined in the applicable Purchase Order. All Seller conducted training shall be provided by Seller certified trainers.

E. BJC's Obligations. BJC will, at its expense, provide all proper and necessary labor and materials for plumbing service, carpentry work, conduit wiring, and other preparation required for Product installation and connection. All requirements will be completed and available at the time of delivery of the Products by Seller. Additionally, BJC will provide free access to the premises of installation and if necessary, safe and secure space thereon for storage of Products and installation equipment prior to installation by Seller. If any special work of any type must be performed in order to

comply with requirements of any governmental authority, including procurement of special certificates, permits and approvals, the same will be performed or procured by BJC at BJC's expense. BJC will provide a suitable environment for the Products and will ensure, at its sole cost and expense, that its premises are free of asbestos, hazardous conditions and any concealed dangerous conditions and that all site requirements are met. BJC is responsible for ensuring compliance with local regulations relating to installation.

Section (8) INSTALLATION AND ACCEPTANCE is deleted in its entirety and replaced with the following:

(8) THIS SECTION INTENTIONALLY LEFT BLANK.

Section (10) WARRANTY AND SERVICE is deleted in its entirety and replaced with the following:

(10) WARRANTY.

A. Seller warrants that the Products manufactured by Seller and sold hereunder will be free from defects in material or workmanship under normal use and service for the shorter period of fifteen (15) months from delivery or one year following completion of installation in accordance with Section (6) hereof, which date will be confirmed in writing by Seller ("Warranty Period"). Seller makes no warranty for any Product made by persons other than

Seller or its affiliates, and BJC's sole warranty therefore, if any, is the original manufacturer's warranty, which Seller agrees to pass on it BJC, as applicable. Seller makes no warranty for third party equipment and accessories connected to Products Seller makes no representation that engineering changes that may be announced in the future will be suitable for use on, or in connection with, the Products. Updates of the Product that provide new features or capabilities or that require hardware changes are not covered unless purchased by BJC. Seller's obligation under this warranty is limited to the repair or replacement, at Seller's option, of defective parts and two (2) regular inspections and calibrations of the Stereotaxis Imaging Model S system. Seller may undertake such repair at BJC's facility, and BJC will furnish Seller safe and sufficient access therefore. Repair or replacement may be with parts or Product that are new, used or refurbished, and will not interrupt, extend or prolong the term of the warranty. BJC will pay Seller its normal charges for service and parts for any inspection, repair or replacement that is not, in Seller's sole judgment, covered by the warranty set forth in this Section V. Seller's warranty does not apply to consumable materials, except as specifically stated in writing, nor to Product or parts thereof supplied by BJC. Seller may utilize sub-contractors for purposes of carrying out warranty. It shall be the responsibility of BJC, at its own expense, to operate and keep the Products in good condition, and operate them with due care and in accordance with Stereotaxis instructions, to prevent injury to the Products or any person or property. This warranty is made on condition that immediate written notice of any noncompliance is given to Seller and Seller's inspection reveals that BJC's claim is valid under the terms of the warranty in that the noncompliance is due to traceable defects in original materials and/or workmanship. Nothing in this Agreement shall in any way grant, to BJC, any right to or license in any diagnostic service software that may be utilized by Stereotaxis in servicing the Products.

B. Hours. Warranty service will be provided without charge during Seller's regular working hours (8:30 – 5:00), Monday through Friday, except Seller's recognized holidays. If BJC requires that service be performed other than during these times, such service may be made available at an additional charge, at Seller's then current rates.

C. LIMITATIONS. THE FOREGOING ARE THE SOLE AND EXCLUSIVE WARRANTIES GIVEN BY SELLER

WITH RESPECT TO THE PRODUCTS, AND ARE IN LIEU OF AND EXCLUDE ALL OTHER WARRANTIES,
EXPRESS OR IMPLIED, ARISING BY OPERATION OF LAW OR OTHERWISE, INCLUDING WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND NONINFRINGEMENT.

Section (23) ORDER OF PRECEDENCE is deleted in its entirety and replaced with the following:

Section (23) ORDER OF PRECEDENCE

In the event of any inconsistency between the sections, articles, attachments, exhibits, Schedule/Exhibits or provisions that constitute this Agreement, the following order of precedence shall apply: (a) the terms and conditions set forth in this Agreement and any Exhibits to this Agreement, and (b) terms and conditions set forth in the Master Agreement, as amended.

SCHEDULE _____

SOFTWARE END USER LICENSE AGREEMENT

The systems manufactured by Stereotaxis, Inc. ("Seller" or "Stereotaxis") come with certain Stereotaxis Software, defined below, pre-installed. By using the Stereotaxis systems and/or the Software, Customer is bound by the following terms and conditions of this SOFTWARE END USER LICENSE AGREEMENT. If any of these terms and conditions is not acceptable, the Customer of the Stereotaxis system should immediately stop using, and stop permitting others to use the Stereotaxis system and the Software, and contact Stereotaxis. To the extent any terms herein are in conflict with the terms of a Stereotaxis Terms and Conditions of Sale of Capital Products or a Stereotaxis Maintenance and Support Agreement by and between Customer and Stereotaxis the "Purchase Agreement"), this SOFTWARE END USER LICENSE AGREEMENT shall control.

(7) **LICENSE GRANT**

For purposes of this Agreement, "Software" shall mean the computer programs that come pre-installed on any systems manufactured by Stereotaxis and purchased by Customer and any subsequent patches, error corrections and upgrades supplied by Stereotaxis to Customer. Stereotaxis grants, and by using or permitting others to use the Stereotaxis system and/or the Software the Customer accepts, a non-exclusive right and license to use the Software on the particular Stereotaxis system on which the Software was preinstalled. Stereotaxis grants no other right or license with respect the Software, and expressly reserves all other rights with respect to the Software, including but not limited to those rights described in Section 6 hereof. There are no licenses or rights with respect to software upgrades or future software products implied or provided for by this SOFTWARE END USER LICENSE AGREEMENT.

The Customer agrees that it will not, nor will it permit other to: (i) use the Software (or any modified version thereof) except on the Stereotaxis system on which it was pre-installed; (ii) reproduce (in whole or in part) the Software; (iii) edit or otherwise modify the Software or remove or modify any proprietary markings or notices; (iv) transmit the Software in whole or in part; or (v) download, decompile, disassemble, or reverse engineer the Software; except and only to the extent that such activity is expressly permitted by applicable law notwithstanding this limitation.

(8) **TERMINATION**

Without prejudice to any other rights, Stereotaxis may terminate this SOFTWARE END USER LICENSE AGREEMENT and the licenses granted herein, for material breach by Customer of any of the terms and conditions of this SOFTWARE END USER LICENSE AGREEMENT or the Purchase Agreement.

(9) **LIMITED WARRANTY**

Customer acknowledges that the Software is of such complexity that it may have inherent or latent defect and agrees that its sole remedy for any defects in the Software is that during the Term as defined in the Purchase Agreement) Stereotaxis will correct documented software errors. The Term shall begin on the date provided in the Purchase Agreement and shall not be extended by any patch or other upgrade made to the Software after such date except as may be provided in a separate written agreement. Customer acknowledges that the Software is not bug-free, and its operation may not be free from interruption or data loss.

THE FOREGOING ARE THE SOLE AND EXCLUSIVE WARRANTIES GIVEN BY STEREOTAXIS WITH RESPECT TO THE SOFTWARE, AND ARE IN LIEU OF AND EXCLUDE ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARISING BY OPERATION OF LAW OR OTHERWISE, INCLUDING WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE.

Customer acknowledges that future maintenance of the Software (other than correction of documented software errors during the Term), and any upgrades and replacement Software relating to new features are not included and must be separately purchased as part of a separately sold written agreement.

(10)**INTELLECTUAL PROPERTY**

The Software and other technical or confidential information supplied by Stereotaxis to Customer in connection with the Software, and all intellectual property rights associated therewith are not included in the sale of the Stereotaxis system to Customer, will remain Stereotaxis' property, and will at all times be held in confidence by Customer and used solely for purposes and in the manner authorized by this SOFTWARE END USER LICENSE AGREEMENT, and Customer shall take due care to ensure it is not reproduced or disclosed to others or used for any unauthorized purpose without Stereotaxis' prior written consent.

Customer acknowledges and agrees that the Software remains the property of Stereotaxis or where applicable, its licensor(s) and is licensed to Customer on a non-exclusive, non-transferable basis, and not sold. Stereotaxis warrants that the Software licensed hereunder does not infringe any patent or copyright in the country of the installation. If Customer receives a claim that the Software infringes upon the rights of others under any U.S. patent or copyright, Customer will notify the Stereotaxis in writing. As to all infringement claims relating to the Software: Customer will give Stereotaxis information, assistance and exclusive authority to evaluate, defend and settle such claims, and Stereotaxis will then, at its own expense, defend or settle such claims, procure for the Customer the right to use the Software, or remove or modify them to avoid infringement. If none of these alternatives is available on terms reasonable to Stereotaxis, then Customer will return the Software to Stereotaxis and Stereotaxis will refund to Customer the purchase price paid by the Customer less reasonable depreciation for Customer's use of the Products.

If the Customer modifies or combines, operates or uses the Software other than as specified by Stereotaxis or with any product, data, software, apparatus or program not provided or approved by Stereotaxis, then the indemnity obligation of Stereotaxis under the preceding paragraph will be null and void and should a claim be made that the Software infringes the rights of any third party under patent, trademark or otherwise, then Customer will indemnify and hold Stereotaxis harmless against any liability or expense, including reasonable attorneys' fees, incurred by Stereotaxis in connection therewith. Notwithstanding anything else contained in this SOFTWARE END USER LICENSE AGREEMENT there is no warranty or condition of quiet enjoyment or possession or title regarding the Software.

Proposal

BJH EP Lab 8 - Stryker quote includes all booms and surgical lights. Installation will be completed by Stryker. 10% deposit is due at PO issuance. Please see project payment terms at the bottom of the quote.

Justin Kays
justin.kays@stryker.com
November 21, 2023

Stryker Communications
571 Silveron Blvd.
Flower Mound, TX 75028
Tel: 1 877 789 8106 Fax: 1 408 754 2969

Submitted To: BARNES JEWISH HOSP NORTH

Room: EP Lab 8

SLX Surgical Light

The Stryker Surgical Light combines innovative features, inspired by the best technology, to provide superior light quality for your surgical team. And with so many options to customize, configure, and control your light, you can now enhance the OR experience like never before.

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
FD 2004	LEAD SHIELD / LIGHT1	1	$42,956.31	$42,956.31

Mounting Details
Mounting Plate: Single Common Plate
Multiple Suspension Mounting: None
Ceiling Cover: CB 5423004 590x197 TD 125mm
Drop Tube Length: 230

Controls
Wall Control: Wall mounted (recessed)
Cardanic Control: No
Control Unit Type: Touch
Light Handle Type: Sterile Control+ (Devon slip on)

Power Supply
SK Box: Above Ceiling or Surface Mount

Configuration Details
Arm 1: Third Party Object
Arm Length: 1400

Arm 2: Lighthead
Arm Length: 1200
Cardanic Style: NFC
Camera Prep: No

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
CY 3000500	LEAD SHIELD	1	$18,623.54	$18,623.54
CY 2000300	ENDOLITE CENTRAL MOUNTED AT CEILING SUSPENSION FOR E-SERIES, F-GENERATION	1	$1,341.10	$1,341.10
CY 1008104	MULTI COLOR TOUCH WALL CONTROL DISPLAY FOR SINGLE, DUAL OR TRIPLE F-GENERATION LIGHT CONFIGURATION	1	$5,426.18	$5,426.18
CY 9000122	STERILE CONTROL PREP	1	$1,292.87	$1,292.87
CY 9000123	STERILE CONTROL+ LIGHT HANDLE	1	$3,604.64	$3,604.64
Configuration Total:				$73,244.64

Room: EP Lab 8

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
FD 2004	LEAD SHIELD / LIGHT1	1	$42,956.31	$42,956.31

Mounting Details
Mounting Plate: Single Common Plate
Multiple Suspension Mounting: None
Ceiling Cover: CB 5423004 590x197 TD 125mm
Drop Tube Length: 230

Controls
Cardanic Control: No
Control Unit Type: Touch
Light Handle Type: Sterile Control+ (Devon slip on)

Power Supply
SK Box: Above Ceiling or Surface Mount

Configuration Details

Arm 1: Third Party Object
Arm Length: 1400

Arm 2: Lighthead
Arm Length: 1200
Cardanic Style: NFC
Camera Prep: No

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
CY 2000300	ENDOLITE CENTRAL MOUNTED AT CEILING SUSPENSION FOR E-SERIES, F-GENERATION	1	$1,341.10	$1,341.10
CY 9000122	STERILE CONTROL PREP	1	$1,292.87	$1,292.87
CY 9000123	STERILE CONTROL+ LIGHT HANDLE	1	$3,604.64	$3,604.64
CY 3000500	LEAD SHIELD	1	$18,623.54	$18,623.54
Configuration Total:				$67,818.46

Room: EP Lab 8

S-Series Standard Equipment Management System

Introducing a new standard in equipment management. With a completely redesigned user interface and a compact, fully customizable system, it has never been easier to manage your services and maneuver your equipment.

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
SPS-3	S-SERIES, STANDARD POWERED, 3 ROW, 2 A	1	$42,242.57	$42,242.57

Mounting Details
Mounting Plate: Single Common Plate
Ceiling Cover: Standalone
Brake System: Electric

MFR Configuration
Front MFR Length: 531mm
Rear MFR Length: 531mm
MFR Controls: Rear Only

Shelves
Shelves: 0

High Voltage Services
20A/125V Duplex (8 Outlets): 1
20A/125V Duplex (4 Outlets): 2

Low Voltage Services
Blank Plate: 6
3rd Party Data Plate 1G Plate: 1
Distribution Bd Plate: 1

Additional Cables

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Ohmeda
Air Gas: 1
Vac Gas: 2
N20 Gas: 1
O2 Gas: 2
WAGD Gas: 1

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
P34204	SUCTION CANISTER MOUNTING KIT, ATLAS	1	$1,175.26	$1,175.26
500011429	SLIDE, VACUUM BOTTLE,W/ SNAP ACTION ADPT	2	$154.00	$308.00
Configuration Total:				$43,725.83

Room: EP Lab 8

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
SPS-3-C	S-SERIES, STANDARD POWERED, 3 ROW, 2 A	1	$47,936.52	$47,936.52

Mounting Details
Mounting Plate: Single Common Plate
Multiple Suspension Mounting: Combination Ready
Ceiling Cover: Standalone
Brake System: Electric

MFR Configuration
Front MFR Length: 676mm
Rear MFR Length: 531mm
MFR Controls: Rear Only

Shelves
Shelves: 2
Shelf Rail Type: Fairfield
Shelf 1: 515mm w/Controls
Shelf 2: 515mm

High Voltage Services
20A/125V Duplex (8 Outlets): 1
20A/125V Duplex (4 Outlets): 2

Low Voltage Services
Blank Plate: 7
Distribution Bd Plate: 1

Additional Cables

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Ohmeda
Air Gas: 1
N2 Gas: 1
Vac Gas: 2
O2 Gas: 2

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
P34204	SUCTION CANISTER MOUNTING KIT, ATLAS	1	$1,175.26	$1,175.26
500011429	SLIDE, VACUUM BOTTLE,W/ SNAP ACTION ADPT	2	$154.00	$308.00
P40074	ASM, HANDLE AND SHELF WITH FAIRFIELD R	1	$2,811.46	$2,811.46

P36143	ASM, SHELF MOUNT HDW	2	$773.83	$1,547.66
P40237	ASM, SHELF WITH FAIRFIELD RAILS, 515,	1	$2,811.46	$2,811.46
Configuration Total:				$56,590.36

Room: EP Lab 8

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
SPS-3-C	S-SERIES, STANDARD POWERED, 3 ROW, 2 A	1	$46,955.31	$46,955.31

Mounting Details
Mounting Plate: Single Common Plate
Multiple Suspension Mounting: Combination Ready
Ceiling Cover: Standalone
Brake System: Electric

Shelves
Shelves: 3
Shelf Rail Type: Fairfield
Shelf 1: 750mm
Shelf 2: 750mm w/Controls
Shelf 3: 750mm

High Voltage Services
20A/125V Duplex (8 Outlets): 1
20A/125V Duplex (4 Outlets): 2

Low Voltage Services
Blank Plate: 9
Distribution Bd Plate: 1

Additional Cables

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Ohmeda
Air Gas: 1
Vac Gas: 2
O2 Gas: 2

MFR Configuration
Front MFR Length: 781mm
Rear MFR Length: 531mm
MFR Controls: Rear Only

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
P34204	SUCTION CANISTER MOUNTING KIT, ATLAS	1	$1,175.26	$1,175.26
500011429	SLIDE, VACUUM BOTTLE,W/ SNAP ACTION ADPT	2	$154.00	$308.00
P36143	ASM, SHELF MOUNT HDW	3	$773.83	$2,321.49
P40075	ASM, HANDLE AND SHELF WITH FAIRFIELD R	1	$2,811.46	$2,811.46
P40238	ASM, SHELF WITH FAIRFIELD RAILS, 750,	2	$2,811.46	$5,622.92
P36882	KIT, 9IN DRAWER ASSEMBLY, SHELF, S-SERIES	1	$2,695.37	$2,695.37
Configuration Total:				$61,889.81

Room: EP Lab 8

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
SPS-2-LSM3	S-SERIES, STANDARD POWERED, 2 ROW, LSM3	1	$73,773.06	$73,773.06

Mounting Details
Mounting Plate: Single Common Plate
Multiple Suspension Mounting: Combination Ready
Ceiling Cover: Standalone
Brake System: Electric

Shelves
Shelves: 0
LSM3 Monitor Bracket: 1 X 1

High Voltage Services
20A/125V-5-20R Duplex: 1
20A/125V Duplex (6 Outlets): 2

Low Voltage Services
Blank Plate: 8
3rd Party Data Plate 1G Plate: 2
Distribution Bd Plate: 1

Additional Cables

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Ohmeda

MFR Configuration
Front MFR Length: 676mm
Rear MFR Length: 406mm
MFR Controls: Rear Only

Configuration Total:	$73,773.06

stryker

iSuite Installation

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
RS 0006008	CHROMOPHARE INSTALLATION	1	$3,658.00	$3,658.00
RS 0006010	TELETOM INSTALLATION	1	$3,488.86	$3,488.86
RS 0006139	TELETOM INSTALLATION, TC	1	$4,833.07	$4,833.07
RS 0006139	TELETOM INSTALLATION, TC	1	$4,833.07	$4,833.07
RS 0006008	CHROMOPHARE INSTALLATION	1	$3,658.00	$3,658.00
RS 0006139	TELETOM INSTALLATION, TC	1	$4,833.07	$4,833.07

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE
8888888401	INSTALLATION-IMPLEMENTATION STAGING CHARGE	1	$2,710.65	$2,710.65
8888888900	PROJECT SERVICES	1	$17,561.10	$17,561.10
	PRE-INSTALL HARDWARE		$14,119.86	$14,119.86
Installation Total:				$59,695.68

Project Payment Terms

Deposit - Required Immediately (10%):	$23,128.80
16 Wks Prior to Shipment (20%):	$46,257.60
Upon Delivery (50%):	$115,644.00
Upon Completion (20%):	$46,257.60

Communications List Price:	$436,737.84
Stryker Loyalty Discount:	($40,819.89)
Communications Discount Amount:	($205,449.84)
Discounted Communications Total:	$231,288.00

Price does not include applicable taxes and shipping

Communications Estimated Shipping:	$10,248.44
Freight Terms:	Prepay & Add

This quote proposal is in accordance with Vizient Contracts CE7202 (Booms, Lights) and/or CE7213 (OR Tables). Referencing the GPO contract number on your Purchase Order is required for contracted Terms and Conditions to apply.