Certificate of Need Application

FOR

ST. LUKE'S HOSPITAL – ADDITIONAL ELECTROPHYSIOLOGY LABORATORY

On Behalf Of

St. Luke's Episcopal Presbyterian Hospitals

Project No. 6248 HS

Additional Electrophysiology Laboratory

Submitted to:

Missouri Health Facilities Review Committee

October 24, 2025

Submitted by:

Richard Hill
Breanna Booker
Attorney At Law
Lashly & Baer, P.C.
714 Locust Street
St. Louis, MO 63101

Certificate of Need Program

NEW OR ADDITIONAL EQUIPMENT APPLICATION

Applicant's Completeness Checklist and Table of Contents

Project Name: St. Luke's Hospital - Additional EP Lab Project No: 6248 HS

Project Description: Additional EP Lab

Done	Page	N/A	Description
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✔	6-10		3. Proposed Project Budget (Form MO 580-1863) and detail sheet with documentation of costs.
			Divider II. Proposal Description:
✔	12, 15-72		1. Provide a complete detailed project description and include equipment bid quotes.
✔	12		2. Provide a timeline of events for the project, from CON issuance through project completion.
✔	73		3. Provide a legible city or county map showing the exact location of the project.
✔	12		4. Define the community to be served and provide the geographic service area for the equipment.
✔	12		5. Provide other statistics to document the size and validity of any user-defined geographic service area.
✔	12-13		6. Identify specific community problems or unmet needs the proposal would address.
✔	13		7. Provide the historical utilization for each of the past three years and utilization projections through the first three (3) **FULL** years of operation of the new equipment.
✔	13		8. Provide the methods and assumptions used to project utilization.
✔	13		9. Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.
✔	74-79		10. Provide copies of any petitions, letters of support or opposition received.
✔	80		11. Document that providers of similar health services in the proposed service area have been notified of the application by a public notice in the local newspaper.
✔	81-83		12. Document that providers of all affected facilities in the proposed service area were addressed letters regarding the application.
			Divider III. Service Specific Criteria and Standards:
		✔	1. For new units, address the minimum annual utilization standard for the proposed geographic service area.
		✔	2. For any new unit where specific utilization standards are not listed, provide documentation to justify the new unit.
✔	85		3. For additional units, document compliance with the optimal utilization standard, and if not achieved, provide documentation to justify the additional unit.
		✔	4. For evolving technology address the following:
		✔	- Medical effects as described and documented in published scientific literature;
		✔	- The degree to which the objectives of the technology have been met in practice;
		✔	- Any side effects, contraindications or environmental exposures;
		✔	- The relationships, if any, to existing preventive, diagnostic, therapeutic or management technologies and the effects on the existing technologies;
		✔	- Food and Drug Administration approval;
		✔	- The need methodology used by this proposal in order to assess efficacy and cost impact of the proposal;
		✔	- The degree of partnership, if any, with other institutions for joint use and financing.
			Divider IV. Financial Feasibility Review Criteria and Standards:
✔	89-90		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.
✔	91-92		2. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) projected through three (3) **FULL** years beyond project completion.
✔	88		3. Document how patient charges are derived.
✔	93-105		4. Document responsiveness to the needs of the medically indigent.

DIVIDER I

APPLICATION SUMMARY

DIVIDER I. APPLICATION SUMMARY

1. **Applicant Identification and Certification (Form MO 580-1861)**

   See attached.

2. **Representative Registration (Form 580-1869)**

   See attached.

3. **Proposed Project Budget (Form MO 580-1863) and detail sheet with documentation of costs.**

   See attached.

Certificate of Need Program

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
St. Luke's Hospital - Additional EP Lab	6248 HS
Project Address *(Street/City/State/Zip Code)*	**County**
232 South Woods Mill Road, Chesterfield, MO 63017	Saint Louis

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
St. Luke's Episcopal Presbyterian Hospitals	232 South Woods Mill Road, Chesterfield, MO 63017	314-434-1500

List All Operator(s): *(List entity to be licensed or certified.)*	Address (Street/City/State/Zip Code)	Telephone Number
St. Luke's Episcopal Presbyterian Hospitals	232 South Woods Mill Road	314-434-1500

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
Richard Hill		Attorney
Telephone Number	**Fax Number**	**E-mail Address**
314-621-2939	314-621-6844	rhill@lashlybaer.com
Signature of Contact Person		**Date of Signature**
RHill		10/23/25

MO 580-1861 (03/13)

Certificate of Need Program

REPRESENTATIVE REGISTRATION

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

Project Name	Number
St. Luke's Hospital - Additional EP Laboratory	6248 HS

(Please type or print legibly.)

Name of Representative	Title
Richard Hill	Attorney

Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other)	Telephone Number
Lashly & Baer, P.C.	314-436-8326

Address (Street/City/State/Zip Code)

714 Locust Street, Saint Louis, MO 63101

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
St. Luke's Episcopal Presbyterian Hospitals	314-434-1500

Address (Street/City/State/Zip Code)

232 South Woods Mill Road, Chesterfield, MO 63017

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
[signature]	10/23/25

MO 580-1869 (11/01)

Certificate of Need Program

REPRESENTATIVE REGISTRATION

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

Project Name	Number
St. Luke's Hospital - Additional EP Laboratory	6248 HS

(Please type or print legibly.)

Name of Representative	Title
Breanna Booker	Attorney

Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other)	Telephone Number
Lashly & Baer, P.C.	314-436-8326

Address (Street/City/State/Zip Code)

714 Locust Street, Saint Louis, MO 63101

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
St. Luke's Episcopal Presbyterian Hospitals	314-434-1500

Address (Street/City/State/Zip Code)

232 South Woods Mill Road, Chesterfield, MO 63017

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
	10/20/2025

MO 580-1869 (11/01)

Certificate of Need Program

PROPOSED PROJECT BUDGET

Description	Dollars
COSTS:*	*(Fill in every line, even if the amount is "$0".)*
1. New Construction Costs ***	$1,626,577
2. Renovation Costs ***	$0
3. Subtotal Construction Costs (#1 plus #2)	$1,626,577
4. Architectural/Engineering Fees	$0
5. Other Equipment (not in construction contract)	$0
6. Major Medical Equipment	$2,258,807
7. Land Acquisition Costs ***	$0
8. Consultants' Fees/Legal Fees ***	$0
9. Interest During Construction (net of interest earned) ***	$0
10. Other Costs ***	$1,114,616
11. Subtotal Non-Construction Costs (sum of #4 through #10	$3,373,423
12. Total Project Development Costs (#3 plus #11)	$5,000,000 **
FINANCING:	
13. Unrestricted Funds	$5,000,000
14. Bonds	$0
15. Loans	$0
16. Other Methods (specify)	$0
17. Total Project Financing (sum of #13 through #16)	$5,000,000 **
18. New Construction Total Square Footage	10,000
19. New Construction Costs Per Square Foot *****	$163
20. Renovated Space Total Square Footage	0
21. Renovated Space Costs Per Square Foot ******	$0

* *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.*

MO 580-1863 (02/13)

St. Luke's Hospital
Additional EP Laboratory
Major Medical Equipment Budget

	A	B	C	D	E
	Line Item	**Location**	**Amount**	**Include in CON?**	**CON Budget**
1	Azurion 7 C20 FlexArm	Philips Quote	$750,694.00	Yes	$750,694.00
2	Ceiling Rails FlexArm 4300 mm	Philips Quote	$5,807.00	Yes	$5,807.00
3	UPS Socomec Modulys, Compact Low Load Fluro 75kva, UL	Philips Quote	$45,150.00	Yes	$45,150.00
4	Yes, ordering standalone IS7	Philips Quote	$0.00	Yes	$0.00
5	Stentboost Live Bundle	Philips Quote	$0.00	Yes	$0.00
6	No, Existing Customer	Philips Quote	$0.00	Yes	$0.00
7	iXR Full Travel Pkg Offsite	Philips Quote	$4,716.00	No	$0.00
8	Stentboost Live ClinEd	Philips Quote	$0.00	No	$0.00
9	Coronary RoadMap ClinEd	Philips Quote	$0.00	No	$0.00
10	Azurion FlexArm/Flexmove Educ Pkg	Philips Quote	$0.00	No	$0.00
11	Clarity IQ	Philips Quote	$119,325.55	Yes	$119,325.55
12	Hybrid Kit for FlexArm	Philips Quote	$34,324.57	Yes	$34,324.57
13	FlexVision XL HD, 3rd p MCS	Philips Quote	$105,053.75	Yes	$105,053.75
14	Addl FlexVision XLHD 3rd p MCS	Philips Quote	$62,042.53	Yes	$62,042.53
15	Yes, with Stryker solution	Philips Quote	$0.00	Yes	$0.00
16	3rd party video cloning	Philips Quote	$29,175.87	Yes	$29,175.87
17	Video input WCB outside the MCS	Philips Quote	$21,226.40	Yes	$21,226.40
18	Extend Flexarm rail to 7800mm	Philips Quote	$4,915.27	Yes	$4,915.27
19	Subtracted Bolus Chase	Philips Quote	$22,877.33	Yes	$22,877.33
20	Bolus Chase Reconstruction	Philips Quote	$9,402.64	Yes	$9,402.64
21	SmartMask Monoplane	Philips Quote	$12,196.66	Yes	$12,196.66
22	30 frame per second extension for monoplane systems	Philips Quote	$16,598.22	Yes	$16,598.22
23	Quantitative Coronary Analysis	Philips Quote	$7,990.76	Yes	$7,990.76
24	Left Ventricular Analysis	Philips Quote	$11,401.48	Yes	$11,401.48
25	Intercom	Philips Quote	$2,179.61	Yes	$2,179.61
26	Wireless footswitch: mono-plane version	Philips Quote	$8,009.06	Yes	$8,009.06
27	Premium Tilt & Cradle Table (Pivot, Tilt, Cradle, APC, Volcano)	Philips Quote	$71,030.10	Yes	$71,030.10
28	Dynamic Coronary Roadmap	Philips Quote	$33,035.51	Yes	$33,035.51
29	Remote Service IGT	Philips Quote	$0.00	Yes	$0.00
30	Remote Service IGT	Philips Quote	$0.00	Yes	$0.00
31	Cabinet Rear Cover	Philips Quote	$518.30	Yes	$518.30
32	Cabinet Rear Cover Deep	Philips Quote	$4,073.16	Yes	$4,073.16
33	Patient Table Adaptation Plate	Philips Quote	$3,453.05	Yes	$3,453.05
34	Ceiling Rails Flexarm 7800	Philips Quote	$8,613.18	Yes	$8,613.18
35	Ceiling Rail Flexarm Interface Set 7800	Philips Quote	$3,798.59	Yes	$3,798.59
36	Black Anti-fatigue Floor Mat w/logo	Philips Quote	$408.00	Yes	$408.00
37	SyncVision	Philips Quote	$98,217.30	Yes	$98,217.30
38	Deinstall and Reinstall of Intrasight	Philips Quote	$22,000.00	Yes	$22,000.00
39	Oculan Surgical Platform	Stryker Quote	$121,586.68	Yes	$121,586.68
40	S Series Anesthesia Boom	Stryker Quote	$17,738.52	Yes	$17,738.52
41	S Series Equipment Boom	Stryker Quote	$78,690.42	Yes	$78,690.42
42	S Series Perfusion Boom	Stryker Quote	$19,743.49	Yes	$19,743.49
43	S Series LSM3 Monitor Boom	Stryker Quote	$49,324.30	Yes	$49,324.30
44	S Series Custom Boom	Stryker Quote	$32,652.14	Yes	$32,652.14
45	Connected OR IP Bravnoe Integration Platform	Stryker Quote	$315,692.40	Yes	$315,692.40

St. Luke's Hospital
Additional EP Laboratory
Major Medical Equipment Budget

	A	B	C	D	E
	Line Item	**Location**	**Amount**	**Include in CON?**	**CON Budget**
46	OR Renovation	Stryker Quote	$6,200.00	Yes	$6,200.00
47	iSuite Installation	Stryker Quote	$81,253.74	Yes	$81,253.74
48	Sryker Endoscopy	Stryker Quote	$22,407.00	Yes	$22,407.00
49	**Total MME Costs**		**$2,263,522.58**		**$2,258,806.58**

St. Luke's Hospital
Additional EP Laboratory
Construction Budget

Table 1 Hard Costs

	A	B	C	D
	Line Item	**Amount**	**Include in CON?**	**CON Budget**
1	Final Clean	$6,400.00	No	$0.00
2	ICRA	$14,744.00	No	$0.00
3	Demolition	$72,800.00	Yes	$72,800.00
4	Structural Steel	$124,534.00	No	$0.00
5	Carpentry	$13,294.00	No	$0.00
6	Casework	$89,689.00	No	$0.00
7	Masonry	$175,250.00	No	$0.00
8	Doors, Frames, and Hardware	$50,675.00	Yes	$50,675.00
9	Framing and Drywall	$201,386.00	Yes	$201,386.00
10	ACT Ceiling	$34,235.00	No	$0.00
11	Flooring and Base	$78,200.00	No	$0.00
12	Painting and Taping	$38,990.00	No	$0.00
13	Wall and Corner Guards	$27,254.00	No	$0.00
14	Fire Protection	$64,710.00	No	$0.00
15	Mechanical	$2,590,545.00	No	$0.00
16	Electrical	$1,203,655.00	Yes	$1,203,655.00
17	Roofing	$32,000.00	No	$0.00
18	Insulation	$0.00	No	$0.00
19	Concrete	$10,000.00	No	$0.00
20	Sheet Metal Caps/MCM Panels	$37,500.00	No	$0.00
21	**Total Hard Costs**	**$4,865,861.00**		**$1,528,516.00**
22	**CON Hard Costs as % of Total Hard Costs**			**31.41%**

Table 2 - Soft Costs

	A	B
	Line Item	**Amount**
1	General Requirements	$57,304.00
2	On-Site Supervisions / Construction Facilities	$59,966.00
3	Project Management	$27,610.00
4	Preconstruction	$0.00
5	Permits	$59,418.00
6	Subcontractor Default Insurance	$61,020.00
7	Builders Risk	$11,036.00
8	Risk Management	$35,813.00
9	Contingency	$0.00
10	**Total Soft Costs**	**$312,167.00**
11	**CON Hard Costs as % of Total Hard Costs**	**31.41%**
12	**CON Soft Costs**	**$98,061.22**

St. Luke's Hospital
Additional EP Laboratory
Construction Budget

Table 3 - CON Construction Budget

	A	B
	Line Item	**Amount**
1	CON Hard Costs	$1,528,516.00
2	CON Soft Costs	$98,061.22
3	**Total CON Construction Budget**	**$1,626,577.22**

DIVIDER II

PROPOSAL DESCRIPTION

DIVIDER II. PROPOSAL DESCRIPTION

1. **Provide a complete detailed project description and include equipment bid quotes.**

   The Applicant proposes to add an additional Electrophysiology Laboratory to St. Luke's Chesterfield campus. This will help meet the growing demand to monitor and map the electrical systems of the heart and treat arrythmias. The new EP lab will enhance patient care capacity, reduced wait times, and improve procedural efficiency.

2. **Provide a timeline of events for the project, from CON issuance through project completion.**

   - CON approval – January 2026
   - Commencement of Construction Work – January 2026
   - Equipment Installation and Commissioning – July 2026
   - Operation – July 2026

3. **Provide a legible city or county map showing the exact location of the project.**

   See attached.

4. **Define the community to be served and provide the geographic service area for the equipment.**

   The community to be served includes Franklin, Jefferson, St. Louis, and St. Charles.

5. **Provide other statistics to document the size and validity of any user-defined geographic service area.**

   This is the commonly utilized geographic service area that the Applicant has used in its recent CON applications,

6. **Identify specific community problems or unmet needs the proposal would address.**

   The addition of an electrophysiology lab will significantly enhance patient care and operational efficiency. Due to high procedural volumes and increasing demand for electrophysiology services, the existing lab capacity is no longer sufficient to accommodate current and projected patient needs. The new lab will enable expanded service days and hours, reducing wait times and procedural delays. Doubling room availability will also improve scheduling flexibility. In addition,

cardiac procedures, improving workflow and patient outcomes. Overall, this development will strengthen the Applicant's ability to meet growing procedural demands, optimize resource utilization, and elevate the standard of care for patients.

7. **Provide the historical utilization for each of the past three years and utilization projections through the first three (3) FULL years of operation of the new equipment.**

   Year 1 – 537
   Year 2 – 578
   Year 3 – 716

   Year 4 (First Year Post-New Equipment) – 1,076
   Year 5 (Second Year Post-New Equipment) – 1,098
   Year 6 (Third Year Post-New Equipment) – 1,119

8. **Provide the methods and assumptions used to project utilization.**

   The utilization projections are based on historical volumes and increased conservatively for expected demand.

9. **Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.**

   Consumer needs and preferences were incorporated into the planning of this project through ongoing feedback from patients, referring providers, and cardiology care teams. Patients have consistently expressed the need for reduced wait times, improved appointment availability, and a more comfortable imaging environment. Referring physicians have voiced the importance of streamlined workflows and quicker access to diagnostic and procedural results to enable timely clinical decision-making. These insights were used to guide the project's planning, ensuring that the new EP lab aligns with consumer expectations for efficiency, convenience, and high-quality cardiac care.

10. **Provide copies of any petitions, letters of support or opposition received.**

    See attached.

11. **Document that providers of similar health services in the proposed service area have been notified of the application by a public notice in the local newspaper.**

    An advertisement was included in the October 8, 2025 edition of the St. Louis Post Dispatch. The affidavit of publication is attached.

12. Document that providers of all affected facilities in the proposed service area were addressed letters regarding the application.

See attached affidavit of the notices.

PHILIPS

Sold to:
St Lukes Hospital
232 S Woods Mill Rd
Chesterfield, MO 63017-3485

Presented By
Beaux Greenfield
Philips Healthcare a division of Philips North America LLC
414 Union Street
Nashville, Tennessee 37219
Email: beaux.greenfield@philips.com

Quote #: Q-00562633
Customer #: 94066673
Quote Date: 08/18/25
Valid Until: 11/19/25

St. Luke's New Structural EP FlexArm

Thank you for investing your trust in Philips; we know that there were many options out there for you to choose from. As the industry leader in Healthcare, we also pride ourselves on providing great Customer Service.
I am pleased to submit the attached proposal for your consideration.
I trust this meets your expectation, however, should you have any queries or require further information or clarification, please do not hesitate to contact me.
To ensure a smooth purchasing experience here are a few helpful tips to keep in mind when submitting your purchase order.

- Please specify any specific delivery date requirements or shipping/delivery needs
- Ensure your purchase order references the Philips quote number
- Purchase orders must be signed digitally or physically
  or
- Complete the information on the quote Signature Page

Thank you again for considering Philips.
Regards,
Anthony Adair

PHILIPS

Table of Content

PHILIPS

1. Quote Summary

Line	Article No.	Description	Qty	Net Price
1	**722234**	**Azurion 7 M20**		
1.1	NNAT329	Azurion 7 C20 FlexArm	1	$ 750,694.00
1.2	NNAT129	Ceiling Rails FlexArm 4300 mm	1	$ 5,807.07
1.3	989806130836	UPS Socomec Modulys, Compact Low Load Fluoro 75kva , UL	1	$ 45,150.00
1.4	NNAT194	Yes, ordering Standalone IS7	1	$ 0.00
1.5	NNAT134	Stentboost Live bundle	1	$ 0.00
1.6	NNAT255	No, existing customer	1	$ 0.00
1.7	989801256034	iXR Full Travel Pkg OffSite	2	$ 4,716.00
1.8	NNAE596	StentBoost Live_ClinEd	1	$ 0.00
1.9	NNAE597	Coronary RoadMap ClinEd	1	$ 0.00
1.10	NNAE676	Azurion FlexArm/Flexmove Educ Pkg	1	$ 0.00
1.11	NCVD069	ClarityIQ.	1	$ 119,325.55
1.12	NCVD226	Hybrid kit for FlexArm	1	$ 34,324.57
1.13	NCVD034	FlexVision XL HD, 3rd p MCS	1	$ 105,053.75
1.14	NCVD051	addl FlexVision XLHD 3rd p MCS	1	$ 62,042.53
1.15	NCVD188	Yes, with Stryker solution	1	$ 0.00
1.16	FCV0974	3rd party video cloning (2 output)	3	$ 29,175.87
1.17	FCV0985	Video input WCB outside the MCS	8	$ 21,226.40
1.18	NCVD225	Extend Flexarm rail to 7800 mm	1	$ 4,915.27
1.19	NCVA694	Subtracted Bolus Chase	1	$ 22,877.33
1.20	NCVD071	Bolus Chase Reconstruction	1	$ 9,402.64
1.21	NCVD072	SmartMask Monoplane	1	$ 12,196.66
1.22	NCVD076	30 frame per second extension for monoplane systems	1	$ 16,598.22
1.23	NCVD099	Quantitative Coronary Analysis	1	$ 7,990.76
1.24	NCVD100	Left Ventricular Analysis	1	$ 11,401.48
1.25	NCVA082	Intercom	1	$ 2,179.61
1.26	NCVC199	Wireless footswitch: mono-plane version	1	$ 8,009.06
1.27	NCVD612	Premium Tilt & Cradle Table (Pivot, Tilt, Cradle, APC, Volcano)	1	$ 71,030.10
1.28	NCVC542	Dynamic Coronary Roadmap	1	$ 33,035.51
1.29	**722240**	**Remote Service IGT**		
1.30	NCVD686	Remote Service IGT	1	$ 0.00
1.31	459801079651	Cabinet Rear Cover	1	$ 518.30

PHILIPS

1.32	459801613311	Cabinet Rear Cover Deep	2	$ 4,073.16
1.33	989600213943	Patient table adaptation plate	1	$ 3,453.05
1.34	459801008361	CEILING RAILS FLEXARM 7800	1	$ 8,613.18
1.35	459800999222	CEILING RAIL FLEXARM INTERFACE SET 7800	1	$ 3,798.59
				$ 1,397,608.66
2	**100133**	**CV Third Party Products**		
2.1	989801220375	Black Anti-fatigue Floor Mat w/logo.	1	$ 408.00
				$ 408.00
3	**797406**	**SyncVision**		
3.1	NVLV010	SyncVision	1	$ 98,217.30
				$ 98,217.30
4	**SP00211**	**Deinstall and reinstall of Intrasight**	1	$ 22,000.00

Total Net Price

Total Net Price
$ 1,518,233.96

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2. Quote Details

Line	Description	Qty
1	**Azurion 7 M20** **Article No. 722234**	
1.1	**Azurion 7 C20 FlexArm** **Article No. NNAT329**	1

Azurion 7 C20 FlexArm
The Azurion 7 M20 Monoplane Ceiling Mounted with FlexArm Image Guided Therapy system is designed to enhance treatment and provide high-quality image guidance during minimally invasive interventions.

Key benefits :

- A detector that delivers high-resolution imaging over a large field of view (20")
- Rotates on no less than eight axes to create virtually unlimited flexibility to perform imaging, from head to toe on the left and right side for 2D and 3D visualizations
- The Image Beam Rotation technology enables patient-oriented images in every angulation avoiding the need to pivot the table or reposition the patient
- Stand, monitor suspension, and operating modules can be freely positioned for full flexibility
- Display, access, and control up to 20 multimodality video sources

Details :
Experience outstanding interventional performance on the Azurion 7 Series with a 20"flat detector. This industry-leading Image Guided Therapy platform allows you to perform procedures easily and confidently with a unique user experience, helping you optimize your lab performance and provide superior care.
FlexArm rotates on no less than eight axes to create virtually unlimited flexibility to perform imaging, from head to toe on the left and right side for 2D and 3D visualizations. The image beam remains aligned with the patient, allowing better visualization of anatomies during rotations or angulations. Seamlessly control all relevant applications from a single touch screen at the table side, to help make fast, informed decisions in the sterile field. With Azurion, you are future-ready.

At Philips Healthcare, we feel a responsibility towards society and the environment. The latest Azurion 7 M20 Monoplane Ceiling Mounted with FlexArm system perfectly exemplifies our EcoVision program. We drastically reduced the product's environmental impact by examining every aspect of the Azurion 7 M20 with FlexArm design and development with a green eye.

System Geometry

Ceiling Mounted stand
The Philips Azurion M20 stand is a stable assembly of a C-arm and a ceiling-mounted base. The X-ray tube and the flat detector are integrated into the C-arm. This provides a compact assembly with positioning flexibility and easy access to the patient. Collision prevention technology (BodyGuard) is in place to protect the patient by slowing down system movement speeds when an object is detected within a certain safety distance. The C-arm contains the high-performance grid-switch MRC200 0407 X-ray tube to enable high image quality in every stand position.

Workflow and dose management

ProcedureCards
The Azurion ProcedureCards for system setup can be customized based on user, procedure, or department workflow preferences. Further, it is possible to upload hospital checklists and/or protocols into the ProcedureCards to help safeguard the consistency of interventional procedures and help minimize preparation errors. The ProcedureCards can be coupled to hospital RIS codes to automatically select the right system settings once the procedure is started.

Parallel Working
The Azurion Parallel Working concept allows the review of acquired images from current or previous exams in the control room simultaneously with an ongoing live intervention. This allows the physician in the exam room to carry with the intervention, while the supporting staff can run image processing, vessel analysis, or flag images for PACS export. The concept provides a flexible workflow, leading to higher throughput and faster exam turnover without compromising on the quality of care.

Dose management and awareness
DoseWise comprises a set of technologies to actively manage dose. The X-ray tube copper filtration will permanently remain in the X-ray beam for a chosen X-ray protocol, independent of projection angle or patient thickness. Grid-switch controlled fluoroscopy and collimation on the last-image-hold help to avoid unnecessary radiation. The high-resolution flat detector features high X-ray-to-signal conversion rates to support brilliant image quality. Advanced image processing further enhances high image quality through automatic noise reduction and edge enhancement algorithms. After the procedure is finished, a DICOM radiation dose structured report provides an overview of all dose-relevant parameters, which can be automatically exported with the patient images to a DICOM database (e.g. PACS).

Zero Dose Positioning
Zero Dose Positioning function lets you move the stand, pan the table, and change table height or field-of-view on your Last Image Hold (LIH) image. This means you can already see the effect of changing the gantry position or field-of-view format on your region of interest to prepare for your next acquisition without using additional fluoroscopy.

Monitor solutions

Monitor concept (control room)
The default control room configuration consists of two 24 color monitors (acquisition and review) for patient administration and X-ray image display/review. The acquisition monitor features a status bar, which replicates the same system information shown in the exam room (incl. dose values, system positioning, and system messages). The review monitor can be used to review any acquired images with Parallel Working, perform measurements, and access general system settings e.g. for the creation and adjustment of Procedure Cards or to open the electronic Instruction for Use (IFU).

Monitor concept (exam room)
Unless otherwise stated, the default monitor solution in the exam room is a ceiling-suspended rail system, which holds a monitor carriage for 2 widescreen monitors (2F MCS) and is delivered with one 27 monitor. The rail system enables both longitudinal and transversal movements so that the monitors can be flexibly positioned on both table sides and from foot-end to head-end. This ensures access to relevant information during the procedure, independently of the user position. The 27 monitor is used

to display the Live/Reference images. The Live image view contains a status bar, which displays all relevant system values such as geometry positioning, select X-ray settings, current dose values, and general system messages.

System controls & user interface

Touch screen module (exam room)
The Azurion touch screen module (TSM) is positioned at the table side in the exam room and is the backbone of the system. The unique aspect of the Azurion TSM is its multi-modality readiness, which means that it allows access and control of other compatible applications. The TSM can be clamped to any of the OR rails, which are located on three sides of the patient table. It comes with a protective frame which is designed to reduce collisions with other equipment in the room.

Azurion control modules (exam room)
One system control module and a viewpad are delivered as standard. ForORT systems these are delivered with a pedestal as standard.The control module provides the controls required to adjust the position of the table and stand, and to perform imaging functions during the acquisition. It has a protection bar that prevents unintended system activation. The orientation of the Azurion control module can be adjusted so that system control remains intuitive and any system movements remain predictable independent of which table rail the control module is clamped to. The viewpad is a handheld remote control that is usually stored in a respective holder next to the TSM. It can be used to control the viewing of acquired images or to allocate acquired images to the reference windows from anywhere in the examination room.

Azurion review module (control room)
The review module is used to switch the Azurion system on or off and offers further buttons to control the basic review functions for the control room acquisition monitor.

Footswitch (exam room)
The function allows the user to perform exposure, fluoroscopy, single-shot exposure, and switch the room light on and off (if connected to the electronic infrastructure of the room light).

Connectivity and security

DICOM compatibility
The Azurion system includes a DICOM image interface, which enables the transfer of DICOM data/clinical images from and to a DICOM destination such as RIS/CIS, PACS or Medical DVD station. The export formats are based on DICOM 3.0 protocols with a fast Ethernet link to make images available within seconds. The DICOM archiving process can be configured in the system settings: images can either be sent automatically or manually upon completion of the examination. The export format is configurable in 512x512 or 1024x1024 matrix in 8- or 10-bit depth. Examination data can be sent to multiple destinations for archiving and reviewing purposes. The DICOM image interface provides DICOM Storage and DICOM Storage Commitment Services. With DICOM Query/Retrieve historic DICOM XA MF and DICOM SC studies can be uploaded to the system.

Security
The Philips Azurion system is based on an embedded Windows 10 Operating system, which offers features such as OS Hardening, AppLocker, and BitLocker functionality. The Azurion is further protected by a firewall, which primary function is to avoid unsolicited and unnecessary traffic from the interventional lab toward the Hospital Network such as multicast (mDNS, SSDP), internal proprietary

Azurion broadcast (IST, CWIS), and internal proprietary Azurion traffic for IANA ephemeral ports (TCP/UDP 49152-65535).

Proactive remote services
The Philips 24/7 remote support keeps your lab up and running smoothly and helps you treat more patients. Our remote services make use of proactive model-based analytics to identify issues and enable our service team to have them resolved before you are even aware that there has been an issue. Having your Azurion system connected to our secure VPN based remote network not only enables us to implement operating system security patches timely but also increases our first-time-right fix rate due to continuous system log filing. Philips is committed to ensuring the safety and security of patients, operators, and customers and operates with an ISO/IEC 27001 certified security infrastructure and under its binding corporate rules to ensure that data privacy is always addressed.

Technology Maximizer Essential
Technology Maximizer Essential program keeps your technology up to date to maximize its operational performance

This program is included in your Azurion release 3 system purchase, for 5 years from the system installation date, Philips will provide the following if and when available during the coverage term:

- Core system software release upgrade
- Operating system (OS) update
- Safety and security updates as approved and communicated by Philips for the system and as part of the core system software release
- Clinical/technical training is not included unless operational workflows are modified due to a core release upgrade
- A computer hardware upgrade is provided to support a core system software upgrade
- Does not include upgrades to clinical applications

Specifications

Monitor concept (control room)
Amount of monitors delivered
2 x 24"color monitors

Ceiling-mounted stand
C-arm Z rotation
-135° to +135°
C-arm Z rotation speed
12°/sec
C-arm rotation in head-end position
120° LAO, 185° RAO
C-arm rotation in side position
90° LAO, 90° RAO
C-arm angulation head-end position
90°cranial, 90° caudal
C-arm angulation in side position
185° cranial, 120° caudal
C-arm rotation/angulation speed

up to 25°/sec
Longitudinal movement
285 cm (112.2"), 460 cm (181.1") rail type 1 and 635 cm (250.0") rail type 2
Lateral movement
150 cm (59.1")
C-arm depth
90 cm (35.4")
Focal spot to isocenter
81 cm (31.9")

Fluoroscopy modes
Pulse rates
0.5 –30 images/sec
Fluoroscopy storage
enabled with FluoroStore button on imaging module
Fluoroscopy storage capacity
up to 2000 images

Ceiling-mounted stand
Isocenter-to-floor distance
106.5 cm (41.9")

Monitor concept (exam room)
Longitudinal movement of monitor rail
max. 330 cm (129.9")
Transversal movement of monitor rail
max. 293 cm (115.4")

X-ray generator
Nominal power
100 kW
Minimum switching time
1 ms
Voltage range
40 - 125 kV
Maximum current
1000 mA at 100 kV
Maximum continuous power
2.5 kW for 15 minutes, 1.5 kW for 8 hours

Monitor concept (exam room)
Height movement of monitor frame
motorized 32 cm (12.6") or 52 cm (20.5")

X-ray tube MRC 200+ GS 0407
Focal spot size
0.4/0.7 nominal focal spot values
Loadability
max. 30 kW and 65 kW on small and large focal spot
Fluoro power for 10 min

4,500 W
Fluoro power for 20 min
4,000 W
Anode heat dissipation
21,000 W
Max. assembly continuous heat dissipation
4,000 W
Anode target angle
11°
Extra pre-filtration
SpectraBeam filters with 0.1, 0.4, 0.9 mm Cu and 1 mm Al backing

Flat detector
Maximum field of view
48 cm (19") diagonal
X-ray sensitive area
1,904 x 2,586 pixels
Detector zoom fields
48, 42, 37, 31, 27, 22, 19, 15 cm 19, 16.5, 14.6, 12.2, 10.6, 8.7, 7.5, 5.9"
Pixel pitch
154 micrometer x 154 micrometer
DQE (0)
77% at 0 lp/mm
Detector dimension
47.2 x 36.0 cm (18.6 x 14 .2")

Monitor concept (exam room)
Rotation range of monitor frame
360°
Resolution of monitors
1,920 x 1,080 Full HD

Flat detector
MTF at 1 lp/mm
59% (typical)

Monitor concept (control room)
Resolution of monitors
1,920 x 1,080 Full HD

Flat detector
Detector bit depth
16 bits
Size of detector housing
67 cm (26") diagonal, including BodyGuard

Digital acquisition X-ray protocols
DSA frame rates
0.5 to 6 images/sec.
Image storage

50,000 images (based on 1,024 matrix)
Cardio and cine mode
3.75 to 10 images/sec

Monitor concept (exam room)
Amount of monitors delivered
1 x 27"color monitors

Ceiling-mounted stand
Source-to-image distance
89.5 cm to 119.5 cm (35.2"to 47.0")

Fluoroscopy modes
Grid-switched pulsed fluoroscopy
Yes

Ceiling-mounted stand
Longitudinal/Lateral speed
15 cm/sec (5.9"/sec)

Quantitative Vascular Analysis

Key benefits

- Allows quantitative assessment of different size vessels such as aortic and peripheral
- Aids confident decision making for device selection, approach angles and follow-up
- Designed for efficiency with single click functions and fast results

Easily obtain objective assessment of aortic and peripheral vasculature

To support decision-making and allow quantitative assessment of vasculature during vascular interventions, the 2D quantitative vascular analysis option supports quantification such as aortic and peripheral artery dimensions of about 5 to 50 mm from 2D angiographic images. With one click, the relevant segment is detected and a visualization of the obstruction, healthy vessel, reference diameter, stenosis diameter and plaque area is created.

Specifications:

- Automated vessel segmentation
- Diameter measurement along selected segment
- Automated obstruction analysis
- Stenosis diameter, stenosis length
- % stenosis diameter, % stenosis area
- Automated and manual calibration routines
- Store result page

Analysis of the targeted vessel segment has been simplified with the single click function. Position the mouse on or close to the stenotic area and click once to detect the relevant segment. The visualization shows the obstruction, healthy vessel, reference diameter, stenosis diameter and plaque area.

2nd touch screen module

Key Benefits

- Control system operations with a second touch screen module

Tablet-like touch screen control
During an intervention flexible control of applications and system operations can support fast decisions and communication with team members. The touch screen module provides fast, tablet-like touch response to control system operations. Up to three touch screen modules can be connected to the X-ray system: on the table, on the pedestal and in the control room.

Specifications
The second touch screen module is similar to the standard touch screen module and provides touch screen control of displayed functionality. The following functions can be made available providing the relevant commercial options have been selected:

- Acquisition settings
- Image processing controls
- Channel selection for MultiVision
- Automatic position control (optional)
- Quantitative Analysis controls (optional)
- Xcelera and IntelliSpace Portal viewing (optional)
- Interventional tool controls (optional)
- 3D-RA, Dynamic 3D Roadmap (optional)
- StentBoost, 3D-CA (optional)
- XperCT, XperGuide (optional)
- XIM physio monitoring controls (optional)

Connectivity:
A maximum of 3 touch screen modules can be connected to the X-ray system:

- one touch screen module on the table
- one touch screen module in the Control Room
- one touch screen module on the pedestal

Marker tool
Marker tool allows you to easily mark areas of interest on a 2D image. Clear and precise markings on the image as the marking scales with the image when it's zoomed or panned
Key benefits

- Allows you to mark areas of interest to on a image during your procedure (e.g. to indicate where to put stent/grafts)

Enhance functionality on the touch screen module
This option extends the functionality of the touch screen module, allowing markings on images. Affordable alternative vs expensive 3rd party applications

Specifications

- Enhance functionality on the TSM
- Provides intuitive zooming and panning functionality (also during fluoroscopy)
- Turns the touchscreen into the marking device in order to improve communication during the procedure

Black Anti-fatigue Floor Mat w/logo.
36"x60"

Advanced Room Solutions Plus

Details
Advanced Room Solutions Plus facilitates an interactive 3D lab visualization of 2D site plans allowing for a more intuitive understanding of the entire solution before it is installed. It enables an interactive lab design that allows viewing of standard room templates, interaction with systems and models, and creation of 3D customized room layouts and site plans, and configuration of multiple rooms.

Includes
The Azurion is delivered with the following patient table accessories: lower body protection UT70-10WS, pan handle, set of elbow supports and arm support board, and head support.

Disclaimers
The Philips Azurion 7 M20 is a Medical Device as defined in Regulation (EU) 2017/745 (EU-MDR). The Philips Azurion 7 C20 is a commercial package and represents a base configuration within the Azurion 7 M20 medical product.
The content and specifications of the base configuration can be altered by adding additional options to the system configuration. Typical examples are the amount and characteristics of viewing monitors in the exam and control room, enabled X-ray protocols, or table specifications. If altered specifications apply, this will be listed in the respective option article.
The Azurion system delivered can deviate from the product image shown depending on options selected as part of the overall configuration.
The compatible applications Philips SmartCT, Philips IntraSight and Philips Hemo System are independent medical products, which have to be purchased separately. Their commercial availability depends on local clearance. Please reach out to your local sales representative for further information.
7 C20 FlexArm

1.2	**Ceiling Rails FlexArm 4300 mm** **Article No. NNAT129**	1

Ceiling Rails FlexArm 4300 mm

CEILING RAILS FLEXARM 4300

CEILING RAIL FLEXARM INTERFACE SET 4300

1.3 **UPS Socomec Modulys, Compact Low Load Fluoro 75kva , UL** 1
Article No. 989806130836

Introduction

Compact Low Load Fluoro UPS

Details

Socomec Modulys Compact low load fluoro 75kva UPS (1 cabinets)
Including remote display panel
This UPS has a third-party product compatibility declaration from Philips Medical Systems Nederland B.V

1.4 **Yes, ordering Standalone IS7** 1
Article No. NNAT194

1.5 **Stentboost Live bundle** 1
Article No. NNAT134

StentBoost Live

When inserting a stent in complex cardiac vasculature, inexact positioning and under deployment are always a challenge. StentBoost Live allows physicians to improve the visualization of balloons and stents in coronary arteries on-the-fly to clarify the situation at any moment during an intervention. The user simply presses and holds the foot pedal to boost visualization during the cine run. He can use StentBoost Live to check the position of a device in real-time and confirm stent expansion while the balloon markers are still in place. He can then take any corrective action immediately if required.

To do this, StentBoost Live automatically detects the balloon markers in each acquired image. The detected markers are aligned with the markers found in previous image(s) and temporal and spatial filtering is applied to enhance all radiopaque material in close proximity to the markers. All of this occurs in a few hundreds of milliseconds to produce an enhanced visualization in real-time.

StentBoost Live can be applied to any cine run acquisition and at least four frames of images are required.
StentBoost Live features include:
• Automatic marker detection
• Real-time image enhancement during the StentBoost Live run
• Immediately after acquiring the StentBoost Live run, the run is automatically looped three times to allow for further review
• StentBoost Live functionality is fully integrated in the interventional X-ray system

• Image snapshots or movies can be archived to any DICOM compatible PACS. These include DICOM XA and DICOM SC

Note: when ordering Dynamic Coronary Roadmap and/or StentBoost Live for a non-FlexVision system a single dedicated color monitor must be added to the MCS.

1.6	**No, existing customer** **Article No. NNAT255**	1
1.7	**iXR Full Travel Pkg OffSite** **Article No. 989801256034**	2

Details

Includes one (1) participant's modest airfare from North American customer location to Cleveland, Ohio, with lodging, ground transportation, and meal expenses. Breakfast/dinner provided by the hotel, and lunch/breaks are catered by Philips. All other expenses will be the responsibility of the attendee. Details are provided during the scheduling process.

Philips Clinical Services cancellation policies strictly enforced; policy provided during scheduling process.

Education expires one (1) year from equipment installation date (or purchase date if sold separately).

1.8	**StentBoost Live_ClinEd** **Article No. NNAE596**	1

Details

Philips Imaging Systems Clinical Education Specialist will provide eight (8) hours of education for up to four (4) students, as selected by customer, including technologists from weekend/night shifts as necessary. CEU credits are not available for this portion of training. Please refer to guidelines for more information. Note: Site must be patient ready. Philips personnel are not responsible for actual patient contact or operation of equipment during education sessions except to demonstrate proper equipment operation.

Philips Clinical Services cancellation policies strictly enforced; policy provided during scheduling process.

Education expires one (1) year from equipment installation date (or purchase date if sold separately).

1.9	**Coronary RoadMap ClinEd** **Article No. NNAE597**	1

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Details

Philips Imaging Systems Clinical Education Specialist will provide eight (8) hours of education for up to four (4) students, as selected by customer, including technologists from weekend/night shifts as necessary. CEU credits are not available for this portion of training. Please refer to guidelines for more information. Note: Site must be patient ready. Philips personnel are not responsible for actual patient contact or operation of equipment during education sessions except to demonstrate proper equipment operation.

Philips Clinical Services cancellation policies strictly enforced; policy provided during scheduling process.

Education expires one (1) year from equipment installation date (or purchase date if sold separately).

1.10 **Azurion FlexArm/Flexmove Educ Pkg** 1
Article No. NNAE676

Azurion FlexArm/Flexmove Educ Pkg

Clinical Education Program for Azurion FlexArm C-Arm System:
The purchase of the Azurion System includes a StartRight entitlement pool that allows for the customized delivery of educational events to improve staff time to proficiency, knowledge on system features, and improve overall lab efficiency. For new users, the recommended series of educational events includes:

Essentials Offsite Education: Philips will provide two (2) Cardiovascular Technologists Registered Technologists, Registered Nurse, or other system operators as selected by customer, with in-depth didactic, tutorial, and hands-on training covering basic functionality and work-flow of the cardiovascular imaging system. In order to provide trainees with the ability to apply all fundamental functioning on their system, and to achieve maximum effectiveness, this class should be attended no earlier than two weeks prior to system installation. This twenty-eight (28) hour class is located in Cleveland, Ohio, and is scheduled based on your equipment configuration and availability. Due to program updates, the number of class hours is subject to change without notice. Customer will be notified of current, total class hours at the time of registration. This class is a prerequisite to your equipment handover OnSite Education. CEU credits may be available for each participant that meets the guidelines provided by Philips. Please refer to guidelines for more information. **In the event that an EP Navigator workstation has also been ordered, the offsite training course will be tailored to focus on the electrophysiology functionality of the Azurion system and the EPN workstation. Travel and lodging are not included, but may be purchased through Philips. It is highly recommended that 989801292102 (CV Full Travel Pkg OffSite) is purchased with all OffSite courses.** Clinical Services cancellation policies apply and will be provided during scheduling process.

Introductory e-Learning: Introductory electronic learnings are provided on the Philips Learning Center educational portal. These courses introduce the Philips IGT systems. Course topics include system startup and shutdown, system functionalities, helpful quick-steps and more. The modules will provide the technologist familiarity with the workflow and software prior to onsite training. It is recommended that this online self-paced learning be completed prior to the onsite applications training. The eLearning modules can be accessed by technologists as needed for reference and refresher. Clinical Services cancellation policies apply and will be provided during scheduling process.

Pre-Training Onsite Education: Philips Education Specialists will provide one consectutive session of twenty -four (24) hours of pre-training applications for up to (8) students selected by customer, including technologists from night/weekend shifts if necessary. This training will be coordinated to provide instruction on the operation of the FlexArm C-Arm prior to the Go Live handover date of the entire Azurion Imaging System. **In the event that a Maquet OR table** with 24 hours of pre training has also been purchased this FlexArm 24 hour training will be used as a post-handover follow up session. No CEU credits will be available for this session. Please refer to guidelines for more information. **Note: The equipment must be entirely operational. Philips personnel are not responsible for actual patient contact or operation of the equipment during the education sessions except to demonstrate proper equipment operation.** Clinical Services cancellation policies apply and will be provided during scheduling process.

Initial Handover OnSite Education: The primary Philips Education Specialists will provide one consecutive session of twenty-four (24) hours of education for up to four (4) students, selected by customer, including technologists from night/weekend shifts if necessary. Students should attend all 24 hours, and must include the two OffSite education attendees. CEU credits may be available for each participant that meets the guidelines provided by Philips. Please refer to guidelines for more information. **Note: Site must be patient-ready. Philips personnel are not responsible for actual patient contact or operation of equipment during education sessions except to demonstrate proper equipment operation. It is highly recommended for systems that are fully loaded or for customers with a large number of staff members to also purchase 989801292099 (IGT Addl OnSite Clin Educ 24h).** Clinical Services cancellation policies apply and will be provided during scheduling process.

FollowUp OnSite Education: Philips Education Specialists will provide one consecutive session of sixteen (16) hours of education for up to four (4) students, selected by customer, including technologists from night/weekend shifts if necessary. Students should attend all 16 hours, and must include the two OffSite education attendees. CEU credits may be available for each participant that meets the guidelines provided by Philips. Please refer to guidelines for more information. Note: Site must be patient-ready. Philips personnel are not responsible for actual patient contact or operation of equipment during education sessions except to demonstrate proper equipment operation. Clinical Services cancellation policies apply and will be provided during scheduling process.

Education expires one (1) year from installation date (or purchase date if sold separately.

1.11 **ClarityIQ.** 1
Article No. NCVD069

Significantly lower dose- across clinical areas, patients and operators.

Key benefits
- High-quality imaging at low dose levels
- Enhanced work environment for staff through active management of scatter radiation
- Expands treatment options enables longer procedures to treat obese and high-risk patients with confidence

See with confidence every time
Interventions are becoming increasingly complex, which lengthens fluoroscopy time and increases the need for high resolution imaging. New devices can be more difficult to visualize, making it harder to

position them precisely. The prevalence of patients with a high BMI can also require increased dose levels to visualize anatomy. All of these factors inspired us to completely redefine the balance in interventional X-ray with AlluraClarity.

AlluraClarity with its unique ClarityIQ technology gives you exceptional live image guidance during treatment. What's more, you can confidently manage low X-ray dose levels without changing your way of working. In short, you can see what you have to regardless of patient size.

Specifications
ClarityIQ technology is the foundation of Philips X-ray systems with AlluraClarity. It offers:
- Noise and artefact reduction, also on moving structures and objects
- Image enhancement and edge sharpening
- Automatic real-time patient and table motion correction on live images
- A flexible digital imaging pipeline from tube to display that is tailored for each application area
- Over 500 clinically fine-tuned system parameters making it possible to filter out more X-ray radiation and use smaller focal spot sizes and shorter pulses with the grid switching technology of Philips MRC tube and accompanying generator

Pulsed X-ray for pulsed fluoroscopy
25 | 12.5 | 6.25 | 3.125 | 2.5 | 1.25 | 0.625 img/s

1.12 **Hybrid kit for FlexArm** 1
Article No. NCVD226

The Hybrid OR Ceiling kit is a set of materials and adaptations to cope with the stricter cleaning and sterility requirements in modern Hybrid OR environments. It supports undisturbed laminar airflow.

Key benefits
• Supports sterility and easy cleanability of moving ceiling parts
• Height adjustable carriage top cover to improve air flow and eliminate air jet effects

The ceiling mounted FlexArm supports optimal utilization of your lab by allowing procedure-based workflow. To support the high sterility and cleanability standards in the Hybrid OR, the top of the moving parts of the ceiling rails has been specially designed to cope with the higher sterility and laminar airflow compatibility requirements in modern Hybrid ORs.

Specifications
The Hybrid OR ceiling kit for FlexArm includes a closed cable duct and a carriage cover.

Cable duct
• Closed duct to keep out dust
• Easy to clean stainless steel belt
• Seal strip affixed to duct maintains a tight seal
• High quality, specially designed rail guide materials, result in low friction and no/low noise

Carriage cover
• Carriage cover for top of ceiling rails prevents jet air effects to eliminate laminar airflow disturbances
• Closes off top of rail carriage
• Cover can also be added after installation of stand

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1.13 **FlexVision XL HD, 3rd p MCS** 1
Article No. NCVD034

FlexVision XL is an integrated viewing solution designed to give you full control over your viewing environment which brings High Definition viewing.
This FlexVision XL is mounted on 3rd party Monitor Ceiling Suspension.

Key benefits
- Easily access multiple, up to 8, video inputs (including third party systems) video inputs to inform decision making during procedures
- Create custom display templates to support diverse procedures
- The screen layout of the FlexVision XL HD can also be changed from the control room
- Enlarge images to reveal more details and support comfortable working positions

Diagnostic information easily made available at table side
In today's interventional setting, as you perform more complex procedures with smaller devices in complex anatomy, you rely on various types of diagnostic information to guide you. To inform decision making in the exam room, Philips offers an advanced digital workspace called FlexVision HD. You can display multiple images in a variety of custom layouts on a large, high-definition LCD screen. Zoom in and out to enhance fine details, while maintaining an overview of all information. Create custom display templates for specific procedures/physician preferences to easily support diverse procedures.

Specifications
FlexVision XL HD offers:
- Native resolution of FD20 can be displayed.
- Sharp images at full size without zoom
- High Definition display at native resolution for ultimate detail
- Up to 2k*2k image display fully integrated
- Enhanced small vessel visualization

1. DVI video composition unit.
The DVI video composition unit allows the user to direct and switch the video output of all connected medical equipment to specific sub windows of the Philips 58-inch color LCD with LED backlight in the Examination Room.
- The DVI video composition unit is operated from the touch screen module.
- The DVI video composition unit supports a wide variety of display formats (up to 1920x1200)
- Up to 11 external inputs are connected to the DVI video composition unit via wall connection box or boxes.

2. Medical grade, high resolution color LCD in the Examination Room
This display supports the image quality requirements for monochrome X-ray images as well as color images and replaces all displays normally delivered with the system for the Examination Room.
Main characteristics are:
- 58-inch, 8 Megapixel color LCD
- Native resolution: 3840x2160
- Brightness: Max: 700 Cd/m2 (typical) stabilized: 400 Cd/m2
- Contrast ratio: 1:4000 (typical)
- Wide viewing angle (approx. 176 degrees)
- Constant brightness stabilization control
- Lookup tables for gray-scale, color and DICOM transfer function

- Full protective screen Ingress Protection: IP-21

3. Large color LCD control (touch screen module)
• Enlarge information at any stage during the case via the touch screen module in the Examination Room or Control Room.
• Select viewing lay-outs via the touch screen module in the Examination Room.
• Create new layouts by matching inputs to desired locations on preset templates.
• Adjust the screen layout during the procedure without going into configuration
• 20 layouts; each layout is customizable, size of viewports can be customized by end user X-ray status area visible with all X-ray details

4. Monitor ceiling suspension
Monitor ceiling suspension for use in the Examination Room carries the 58-inch color LCD, providing highly flexible viewing capabilities. The monitor ceiling suspension is height-adjustable and moveable along ceiling rails. It can be positioned on either side of the table.

5. Snapshot
The snapshot function allows the user to store/save a screen-capture of any image on the FlexVision HD as a photo image to the current acquisition patient study.

1.14	**addl FlexVision XLHD 3rd p MCS** **Article No. NCVD051** Additional FlexVision XL HD Philips 58 inch monitor, for 3rd party MCS. The content is a slave of the 1st FlexVision XL HD screen.	1
1.15	**Yes, with Stryker solution** **Article No. NCVD188**	1
1.16	**3rd party video cloning (2 output)** **Article No. FCV0974** **Introduction** A video cloning license to a 3rd party system. **Details** Replicate up to two full HD video signals to a 3rd party system. **Includes** The Live/Ref license is part of this video option.	3
1.17	**Video input WCB outside the MCS** **Article No. FCV0985**	8

Key Benefits

- Cable length: 3 m DVI-I to DVI-I cable and 3 m DP to DP cable
- Supported resolutions: up to 1920 x 1200 x 60 Hz (WUXGA)
- Supported features: EDID (Extended Display Identification Data) / DDC2, Hot Plug Detect optionally
- If required, an HDMI-DVI cable can be ordered separately

Details

The wall connection box provides one connection point, DVI or Display Port, to the Azurion system for Ethernet, video, and USB (User Service Bus). It can be installed in the control room, the examination room, and the technical room and is powered by the hospital mains. Once the connection is established it's possible to display a video source on a monitor and control the connected system.

1.18 **Extend Flexarm rail to 7800 mm** 1
Article No. NCVD225

This option offers an extension of the ceiling rail at the head side or foot side of the table to enlarge the parking distance of the frontal ceiling mounted stand.

Key benefits
• Park the X-ray system when not used to free up space

Park the system away from the table
To free up the operating area when the X-ray system is not being used, the ceiling rail extension lets you park it out of the way.

Specifications
The extension can be added at the head or foot end of the table to extend the frontal ceiling rail by up to 1.75 meters. A motor moves the X-ray system smoothly over the full length of the rail.

1.19 **Subtracted Bolus Chase** 1
Article No. NCVA694

Helps to visualize vessel structures when blood flow is difficult to estimate.

Key benefits
• Bolus Chase improves results in case of challenging step movements, a mismatch between blood flow and selected program, or lack of real-time image information.

During digital acquisition in non-subtracted mode with uninterrupted real-time image display, the contrast bolus is followed (chased) interactively by a motorized table scan movement using a hanbd-hold speed controller to adapt the speed of the table scan to the contrast flow. With biplane systems, this Bolus Chase is applied with the lateral channel.

Specifications
• Framespeed can be adapted.

• Bolusrun is followed with a maskrun, using the same speed curve and framespeed that was generated during the bolusrun.
• Viewing is possible in the subtracted and non-subtracted mode. If subtracted viewing is not required, the maskrun can be skipped.
• Subtracted Bolus Chase gives fast, accurate results high patient throughput and efficient patient management.
• Automated exposure control and precise speed control generate high quality images and excellent subtraction cases.

1.20 **Bolus Chase Reconstruction** 1
Article No. NCVD071

Key benefits
• Obtain a complete overview of peripheral vasculature in seconds
• Use overview image as a roadmap for diagnostic images

Complete overview of peripheral vasculature
Assessment of peripheral vasculature, such as the legs, can be challenging because of their length and the time required to reconstruct images of the entire anatomy. Our BolusChase Reconstruction option provides a complete reconstruction of peripheral vasculature from a single contrast injection in seconds. This overview image can be used as a roadmap next to the original diagnostic images.

Specifications
- In combination with the X-Ray Vascular package it is possible to view subtracted original images next to the reconstructed survey image.
- Calibration routines
- Manual measurements of line lengths (absolute and ratio's) and angles.
- Annotations
A calibration ruler is included in this package.

1.21 **SmartMask Monoplane** 1
Article No. NCVD072

Key benefits
• Simplifies roadmap procedures by overlaying fluoroscopy with a selected acquired image.
• Enables roadmap procedures to manage radiation dose and contrast media by selecting an image from an acquired series as a mask image.

Supports navigation during interventions without the need of additional contrast media.
SmartMask simplifies roadmap procedures by overlaying fluoroscopy with a selected acquired image in the Live X-ray window.

Specifications
The reference image can be faded in/out with variable intensity, controlled from tableside.
SmartMask uses the reference image displayed on the reference monitor. Any previously acquired image can be used as reference. SmartMask facilitates pre- and post- intervention comparisons to assess treatment results.

1.22 **30 frame per second extension for monoplane systems** 1
Article No. NCVD076

Introduction

The frame rate extension increases the monoplane system acquisition speed up to 30 frames per second for cardio studies requiring high-speed imaging.

Key Benefits

- Designed to enhance visualization of complex and pediatric interventions
- Up to 15 fr/sec and 30 fr/sec acquisition speed is achieved with a 1024 x 1024 matrix
- Up to 25 frames per second when using ClarityIQ

1.23 **Quantitative Coronary Analysis** 1
Article No. NCVD099

Key benefits
- Allows quantitative quantification of coronary artery dimensions
- Aids confident decision making for device selection, approach angles and follow-up
- Designed for efficiency with single click functions and fast results

Easily obtain objective assessment of coronary artery
To support decision making and allow assessment of vasculature during cardiac interventions, the 2D quantitative coronary analysis supports quantification of coronary artery dimensions of about 1 to 6 mm from 2D angiographic images. With one click, the relevant segment is detected and a visualization of the obstruction, healthy vessel, reference diameter, stenosis diameter and plaque area is created.

Specifications
- Automated segmentation of selected coronary
- Diameter measurement along the selected segment
- Automated obstruction analysis
- Stenosis diameter, stenosis length
- % stenosis diameter, % stenosis area
- Automated and manual calibration routines
- Store result page

Analysis of the targeted vessel segment has been simplified with the single click function. Position the mouse on or close to the stenotic area and click once to detect the relevant segment. The visualization shows the obstruction, healthy vessel, reference diameter, stenosis diameter and plaque area.

1.24 **Left Ventricular Analysis** 1
Article No. NCVD100

Key benefits
- Allows quantitative quantification of left ventricular volumes
- Designed for efficiency with single click functions and fast results

Easily obtain objective assessment of coronary artery

To support decision making and allow quantitative assessment of anatomy during cardiac interventions, the 2D Left Ventricular Analysis option supports quantification of left ventricular volumes and local wall motion from angiographic series. It calculates the ejection fraction and local wall motion parameters in different formats. Wall contours can be easily drawn both automatically and manually.

Specifications
- Various LV-volumes: ED, ES, Stroke Volume
- Ejection Fraction
- Cardiac Output
- Centerline Wall Motion
- Slager Wall Motion
- Automated and manual calibration routines
- ECG visualization facilitates image selection for analysis
- Store result pages

1.25 **Intercom** 1
Article No. NCVA082

- Enhance communication between exam room and control room

Enhance communication
The remote intercom is used to communicate between the examination and control room. A separate intercom can be connected to the system and placed in the preferred working position in the control room or examination room. The listen function can be selected separately on each intercom. Activating the talk function on a selected intercom automatically disables this function on the other intercom.

1.26 **Wireless footswitch: mono-plane version** 1
Article No. NCVC199

One wireless footswitch in the examination room.

Key benefits
- Reduces clutter around the examination table
- Simplifies preparation and cleanup
- Streamlines workflow in the interventional suite

Reduce clutter and streamline workflow
The wireless footswitch option streamlines workflow, reduces clutter, and simplifies preparation and cleanup in the interventional suite. Clinicians can use the footswitch to wirelessly control the X-ray system in the examination room, from any convenient position around the table. No sterile covers are needed with the IPX8 certified waterproof design.

Specifications
- The mono-plane wireless footswitch is a 3 pedal version; one pedal for fluoroscopy, one for exposure and one to control the room light/single shot. The pedals can be configured according customers preferred lay-out.
- The wireless footswitch is working via RF technology and is fully tested and released for medical use. It has an active range up to 10 meters, depending on structures within this range.

• The wireless footswitch has a lithium battery which only needs to be recharged once per week. During recharging the footswitch still can be used and is fully functional. In parallel, a wired footswitch can also be used.
• The status of the battery is indicated by an LED-indication on the footswitch itself, so that the user can decide when the footswitch needs to be recharged.
• The wireless footswitch has high water ingress protection standard (IPX8), it can easily be cleaned in water.
The wireless footswitch has an on/off switch. It can be switched off when not in use. When the footswitch is active, but not in use, it will go into a sleep-mode. It will be re-activated when touched or when one of the pedals is pressed.

1.27 **Premium Tilt & Cradle Table (Pivot, Tilt, Cradle, APC, Volcano)** 1
Article No. NCVD612

Introduction

The Azurion premium tilt & cradle patient table is designed to support a full range of applications, including gravity oriented and puncture procedures. It enables automated patient positioning, clinical flexibility, and enhanced patient comfort. It is also ready to support IVUS and physiology imaging at table side.

Key Benefits

- Remarkably high patient load ability, while enabling effortless table panning
- Allows for emergency CPR in any table position
- Support precise imaging and improve access to patients for gravity oriented and puncture procedures at required angle with isocentric tilt and cradle-tilt functionality
- Save time and manage X-ray dose with automatic positioning
- Prepared for IVUS and physiology integration at table side with a Philips IntraSight system

Details

The Azurion premium tilt & cradle table is a dedicated patient table supporting a full range of procedures. The feather-light free floating table top has a remarkably high patient load ability, whilst enabling effortless table panning. It allows for emergency cardiopulmonary resuscitation (CPR) in any table position.

Simplify transradial access, upper extremity angiography and patient transfer with the pivot feature. One finger push-to-pivot allows effortless positioning. A secure mechanism locks the table top in place, makes it even easier to transfer patients.

The integrated isocentric tilt and cradle functionality supports precise imaging during gravity oriented or puncture procedures at the required angle, and enables enhanced patient comfort. While tilting the table, the c-arm automatically adapts to keep the region of interest in the isocenter. Cradling allows the tabletop to roll from side to side, to improve patient access and positioning.

The full system Automatic Position Control (APC) provides an easy way to recall and store stand and table positions,to help manage x-ray dose and improve efficiency. The integrated tabletop brake kit also prevents the tabletop from floating when power goes off.

The table comes with the required cabling pre-installed to connect a Philips IntraSight system that allows for easy control of your IVUS and physiology imaging at table side. The cabling is neatly routed through the table base supporting a clean work environment.

Specifications

Patient table			
Table height (min./max.)	79 -106 cm (31.07 inch - 41.68 inch)	**Tabletop length (incl. OR rail)**	319 cm (125.6 inch)
Tabletop width	50 cm (19.7 inch)	**Max. table load**	275 kg (606 lbs) + 500 N additional force max. tabletop extension in case of CPR
Max. patient weight	250 kg (551 lbs)	**Table up/down the speed**	30 mm/s (1.2 inch/s)
Pivot range	-90°/+180° or -180°/+90°	**Detent positions for pivot movement**	0°, 13°, 90° and 180° or -180° (+/- 0.5°)
Tilt range	-17° (head down) to +17° (head up) with tilt speed of 2 degrees/s	**Cradle range**	-15° to + 15°

Includes

The Azurion premium tilt & cradle patient table includes: Pivot, Tilt, Cradle, Full-system auto-position control (APC), Prep table for IntraSight.

The patient table is delivered with the following accessories: a patient mattress, patient straps, drip stand, OP rail accessory clamps, cable holders (15 pieces) and a set of arm supports.

Additional Information

The Azurion premium tilt & cradle patient table can be enhanced with the Prepared for table mount injector option and subtracted bolus chase option.

The table height range can change due to other options. If altered specifications apply, this will be listed in the respective option article.

1.28 **Dynamic Coronary Roadmap** 1
Article No. NCVC542

Introduction

When advancing guidewires and devices through the vasculature during percutaneous coronary interventions, it's important to understand the relationship between the device and the anatomy. Navigation is based on the physician's knowledge of the patient's anatomy, shown on angiograms and live fluoroscopic images. As the physician works, small shots of contrast agent are applied to check the device position, on the live fluoro image with the anatomical reference provided by the previously acquired angiogram.

Details

Note: when ordering Dynamic Coronary Roadmap and/or StentBoost Live for a non-FlexVision system a single dedicated color monitor must be added to the MCS.

Dynamic Coronary Roadmap is a Medical Device as defined in Regulation (EU) 2017/745 (EU-MDR)

Includes

Dynamic Coronary Roadmap combines the live fluoro and angiogram image into a single adaptive roadmap image, which provides immediate feedback on the position of the device and its relationship to the anatomy to guide navigation. Dynamic Coronary Roadmap features include: - Automatic creation and storage of a dynamic roadmap from each acquired coronary angiogram. Only one roadmap per projection is stored; - Automatic overlay of the dynamic roadmap on live fluoroscopy; - Automatic guidance to reach projections for which a roadmap is available; - The Dynamic Coronary Roadmap functionality is fully integrated in the interventional X-ray system; - Image snapshots or movies can be archived to any DICOM compatible PACS. These include DICOM XA and DICOM SC.

1.29 **Remote Service IGT**
Article No. 722240

Details

Configured offering

1.30 **Remote Service IGT** 1
Article No. NCVD686

1.31 **Cabinet Rear Cover** 1
Article No. 459801079651

Cabinet Rear Cover

1.32 **Cabinet Rear Cover Deep** 2
Article No. 459801613311

Introduction

The Cabinet Rear Cover Deep is part of the Azurion technical cabinets and, depending on country of delivery, can be delivered before the actual system delivery to support a more efficient installation process.

1.33 **Patient table adaptation plate** 1
Article No. 989600213943

Introduction

The patient table adaptation plate is designed to simplify the installation process of the Azurion patient table. As the adaptation plate can be installed on top of the room floor, it is not necessary to carry out extensive floor construction works, which is usually required in case the floorplate is embedded into the floor.

Details

This option increases the minimum table height, specified in the default configuration, by 3cm (1.2 inch).

Includes

The patient table adaptation plate is backwards compatible. This means that a new Philips Azurion patient table can be mounted on top of an existing floorplate of predecessor tables, which were used in the previous Philips Allura platform (AD5 patient table).

1.34	**CEILING RAILS FLEXARM 7800** **Article No. 459801008361** CEILING RAILS FLEXARM 7800	1
1.35	**CEILING RAIL FLEXARM INTERFACE SET 7800** **Article No. 459800999222**	1

Introduction

The Ceiling Rail FlexArm Interface Set delivers required installation material to mount the Azurion FlexArm ceiling rails.

Details

This item is listed separately in the quotation to allow for a pre-delivery shipment so that the rail construction can be shipped and installed before the rest of the system is delivered to the hospital.

Line	Description	Qty
2	**CV Third Party Products** **Article No. 100133**	
	Details Configured offering	
2.1	**Black Anti-fatigue Floor Mat w/logo.** **Article No. 989801220375**	1

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Details

"Black Anti-fatigue Floor Mat with Philips Logo

36"" x 60""""

Line	Description	Qty
3	**SyncVision** **Article No. 797406** **Introduction** Configured offering	
3.1	**SyncVision** **Article No. NVLV010** **Introduction** SyncVision IVUS Co-registration System SyncVision IVUS and IFR Co-registration System SyncVision Workstation CPU, Power Supply, Isolation Transformer Medical Grade, Joystick Controller, Optical USB Mouse and Keyboard, LCD Monitor 19" Philips, Cable Kit, SyncVision System Operator's Guide.	1

Line	Description	Qty
4	**Deinstall and reinstall of Intrasight** **Article No. SP00211** Deinstall and reinstall	1

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3. Local Sales Terms and Conditions

Line	Product Code	Contract Name	Contract No.	Invoice Schedule
1	722234 Azurion 7 M20	Vizient Supply LLC XR0703	XR0703	0/80/20
2	100133 CV Third Party Products	Vizient Supply LLC XR0703	XR0703	0/80/20
3	797406 SyncVision	Vizient Supply LLC XR0703	XR0703	0/80/20
4	SP00211 Deinstall and reinstall of Intrasight	NONE	NONE	0/80/20

Payment Terms US: Net 30 Days

INCO Terms: Carriage and Insurance Paid To Destination

This is a cash price quote, which includes ACH, check, and wire transfer. Any other form of payment will result in different price, which may be higher.

Billing Terms: Are as displayed under the Invoice Schedule table above. For each item, X/Y/Z milestones are defined as follows (unless an Agreement specifying alternative payment terms has been negotiated between the parties):

X is the percentage invoiced upon signed acceptance of quotation or upon receipt of Customer Purchase Order
Y is the percentage invoiced upon delivery of major components to Customer designated location or Philips warehouse.
Z is the percentage invoiced upon completion of installation or product available for first patient use, whichever occurs first.
Z is the percentage invoiced 30 days from date of shipment (Ultrasound Systems Portfolio Only)

If DEMO Equipment is included in this quotation it is sold under the Contact No. Contract Name/Contract Number ("Contract") of the products/solution included in this quotation.

All amounts in this quote are in USD

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4. Signature Page

Invoice to:
St Lukes Hospital
232 S Woods Mill Rd
Chesterfield, MO 63017-3485

	Total Net Price
Total Net Price	$ 1,518,233.96

Acceptance by Parties

Each Quotation solution is issued pursuant to and will reference a specific Contract Name/Contract Number ("Contract") representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. Philips Standard Terms and Conditions for Value Added Services (VAS) and Connected Care Warranty is located at https://www.usa.philips.com/healthcare/support/terms-and-conditions. Any PO for the items herein will be accepted subject to the terms of that Contract. If no Contract is shown, Philips Terms and Conditions of Sale including applicable product warranty or Philips Terms of Service ("Philips Terms") located in the Philips Standard Terms and Conditions of the quotation shall solely apply to the quoted solution. **Issuance by customer of a non-contingent signed purchase order(s) referencing the quote and master agreement (as applicable) expressly represents customer's acceptance of the quotation and the associated terms in lieu of the customer signature on this quotation**. Each equipment system and/or service listed on purchase order/orders represents a separate and distinct financial transaction.

We understand and agree that each transaction is to be individually billed and paid. This quotation contains confidential and proprietary information of Philips Healthcare, a division of Philips North America LLC ("Philips") and is intended for use only by the customer whose name appears on this quotation. Except as otherwise required by state or federal law after strict compliance with any applicable notification and procedural requirements therein, it may not be disclosed to third parties without the prior written consent of Philips. This quotation provides contract agreement discounts and does not reflect rebates that may be earned by Customer, under separate written rebate agreements, from cumulative volume purchases beyond the individual quantity being ordered under this quote. Customer is reminded that rebates constitute discounts under government laws which are reportable by Customers.

The price above does not include sales tax.

Please fill in the below if applicable:

1. Tax Status: Taxable _____ Tax Exempt _____
   If Exempt, please indicate the Exemption Certification Number: _____, and attach a copy of the certificate.
2. Requested equipment delivery date _____
3. If you do not issue formal purchase orders indicate by initialing here: _____
4. For Recurring Maintenance Service & Support Agreements with New Equipment Purchases: Our facility does issue formal purchase orders; however, due to our business/system limitation, we cannot issue a formal purchase order for the service agreement until 90 days prior to standard warranty expiration. Our facility agrees to submit the service agreement purchase order at such time. Initialed: _____

CUSTOMER SIGNATURE
by its authorized representative

Signature: _____

Print Name: _____

Title: _____

Date: _____

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5. Philips Standard Terms and Conditions

General Terms and Conditions of Sale and Software License
("Conditions of Sale") (Rev 25.2)

1. **Quotation, Order, and Payment**
   - 1.1 The equipment, service, and software ("Product(s)") offered on the quotation by the Philips legal entity identified thereon ("Quotation") are subject to these Conditions of Sale. The Quotation expires as indicated and may be amended or revoked by Philips before Customer's acceptance. Purchase orders are subject to Philips' confirmation. Customer's terms and conditions do not apply to the Products.
   - 1.2 Prices and payment terms are in the Quotation. Orders are subject to Philips' credit review and approval. Prices exclude taxes, which are Customer's responsibility. Philips will invoice and Customer will pay all applicable taxes unless Customer provides a tax exemption certificate in advance.
   - 1.3 Customer will pay interest on late payments not disputed in good faith at an annual rate of 12%, billed monthly. If Customer fails to pay or breaches these Conditions of Sale, Philips may suspend its obligations and deduct the unpaid amount from any amounts owed to Customer, in addition to other rights or remedies. Philips can recover all costs and expenses, including reasonable attorneys' fees related to enforcement.
   - 1.4 Customer cannot cancel an order for equipment. If Customer cancels an order for equipment before the order is sent to the factory, Customer will pay 15% of the net selling price. If Customer cancels after the order for equipment is sent to the factory, Customer will pay the full net selling price. If Customer has not taken delivery of equipment within 24 months from Quotation acceptance, the order is deemed canceled and the cancelation charges in this section will apply according to their terms. In all cases cancelation of orders of software shall be governed by the terms of the Product schedule applicable to such software Product. In the absence thereof, such orders are non-cancelable.
   - 1.5 Philips may make partial or early shipments, and Customer will pay invoices for such shipments according to the payment terms in the Quotation. Payments can be made by check, ACH, or wire. Philips does not accept transaction fees for electronic fund transfers or other payment methods. Philips imposes a 2% surcharge on credit cards, not exceeding its cost of acceptance. Check payments over $50,000 USD must be paid via eCheck or Philips prepaid FedEx account with tracking.
   - 1.6 Philips is entitled to retain a security interest in the Products until full payment is received. Philips may change the design or specifications of the Products at any time, provided the change does not adversely affect performance.
2. **Lease and Trade-In**
   - 2.1 If Customer wants to convert a purchase to a lease, Customer must provide relevant rental documents for review and approval by Philips within 90 days before delivery. Customer is responsible for converting the transaction to a lease and securing the leasing company's approval of these Conditions of Sale. No product will be delivered until Philips receives and approves the fully executed lease documents. If the lease does not fund, Customer guarantees payment of all monies due, Philips may convert the lease back to a purchase and invoice Customer, and Customer will pay all invoiced amounts per the invoice terms.
   - 2.2 For any equipment being traded in ("Trade-In"), Customer warrants it has good and marketable title. The trade-in value depends on Customer providing the Trade-In by the date Philips makes the new Product available for first patient use and may change if Customer delays delivery, installation, or go-live dates, or if the Trade-In is not in good working order, is damaged, or differs from the Quotation. Customer must clean and sanitize all components, drain chiller lines, cap plumbing, and delete personal data. Customer agrees to reimburse Philips for any out-of-pocket costs arising from Customer's breach of this section.
3. **Shipment and Installation**
   - 3.1 Philips will deliver the Products according to the shipping terms in the Quotation. Additional costs for different delivery terms are Customer's responsibility. Philips will make reasonable efforts to meet the delivery date confirmed by Philips with Customer prior to releasing the Product for production ("Delivery Date"). If Customer delays delivery beyond the Delivery Date, Customer will pay reasonable expenses incurred by Philips, including storage fees, transportation expenses, and related costs. Customer will pay any delivery installment payment upon delivery to Customer site or Philips warehouse.
   - 3.2 For installation by Philips, Customer must at its own expense (i) provide secure, adequate storage for the Products and unobstructed access to the Products and installation site; (ii) comply with Philips' installation requirements and applicable safety, electrical, and building codes; (iii) remove hazardous material; (iv) obtain necessary permits and licenses; (v) assist in moving the Products to the installation site; and (vi) be responsible for rigging, removal of obstacles, and restoration work. If Products are connected to a computer network, Customer is responsible for network security.
   - 3.3 If the above conditions are not met, Philips may interrupt installation and testing and extend the installation period, and Customer will pay any additional costs. Philips is not liable for the fitness or adequacy of the premises or utilities for installation or storage.
4. **Product Warranty**
   - 4.1 The following warranty provisions will apply to the Product in the absence of a Product-specific warranty attached to the Quotation, excluding Hospital Patient Monitoring (HPM) Product(s). The HPM Product warranty is set forth at https://www.usa.philips.com/healthcare/support/terms-and-conditions and incorporated into these Conditions of Sale, and Customer's signature of the Quotation or issuance of purchase order for the HPM Product(s) will be deemed agreement that such terms apply.
   - 4.2 For hardware Products, Philips warrants the Product will materially comply with its specifications for one year from acceptance or first clinical use, but in any event no more than 15 months from shipment, provided the Product has been properly used and maintained. Philips warrants disposable Products intended for single use will be of good quality until the expiration date.
   - 4.3 Philips warrants stand-alone Licensed Software will substantially conform to the technical specification for 90 days from availability.
   - 4.4 Philips warrants services will be performed in a good and workmanlike manner for 90 days after completion. Philips' sole liability, and Customer's sole remedy, for breach of this service warranty is to give credit for the service price or re-perform the services.
   - 4.5 To make a warranty claim, Philips must receive written notice within the warranty period and a reasonable period after discovery of the defect. Replaced Product or parts must be returned to Philips and will be Philips' property.
   - 4.6 Philips' warranty obligations and Customer's sole and exclusive remedy are, at Philips' option, repair or replacement of the Product or part, or a pro rata refund of the purchase price after a reasonable cure period and return of Product(s). Replacement parts will be new or equivalent.
   - 4.7 Philips has no obligations for defects resulting from use, operation, modification, configuration, calibration, or maintenance not in accordance with the Product specification and instructions; abuse, negligence, accident, or damages caused by Customer; improper site preparation, external sources, or third-party products. Philips is not responsible for third-party product warranties but will make reasonable efforts to extend third-party warranties and service solutions to Customer.
   - 4.8 During the warranty and any service arrangement, Customer must provide and maintain a dedicated high-speed internet connection for remote servicing compatible with Philips Remote Service Data Center (PRSDC). If Customer fails to provide access, Customer accepts any impact on Products availability, additional cost, and speed of resolution.
   - 4.9 THE WARRANTIES IN THESE CONDITIONS OF SALE AND QUOTATION ARE THE SOLE WARRANTIES MADE BY PHILIPS, EXPRESSLY IN LIEU OF ANY OTHER WARRANTIES, INCLUDING ANY WARRANTY OF NON-INFRINGEMENT, QUIET ENJOYMENT, MERCHANTABILITY, OR FITNESS FOR A PARTICULAR PURPOSE.

PHILIPS DISCLAIMS IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. PHILIPS DOES NOT WARRANT ANY PRODUCT USING THE CLOUD TO BE UNINTERRUPTED OR ERROR-FREE.

5. Limitation of Liability

5.1 THE TOTAL LIABILITY OF PHILIPS FOR ALL DAMAGES AND CLAIMS ARISING FROM OR RELATING TO ANY PRODUCTS AND SERVICES UNDER THESE CONDITIONS OF SALE AND QUOTATION, WHETHER BASED ON TORT (INCLUDING NEGLIGENCE)), BREACH OF CONTRACT, INDEMNITY, AT LAW OR EQUITY, IS LIMITED TO THE TOTAL AMOUNTS PAID BY CUSTOMER TO PHILIPS UNDER THESE CONDITIONS OF SALE AND QUOTATION.

5.2 PHILIPS IS NOT LIABLE FOR INDIRECT, PUNITIVE, INCIDENTAL, EXEMPLARY, SPECIAL, OR CONSEQUENTIAL DAMAGES, INCLUDING LOSS OF DATA, PROFITS, REVENUE, BUSINESS INTERRUPTION, OR USE, REGARDLESS OF WHETHER THEY ARE FORESEEABLE OR NOT AND WHETHER THE CLAIM IS MADE IN TORT, BREACH OF CONTRACT, INDEMNITY, AT LAW, OR IN EQUITY.

5.3 THE FOLLOWING ARE NOT SUBJECT TO THE LIMITATIONS OF LIABILITY UNDER SECTION 5.1 AND CONSTITUTE DIRECT DAMAGES: (a) THIRD-PARTY CLAIMS FOR BODILY INJURY OR DEATH CAUSED BY PHILIPS' NEGLIGENCE OR PROVEN PRODUCT DEFECT, (b) CLAIMS OF TANGIBLE PROPERTY DAMAGE REPRSENTING PHYSICAL PROPERTY DAMAGE CAUSED BY PHILIPS' NEGLIGENCE OR PROVEN PRODUCT DEFECT, (c) OUT-OF-POCKET COSTS FOR PATIENT NOTIFICATIONS REQUIRED BY LAW DUE TO PHILIPS' UNAUTHORIZED DISCLOSURE OF PROTECTED HEALTH INFORMATION, (d) FINES OR PENALTIES LEVIED AGAINST CUSTOMER BY GOVERNMENT AGENCIES DUE TO PHILIPS' UNAUTHORIZED DISCLOSURE OF PROTECTED HEALTH INFORMATION, AND (e) PHILIPS' INFRINGEMENT INDEMNIFICATION OBLIGATIONS.

6. IP Indemnification

6.1 Philips will indemnify, defend, and hold harmless Customer against any claim that a Philips Product infringes third-party intellectual property (IP), provided Customer gives Philips prompt written notice, full information and assistance, and sole control of the defense or settlement. If a Product is found or believed to infringe valid IP, or Customer is enjoined from using the Product, Philips may procure the right for Customer to use the Product, replace or modify the Product, or provide a pro rata refund upon return of the Product. Philips has no obligation for claims arising from compliance with Customer's designs, specifications, or instructions; use of Customer-supplied technical information; modifications by Customer; use not in accordance with specifications or instructions; use with other products not sold by Philips; use of prior releases; or use after Philips advises Customer to stop use. These terms state Philips' entire obligation and liability for infringement claims and Customer's sole remedy.

7. Ownership, Use, and Exclusivity of Product Documents and Other Proprietary Service Materials

7.1 Philips' documents, manuals, and technical information related to product maintenance or service are proprietary. They cannot be copied, reproduced, transmitted, disclosed, or used without Philips' written consent. Philips' technical maintenance or service software is also proprietary and intended solely for Philips' use, unless otherwise agreed in writing by Philips and Customer.

8. Export Control and Product Resale

8.1 Customer is responsible for obtaining export authorizations for the Products. US Customers cannot transfer Products outside the US.

9. Licensed Software Terms

9.1 Subject to Customer's compliance with these Conditions of Sale, Philips grants Customer a non-exclusive, non-transferable, non-sublicensable license to use software Products and software embedded in Products ("Licensed Software") according to the Quotation and according to the instructions for use accompanying the Products.

9.2 Licensed Software is licensed, not sold, and all intellectual property rights remain with Philips. Customer may make one backup copy. Customer will preserve the confidential nature of the Licensed Software and maintain copyright notice or proprietary legends on copies.

9.3 Customer will not (and shall not allow any third party to) decompile, disassemble, modify, reproduce, or otherwise reverse engineer the Licensed Software. Any modification of the Products or system shall be deemed unauthorized and may be deemed as remanufacturing of the Products or systems. Installation of Philips-issued patches or updates is not a modification.

9.4 Philips and its affiliates may use, on a royalty-free basis, feedback or suggestions for modification or enhancement of the Licensed Software for licensing to third parties. Customer agrees to comply with third-party licensed software terms and indemnify Philips for any damage arising from failure to comply. If the third-party licensor terminates the license, Philips may terminate the license with Customer and make reasonable efforts to procure a solution.

9.5 Customer is responsible for buying and managing anti-virus software to protect the products and all virus issues with the Licensed Software. Use of anti-virus in a manner not recommended by Philips is Customer's sole responsibility.

9.6 Customer's installation or use of unauthorized updates may adversely affect functionality and performance. Philips has no liability for performance issues caused by unauthorized updates, and the warranty is void during the period of use of such unauthorized updates. Philips may require Customer to roll back unauthorized updates to the most recent validated version before performing services. Philips tests the latest applicable security updates and publishes them as Philips Product Security Status documents. It is Customer's responsibility to deploy validated updates.

9.7 Customer will ensure third parties complete interface work by the interface testing date. Philips may terminate interface obligations and refund pre-paid amounts for interfaces, excluding amounts for work performed prior to termination, if Customer delays result in not meeting the interface testing date. Terminated interfaces will be re-evaluated under a separate new sales contract.

9.8 Philips is not responsible for business continuity or disaster recovery plans or data backup. Customer is responsible for daily backups and otherwise determining appropriate frequency. Backups should occur daily at a minimum. Hard drives on Products are not to be used as a data repository and all images and reports on Product shall be sent to different storage device such as Picture Archive and Communication System (PACS) or Health Suite Imaging (HSI) system, at minimum on a daily basis.

9.9 Professional services for Licensed Software implementation will adhere to a statement of work and be subject to these terms. A statement of work signed by the Customer is required by Philips at the time of Customer order placement of Philips Enterprise Informatics Licensed Software Products.

10. Confidentiality

10.1 The Parties will keep confidential any information of the other party and use it only to carry out their rights and obligations under these Conditions of Sale and the Quotation. This obligation does not extend to public domain information or information disclosed by law or court order.

11. Compliance with Laws

11.1 Each party will comply with all applicable laws, rules, and regulations.

11.2 Philips may process personal data in relation to services. Philips will process protected health information (PHI) as defined by HIPAA on behalf and by instruction of Customer under a Business Associate Agreement. Philips may process log files or device parameters containing personal data, including PHI, to provide services and comply with regulations and standards.

11.3 Customer consents to Philips' use of non-personal data for business purposes, including data analytics, product and service improvement, marketing claims, and benchmarking. Philips will not use Customer's name without prior written consent.

12. Force Majeure

12.1 Neither party is liable for non-performance caused by circumstances beyond its control, including acts of God, war, civil war, insurrection, fire, flood, labor

disputes, epidemics, pandemic, cyber-attack, terrorism, governmental regulations, embargoes, export control sanctions, or Philips' unavailability regarding permits, licenses, authorizations, default, or force majeure of suppliers or subcontractors. If Philips is unable to perform due to a force majeure event that continues for 90 consecutive days, Customer may terminate the Quotation for any Product(s) not yet delivered.

13. Miscellaneous

13.1 Products may contain remanufactured parts equivalent to new in performance.

13.2 If Customer becomes insolvent, files for bankruptcy, has assets assigned or frozen, Philips may cancel unfulfilled obligations or suspend performance. Customer's financial obligations remain in effect.

13.3 If any provision of these Conditions of Sale is deemed unlawful, unenforceable, or invalid, the remaining provisions remain in effect, and a new provision reflecting the original intent will be substituted.

13.4 Notices or communications will be given in writing and deemed effective if delivered in person or sent by courier or mail.

13.5 Failure to require compliance with any obligation does not affect the right to enforce it later.

13.6 Customer may not assign rights or obligations without Philips' prior written consent, except for a sale of substantially all of Customer's assets or internal reorganization, and provided that in each case Customer is not in breach of any payment obligations and the assignee assumes all liabilities and obligations in writing.

13.7 Customer's obligations do not depend on other agreements with Philips. Customer will not exercise any offset right in relation to other agreements.

13.8 All transactions are governed by the laws of the state where the Product will be installed, excluding the Uniform Computer Information Transactions Act (UCITA). EACH PARTY WAIVES ALL RIGHT TO TRIAL BY JURY OF ANY CLAIM ARISING WITH RESPECT TO THIS QUOTATION.

13.9 Customer will report immediately to Philips any event suggesting a Product may have caused or contributed to a death or serious injury or malfunctioned in a way that could likely cause or contribute to such events. Customer will report complaints regarding the identity, quality, performance, reliability, safety, effectiveness, labels, or instructions for use of the Products. Philips is responsible for submitting filings or reports to governmental authorities unless otherwise required by law.

13.10 Philips and Customer will comply with the Omnibus Reconciliation Act of 1980 (P.L. 96-499) and its implementing regulations (42 CFR, Part 420). Philips agrees that until the expiration of 4 years after furnishing Products pursuant to these Conditions of Sale, Philips will make available, upon written request of the Secretary of the Department of Health and Human Services, or upon request of the Comptroller General, or any of their duly authorized representatives, these Conditions of Sale and the books, documents, and records of Philips that are necessary to verify the nature and extent of the costs charged to Customer hereunder. Philips further agrees that if Philips carries out any of the duties of these Conditions of Sale through a subcontract with a value or cost of ten-thousand U.S. dollars ($10,000.00) or more over a 12 month period, with a related organization, such subcontract will contain a clause to the effect that until the expiration of 4 years after the furnishing of such Products pursuant to such subcontract, the related organization will make available, upon written request to the Secretary, or upon request to the Comptroller General, or any of their duly authorized representatives the subcontract and the books, documents, and records of such organization that are necessary to verify the nature and extent of such costs. This section relating to the retention and production of documents is included because of possible application of Section 1861(v) (1) (1) of the Social Security Act (42 U.S.C. 1395x (v) (1) (I) (1989)), as amended from to time to these Conditions of Sale. If Section 1861(v) (1) (1) should be found to be inapplicable, then this section will be deemed inoperative and without force and effect.

13.11 Philips, as the date of signature of the Quotation, represents and warrants that Philips, and its employees and subcontractors, are not debarred, excluded, suspended, or ineligible to participate in federal or state health care programs (an "Excluded Provider"). Philips will notify Customer if it becomes aware of any Excluded Provider status. Upon receipt of such notice, Customer will provide Philips with reasonable opportunity to discuss and attempt to resolve any concerns related to Excluded Provider status of Philips or its employee or subcontractor. In the event Philips is unable to resolve the Excluded Provider status of Philips or its employee or subcontractor, Customer may terminate orders for Product not yet shipped or services not rendered prior to the date Philips or its employees or subcontractors became Excluded Providers.

13.12 Customer will notify Philips if any portion of the order is funded under the American Reinvestment and Recovery Act (ARRA).

13.13 These Conditions of Sale, the terms in the Quotation, and any applicable Product-specific warranty constitute the entire agreement and supersede all previous understandings or agreements regarding the transactions contemplated by the Quotation. No additional terms, conditions, consents, waivers, alterations, or modifications are binding unless in writing and signed by the parties.

13.14 The Product-specific schedules included with these Conditions of Sale apply solely to the specified Products and govern in the event terms expressly set forth in the schedule conflict with terms expressly set forth in these Conditions of Sale.

PHILIPS

Schedule 1
Imaging Systems Portfolio (IS) (Rev 25.2)

Product Category	Products
Image Guided Therapy (IGT)	Interventional X-Ray (iXR)
	Mobile C-Arms (Surg)
	Philips Image Guided Therapy Corporation (IGTD) fka Volcano (capital only)
Diagnostic Imaging	Digital X-Ray (DXR)
	Computed Tomography (CT)
	Magnetic Resonance (MR)
	OEM Imaging Components (Coils)
	Positron Emission Tomography (PET/CT)
	Advanced Molecular Imaging (SPECT & SPECT/CT)
	Radiation Oncology (PROS)

1. Payment Terms

1.1 Unless otherwise specified in the Quotation, Philips will invoice Customer (a) 80% of the purchase price upon delivery of the major components of the Product and (b) 20% of the purchase price when the Product has been installed and substantially meets Philips' systems verification functionality set forth in the installation manual. Customer shall pay Philips net 30 days from invoice date.

2. Additional Magnetic Resonance (MR) Terms and Conditions

2.1 Customer Installation Obligations

2.1.1 Prior to delivery, Customer shall: (i) comply with Philips' specifications and all radio frequency (RF), magnetic shielding, acoustical suppression, and building codes relevant to the Product and (ii) provide detailed information on the proposed helium exhaust pipe, including detailed architectural drawings, a completed Helium Exhaust Pipe Verification Checklist (provided by Philips), and picture(s) showing the helium exhaust pipe discharge.

2.1.2 Costs of equipment preservation will be passed to Customer if the installation site is not ready due to delays not caused by Philips. Additionally, climate control costs during and after equipment installation are also the responsibility of Customer.

3. MR Subscription

3.1 If the Quotation includes Magnetic Resonance Imaging (MRI) software license packages offered under an MR subscription ("MR Subscription"), the Quotation is subject to the additional Schedule 1-A (MR Subscription) terms set forth on https://www.usa.philips.com/healthcare/support/terms-and-conditions. Customer's signature of the Quotation or issuance of purchase order in connection with the Quotation will be deemed agreement that such terms are incorporated herein and apply to Customer's purchase.

PHILIPS

Schedule 1-B
Additional Terms and Conditions for Azurion Release 3 – Technology Maximizer Essential Program (Rev 25.2)

1. **Services**
   - 1.1 Philips Technology Maximizer (alternately referred to as Tech Max) Essential program is included in Customer's purchase of an Azurion Release 3 Product for five years from Product installation date ("Term"). Philips will make available upgrade(s) for the equipment as specified on the Quotation ("Equipment") as outlined below and according to the Quotation to maintain the Equipment at latest configuration including:
     - 1.1.1 Major release upgrades to the core system Licensed Software, which is designed to run the system's hardware and essential application programs ("Core System Software");
     - 1.1.2 Third-party operating system (OS) updates;
     - 1.1.3 Any available safety and security updates, which are included in a major release;
     - 1.1.4 Limited clinical training for new or enhanced functionality if operational workflows are modified as part of an upgrade; and
     - 1.1.5 A one-time computer hardware replacement.

2. **Terms and Conditions of Technology Maximizer**
   - 2.1 Philips will provide Technology Maximizer Essential for the Equipment, identified by its serial number following installation, during the Term.
   - 2.2 Technology Maximizer does not include basic Equipment preventive maintenance.
   - 2.3 Licensing. All Philips Licensed Software upgrades are subject to the Licensed Software terms and conditions agreed to at purchase of the Equipment or Licensed Software sale (as applicable), including but not limited to usage and license limitations.
   - 2.4 Software Warranty. All Philips Licensed Software upgrades issued under the Quotation are subject to the warranty terms and conditions agreed to at purchase of the Equipment or Licensed Software sale (as applicable) for a warranty period of 90 days.
   - 2.5 Upgrade preconditions. All upgrades and new software features and/or applications may be delivered, if and when:
     - 2.5.1 made commercially available by Philips during the Term;
     - 2.5.2 supported by the Equipment hardware and configuration; and
     - 2.5.3 intended for use in the "clinical domain" identified in the Quotation or otherwise as explicitly specified in the Quotation.
   - 2.6 Upgrade Delivery Process. Philips will notify Customer of a qualifying upgrade. Customer must provide written notice (email is sufficient) during the Term of intent to receive the upgrade. If Customer does not provide written notice of intent to receive the upgrade, then Philips is under no obligation to provide such upgrade. To be eligible to receive the upgrade, Customer must accept an upgrade made available within the Term and have the upgrade scheduled for installation during the Term or within one year following expiration of the Term.
   - 2.7 Upgrade Limitations. Upgrades provided under Technology Maximizer may not be sold, transferred, or assigned to any other product or third party
   - 2.8 Parts removed for an upgrade become Philips' property.
   - 2.9 Availability limitation. If Customer refuses the installation of an upgrade or no upgrade is provided by Philips (for any reason, e.g., not made available commercially) during the Term, no credit or refund is provided. Philips makes no representations in number of upgrades or enhancements made available during the Term. The release of all third-party software publishers' upgrades is at the sole discretion of the software publisher, only to the extent made available to Philips, and subject to prior validation by Philips for use with the Equipment. Philips validation of third-party software includes without limitation screening for safety issues, processing delays, or image distortion. Any upgrades/updates or enhancements to the Philips application software is subject to regulatory clearance and commercial availability, solely at Philips' discretion.

PHILIPS

Schedule 1-C
Philips OneSpace Insights (Rev 25.2)

Product Category	Products
OneSpace Insights	The Level 0 Basic/ Premium and Level 1 Premium Enterprise Optimization Services

1. **License Service Performance and Inventory Dashboard and Reporting (Level 0)**
   1.1 Philips aims to provide Customer with service performance, operation and inventory data for Products covered hereunder ("Dashboard and Reporting"). The Dashboard and Reporting shows the overall performance information for Products covered under warranty or service contract where data (e.g., logfiles) is generated that can be sent to other sources (e.g., ServiceMax) through Philips Remote Services (PRS).
   1.2 The Dashboard and Reporting is made available to Customer via an access license for the term defined in the Quotation. Customer receives five user licenses per site for accessing the Dashboard and Reporting as part of the standard access subscription. Additional user licenses may be separately purchased. Philips may suspend any unpaid additional licenses immediately without notice. Philips may, in its sole discretion, make changes or cancel any access to the Dashboard and Reporting or features associated with it based on the terms and conditions of the Quotation. In order to be eligible to use OneSpace Insights, Customer must have post-warranty maintenance and support coverage or in-warranty service coverage for the devices with which they are being used.

2. **License Philips OneSpace Insights (Level 1/ Premium)**
   2.1 If included in the Quotation, Philips will provide Customer with Philips OneSpace Insights, in addition to the Dashboard and Reporting. Philips OneSpace Insights license is licensed on a per-Site basis and contains operation data (being utilization, cybersecurity status, dose management and assessment) for equipment covered under an in-warranty or service contract. For the purpose of this Exhibit, "Site" means each physical location of Customer where equipment is located. In order to be eligible to use OneSpace Insights, Customer must have post-warranty maintenance and support coverage or in-warranty service coverage for the devices with which they are being used.

3. **Acceptance**
   3.1 Acceptance for Dashboard and Reporting occurs upon receipt of an e-mail notification from Philips that the Dashboards have been enabled to the specific users. Receipt of such e-mail will deem the Dashboard to have been accepted.

PHILIPS

Schedule 14
Additional Terms and Conditions for Technology Maximizer (Rev 25.2)

1. **Services**
If Philips Technology Maximizer ("Technology Maximizer") is purchased under this Agreement for a specific piece of Equipment identified by its serial number, and the requirements of the Agreement are satisfied, then Philips will make available upgrade(s) during term of agreement for the Equipment as outlined below and according to the Technology Maximizer version listed on the Quotation. Technology Maximizer is available in the following versions, subject to modality and market variations:

1.1 Technology Maximizer Essential
1.1.1 Maintain Equipment at latest configuration as follows:
1.1.1.1 Major release upgrades to the core system Licensed Software which is designed to run the system's hardware and essential application programs ("Core System Software");
1.1.1.2 Third party operating system (OS) updates;
1.1.1.3 Any available safety and security updates which are included in a major release;
1.1.1.4 If operational workflows are modified in the latest upgrade, Philips will provide clinical training for new or enhanced functionality of that upgrade; and
1.1.1.5 Hardware replacement to support software upgrades is not included unless specifically included in the Quotation.

1.2 Technology Maximizer Plus
1.2.1 Maintain Equipment at latest configuration as follows:
1.2.1.1 All Technology Maximizer Essential deliverables listed above;
1.2.1.2 Software upgrades to previously purchased Philips Licensed Software on the Equipment other than the Core System Software such as ancillary applications which accomplish specialized clinical functions on the Equipment;
1.2.1.3 Application training for new or enhanced functionality included in upgrades to Licensed Software noted in 1.2.1.2; and
1.2.1.4 Computer hardware replacement necessary to support software upgrade, as/if needed. This entitlement is limited to one replacement unless specifically included otherwise in the Quotation.

1.3 Technology Maximizer Pro
1.3.1 Selected access to future clinical innovation released during term of agreement as follows:
1.3.1.1 All Technology Maximizer Plus deliverables listed above; and
1.3.1.2 New features and/or applications within selected clinical area, as specified in the Quotation determined by Philips as eligible in the Technology Maximizer Pro program.
1.3.1.3 Advanced training for new features and/or applications provided under 1.3.1.2.

1.4 Technology Maximizer Premium
1.4.1 Full access to future clinical innovation across selected clinical domains released during term of agreement as follows:
1.4.1.1 All Technology Maximizer Pro deliverables listed above; and
1.4.1.2 New future clinical features and/or applications across selected Philips clinical domain on the Equipment as specified in Quotation determined by Philips as eligible in the Technology Maximizer Premium program.

2. **Terms and Conditions of Technology Maximizer**

2.1 Technology Maximizer does not include basic Equipment preventive maintenance which is purchased separately.

2.2 Licensing. All Philips Licensed Software upgrades are subject to the Licensed Software terms and conditions agreed to at purchase of the Equipment or Licensed Software sale (as applicable), including but not limited to usage and license limitations.

2.3 Software Warranty. All Philips Licensed Software upgrades issued under this Agreement are subject to the warranty terms and conditions agreed to at purchase of the Equipment or Licensed Software sale (as applicable) for a warranty period of 90 days.

2.4 Upgrade preconditions. All upgrades and new software features and/or applications may be delivered, if and when:
2.4.1 made commercially available by Philips after the Start Date and before the End Date specified in the Quotation;
2.4.2 supported by the Equipment hardware and configuration; and
2.4.3 intended for use in the "clinical domain" identified in the Quotation or otherwise as explicitly specified in the Quotation.

2.5 Term of Technology Maximizer. If purchased with the sale of Equipment Technology Maximizer service coverage begins one day following the first year of the warranty period or as specified on Quotation. Technology Maximizer purchased after sale of Equipment shall begin on the Start Date listed on the Quotation.

2.6 Upgrade Delivery Process. Philips will notify Customer of an upgrade that is included in Customer's Technology Maximizer entitlement. Customer must provide written notice (email acceptance is sufficient) of intent to receive the upgrade within the term of the Technology Maximizer Agreement. If Customer does not provide written notice of intent to receive the upgrade within term of the Technology Maximizer Agreement, then Philips is under no obligation to provide such upgrade. If the Technology Maximizer Agreement term expires after Customer has provided written notice to receive the upgrade, but before it is delivered, then Customer is entitled to receive it within year following such expiration and must schedule the installation within this one-year period.

2.7 Upgrade Limitations. The upgrades provided under Technology Maximizer:
2.7.1 are available only for the designated Equipment specified on the Quotation;
2.7.2 unless explicitly described otherwise in the Quotation and except in case of Technology Maximizer Pro and Premium, do not include new applications, options or the like that were not purchased with the Equipment, or purchased separately from Philips for the Equipment;
2.7.3 may not be sold, transferred, or assigned to any third party; and
2.7.4 are subject to the terms and conditions of the Agreement and any licensing terms and conditions included in the purchase of the Equipment from Philips.
2.7.5 Parts removed for the purpose of an upgrade become the property of Philips on an exchange basis as defined in the Agreement.

2.8 Availability limitation. In case Customer refuses the installation of an upgrade, or in case no upgrade is provided by Philips (for any reason, e.g., not made available commercially) during the Term of the Technology Maximizer entitlement, no credit for any already paid amounts is carried forward or eligible for refund. Philips makes no representations in number of Core System Software, OS, ancillary or other Licensed Software upgrades or enhancements that shall be made available to Customer during the term of this Agreement. The release of all third-party software publishers' upgrades is at the sole discretion of the software publisher and only to the extent made available to Philips. All such third-party software is subject to prior validation by Philips for use with the Equipment. Philips validation of third-party software includes without limitation screening for safety issues, processing delays, or image distortion.

Any upgrades/updates or enhancements to the Philips application software is subject to regulatory clearance and commercial availability, solely at Philips' discretion.

2.9 Termination. If the Agreement is terminated due to the fault of Customer or Customer defaults under the Agreement after any upgrades under this Technology Maximizer have been provided by Philips, then Customer shall pay Philips the list price of the so provided upgrades within 30 days of such termination or default. No paid amount is eligible for refund.

PHILIPS

6. Warranty

IMAGE-GUIDED THERAPY (IGT) FIXED SYSTEMS

PRODUCT WARRANTY

This product warranty document is an addition to the terms and conditions set forth in the Quotation. Unless specifically listed below, this warranty does not apply to replacement parts. The terms and conditions of the Quotation are incorporated into this warranty document. The capitalized terms herein have the same meaning as set forth in the Quotation.

1. **Twelve (12) Month System Warranty.**
   - **1.1** Philips Healthcare, a division of Philips North America LLC (Philips) warrants to Customer that the Philips' Interventional X-Ray Systems (System) will perform in substantial compliance with its performance specifications, in the documentation accompanying the System, for a period of twelve (12) months after completion of installation and availability for first patient use.
   - **1.2** For Catalyst systems, full warranty is included and starts when installation is completed, and system is accepted by the Customer.
   - **1.3** Any glassware or flat detectors provided with the System is subject to special warranty terms set forth below.
2. **Planned Maintenance.**
   - **2.1** During the warranty period, Philips' personnel will schedule planned maintenance visits, in advance, at a mutually agreeable time on weekdays, between 8:00am and 5:00pm local time, excluding Philips' observed holidays.
3. **System Options, Upgrades or Accessories.**
   - **3.1** Any Philips' authorized upgrades, options or accessories for the System which are delivered and/or installed on the System during the original term of the System warranty shall be subject to the same warranty terms contained in the first paragraph of this warranty, except that such warranty shall expire:
     - **3.1.1** upon termination of the initial twelve (12) month warranty period for the System on which the upgrade, option or accessory is installed; or
     - **3.1.2** after ninety (90) days for parts only from the date of installation.
4. **MRC X-Ray Tubes.**
   - **4.1** Philips warrants to Customer, for the warranty periods further specified in this section, that the Philips' X-Ray Tubes (tube) will be substantially free from defects in material and manufacturing workmanship, which impair performance under normal use as specified in Philips' System descriptions and specifications.
   - **4.2** The warranty period for MRC Tubes provided with Customer's purchase of a new or refurbished X-Ray System shall be the shorter of thirty-six (36) months after installation or thirty-eight (38) months after date of shipment from Philips.
   - **4.3** The warranty period for purchases of replacement tubes shall be the shorter of twelve (12) months after installation or fourteen (14) months after date of shipment from Philips.
5. **MRC Tube Warranty Exclusions.** The above warranty shall not apply to X-Ray Tubes outside the United States and Canada.
   - **5.1** Philips' obligations under the System warranty do not apply to any System defects resulting from: improper or inadequate maintenance or calibration by Customer or its agents; Customer or third party supplied software, interfaces, or supplies; use or operation of the System other than in accordance with Philips' applicable System specifications and written instructions; improper site preparation; abuse, negligence, accident, loss or damage in transit; improper site preparation; unauthorized maintenance or modifications to the System; or, to viruses or similar software interference resulting from the connection of the System to a network.
6. **MRC Tube Warranty Remedies.**
   - **6.1** If a tube is found to fail during the warranty period, and if, in the best judgment of Philips, the failure is not due to neglect, accident, improper installation, use contrary to instructions, or the exclusions stated above, Philips' tube warranty liability hereunder is limited to, at Philips' option, the repair or replacement of the tube.
   - **6.2** Any replacement tube would have a warranty period equal to the balance of the warranty period left on the tube replaced.
7. **Dynamic Flat Detectors.**
   - **7.1** Philips warrants the Dynamic Flat Detectors (detector) provided with the System, if any, will be free from defects in material and manufacturing workmanship for twelve (12) months.
   - **7.2** Claims must be made within twelve (12) months after installation or fifteen (15) months after date of shipment from Philips, whichever occurs first.
   - **7.3** If a detector fails to meet this warranty, as Customer's sole and exclusive remedy, upon return of the detector, Philips will provide Customer a replacement detector at no additional charge.
8. **System Software and Software Updates.**
   - **8.1** The software provided with the System will be the latest version of the standard software available for that System as of the ninetieth (90th) day prior to the date the System is delivered to Customer.
   - **8.2** Updates to standard software for the System that do not require additional hardware or equipment modifications will be performed as a part of normal warranty service during the term of the warranty.
   - **8.3** All software is and shall remain the sole property of Philips or its software suppliers.
   - **8.4** Use of the software is subject to the terms of a separate software license agreement.
   - **8.5** No license or other right is granted to Customer or to any other party to use the software except as set forth in the license agreements.
   - **8.6** Any Philips maintenance or service software and documentation provided with the System and/or located at Customer's premises is intended solely to assist Philips and its authorized agents to install and to test the System, to assist Philips and its authorized agents to maintain and to service the System under a separate support agreement with Customer, or to permit Customer to maintain and service the System.
   - **8.7** Customer agrees to restrict the access to such software and documentation to Philips employees, those of its authorized agents and its authorized employees of Customer only.
9. **Warranty Limitations.**
   - **9.1** Philips' sole obligations and Customer's exclusive remedy under any product warranty are limited, at Philips' option, to the repair or the replacement of the product or a portion thereof within thirty (30) days after receipt of written notice of such material breach from Customer (Product Warranty Cure Period) or, upon expiration of the Product Warranty Cure Period, to a refund of a portion of the purchase price paid by the Customer, upon Customer's request.
   - **9.2** Any refund will be paid, to the Customer when the product is returned to Philips.

9.3 Warranty service outside of normal working hours (i.e. 8:00am - 5:00pm in the time zone where the Customer is located, Monday through Friday, excluding Philips' observed holidays), will be subject to payment by Customer at Philips' standard service rates.

9.4 This warranty is subject to the following conditions:
The product:

9.4.1 is to be installed by authorized Philips' representatives (or is to be installed in accordance with all Philips' installation instructions by personnel trained by Philips);

9.4.2 is to be operated exclusively by duly qualified personnel in a safe and reasonable manner in accordance with Philips' written instructions and for the purpose for which the products were intended; and,

9.4.3 is to be maintained and in strict compliance with all recommended and scheduled maintenance instructions provided with the product and Customer is to notify Philips immediately if the product at any time fails to meet its printed performance specifications.

9.5 Philips' obligations under any product warranty do not apply to any product defects resulting from improper or inadequate maintenance or calibration by the Customer or its agents; Customer or third party supplied interfaces, supplies, or software including without limitation loading of operating system patches to the Licensed Software and/or upgrades to anti-virus software running in connection with the Licensed Software without prior approval by Philips; use or operation of the product other than in accordance with Philips' applicable product specifications and written instructions; abuse, negligence, accident, loss, or damage in transit; improper site preparation; unauthorized maintenance or modifications to the product; or viruses or similar software interference resulting from connection of the product to a network.

9.6 Philips does not provide a warranty for any third-party products furnished to Customer by Philips under the Quotation; however, Philips shall use reasonable efforts to extend to Customer the third-party warranty for the product.

9.7 The obligations of Philips described herein are Philips' only obligations and Customer's sole and exclusive remedy for a breach of a product warranty.

9.8 THE WARRANTIES SET FORTH HEREIN WITH RESPECT TO A PRODUCT (INCLUDING THE SOFTWARE PROVIDED WITH THE PRODUCT), ARE THE ONLY WARRANTIES MADE BY PHILIPS IN CONNECTION WITH THE PRODUCT; THE SOFTWARE, AND THE TRANSACTIONS CONTEMPLATED BY THE QUOTATION, AND ARE EXPRESSLY IN LIEU OF ANY OTHER WARRANTIES, WHETHER WRITTEN, ORAL, STATUTORY, EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, ANY WARRANTY OF NON-INFRINGEMENT, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

9.9 Philips may use refurbished parts in the manufacture of the products, which are subject to the same quality control procedures and warranties as for new products.

10. Philips' Remote Services Network (RSN).

10.1 Customer will:

10.1.1 provide Philips with a secure location at Customer's premises to store one Philips' Remote Services Network router and provide full and free access to this router, (or a Customer-owned router acceptable to Philips) for connection to the equipment and to Customer's network; or

10.1.2 provide Philips with outbound internet access over SSL; at all times during the warranty period provide full and free access to the equipment and the Customer network for Philips' use in remote servicing of the product, remote assistance to personnel that operate the products, updating the products software, transmitting automated status notifications from the product and regular uploading of products data files (such as but not limited to error logs and utilization data for improvement of Philips' products and services and aggregation into services).

10.1.3 Customer's failure to provide such access will constitute Customer's waiver of the scheduled planned maintenance service and will void support or warranty coverage of product malfunctions until such time as planned maintenance service is completed or RSN access is provided.

10.1.4 Customer agrees to pay Philips at the prevailing demand service rates for all time spent by Philips' service personnel waiting or access to the products.

11. Transfer of System.

11.1 In the event Customer transfers or relocates the System, all obligations under this warranty will terminate unless Customer receives the prior written consent of Philips for the transfer or relocation.

11.2 Upon any transfer or relocation, the System must be inspected and certified by Philips as being free from all defects in material, software and workmanship and as being in compliance with all technical and performance specifications.

11.3 Customer will compensate Philips for these services at the prevailing service rates in effect as of the date the inspection is performed.

12. Limitation of Liability.

12.1 THE TOTAL LIABILITY OF PHILIPS ARISING UNDER OR IN CONNECTION WITH THE PRODUCT FOR ANY BREACH OF CONTRACTUAL OBLIGATIONS, WARRANTY, NEGLIGENCE, UNLAWFUL ACT OR OTHERWISE IN CONNECTION WITH THE PRODUCT IS LIMITED TO THE ACTUAL PURCHASE PRICE RECEIVED FOR THE PRODUCT THAT GAVE RISE TO THE CLAIM.

12.2 PHILIPS SHALL NOT BE LIABLE FOR ANY INDIRECT, PUNITIVE, INCIDENTAL, EXEMPLARY, SPECIAL OR CONSEQUENTIAL DAMAGES AND/OR FOR ANY DAMAGES INCLUDING, LOSS OF DATA, PROFITS, REVENUE, BUSINESS INTERRUPTION OR USE IN CONNECTION WITH OR ARISING OUT OF THESE CONDITIONS OF SALE, REGARDLESS OF WHETHER THEY ARE FORESEEABLE OR NOT AND WHETHER THE CLAIM IS MADE IN TORT (INCLUDING NEGLIGENCE), BREACH OF CONTRACT, INDEMNITY, AT LAW OR IN EQUITY. NEITHER PHILIPS NOR PHILIPS' SUPPLIERS SHALL BE LIABLE FOR ANY LOSS OR INABILITY TO USE MEDICAL OR OTHER DATA STORED ON OR BY THE PRODUCT.

12.3 THE EXCLUSION OF LIABILITY IN THESE CONDITIONS OF SALE SHALL ONLY APPLY TO THE EXTENT ALLOWED UNDER THE APPLICABLE LAW.

12.4 FOR US CUSTOMERS, THE FOLLOWING ARE NOT SUBJECT TO THE LIMITATIONS OF LIABILITY UNDER SECTION 12.1:

12.4.1 THIRD PARTY CLAIMS FOR DIRECT DAMAGES FOR BODILY INJURY OR DEATH TO THE EXTENT CAUSED BY PHILIPS' NEGLIGENCE OR PROVEN PRODUCT DEFECT.

12.4.2 CLAIMS OF TANGIBLE PROPERTY DAMAGE REPRESENTING THE ACTUAL COST TO REPAIR PHYSICAL PROPERTY TO THE EXTENT CAUSED BY PHILIPS NEGLIGENCE OR PROVEN PRODUCT DEFECT.

12.4.3 OUT OF POCKET COSTS INCURRED BY CUSTOMER TO PROVIDE PATIENT NOTIFICATIONS, REQUIRED BY LAW, TO THE EXTENT SUCH NOTICES ARE CAUSED BY PHILIPS UNAUTHORIZED DISCLOSURE OF PROTECTED HEALTH INFORMATION.

12.4.4 FINES/PENALTIES LEVIED AGAINST CUSTOMER BY GOVERNMENT AGENCIES CITING PHILIPS' UNAUTHORIZED DISCLOSURE OF PROTECTED HEALTH INFORMATION AS THE BASIS OF THE FINE/PENALTY, ANY SUCH FINES OR PENALTIES SHALL CONSTITUTE DIRECT DAMAGES.

13. Force Majeure.

13.1 Philips and Customer shall each be excused from performing its obligations (except for payment obligations) arising from any delay or default caused by events beyond its reasonable control including, but not limited to: acts of God, health pandemic, acts of any civil, military, or government authority, fire, floods, war, embargoes, labor disputes, acts of sabotage, riots, accidents, delays of carriers, voluntary or mandatory compliance with any government act, regulation or mandatory direction, or request. For clarity, Customer requests shall not be considered 'government' requests under this section.

October 17, 2025

PARIC
EXPERIENCE. EXCELLENCE.

Jason Willis
St. Luke's Hospital
232 South Woods Mill Road
Chesterfield, MO 63017

Re: St. Luke's EP Lab 3
Paric Estimate No. 25742

Dear Jason:

Paric, LLC proposes the following labor, materials and supervision to complete the above mentioned project per the Archimages Bid Set – dated 9/19/25 for the lump sum amount of **Five Million Four Hundred Thousand Five Hundred Sixteen and no/100 dollars ($5,401,516.00).**

We have enclosed Attachment "A" Qualifications/Clarifications for your review.

Thank you for the opportunity to submit our proposal. We look forward to working with you through the successful completion of this project. Should you have any questions or comments, please contact our office.

Sincerely,

PARIC, LLC

(Jason Silkebaken)
(Vice President)

ACCEPTED

By: _____

Date: _____

PARIC.COM
77 Westport Plaza, Suite 250
St. Louis, MO 63146
Toll Free: 800.500.4320
Fax: 636.561.9501
information@paric.com

PARIC
EXPERIENCE. EXCELLENCE.

ATTACHMENT "A"
PROJECT SPECIFIC QUALIFICATIONS/CLARIFICATIONS
St. Luke's EP Lab 3
PARIC ESTIMATE # 25742
October 17, 2025

1. PARIC, LLC will provide Builders Risk Insurance (all risk insurance) for the project.

2. Cost for performance and/or payment bonds is not included in the cost of this proposal.

3. The cost for the work for the project is based on performing all work during normal working hours of 7:00 a.m. to 3:30 p.m. Monday thru Friday.

4. Paric's Project Schedule is subject to revisions necessitated by weather, trade union strikes, scope revisions by Owner or Prime Contractor, uncontrollable material or equipment deliveries, or other circumstances beyond its control.

5. No costs have been included for fees assessed by Government or Municipal Agencies for impact or escrow fees or other fees associated with the development of the property.

6. This proposal shall remain valid for thirty (30) days.

7. Cost for building permit is included. While we have made every attempt to provide a scope of work that is complete, Paric has not included any contingency costs for additional work or different material which may be required by local authorities.

8. The Owner must warrant that there are no toxic or hazardous materials on site and hold Paric harmless from any actions and liabilities for same. We exclude any handling, removal or disposal of such materials.

9. Tariffs: It is expressly agreed that (a) the **estimate/GMP** is based on pricing based on tariffs existing as of the date of this Agreement (or the lack thereof); and (b) if Tariffs are enacted or changed after the date of this Agreement, the Contractor shall receive an equitable adjustment of the Contract Sum and/or the Contract Time as may be appropriate to address the effects of same.

10. The following Items are excluded:
    - Overtime
    - Movement and/or installation of any/all furniture and/or medical equipment in populated hospital areas
    - Floor Leveling
    - Furnish and Install Toilet and Bath Accessories

11. The project scope includes:
    - Cut, cap, and drop mechanical items for demo
    - Cut, cap, and prep electrical items for demo
    - Install steel as described in structural drawings
    - Furnish/Install all HVAC components per drawings
    - Install necessary HVAC insulation and temperature controls. This includes air and water balancing

- Masonry and concrete work per drawings
- Metal work and roofing per drawings
- All plumbing per drawings
- Install all required electrical components
- Fire protection demo and installation per drawings
- Clean and maintain mechanical area as required during work
- Demo existing interior lab as required
- Furnish/Install all required casework, flooring, doors, frames, and hardware
- ACT work as required
- Drywall and framing work as required – this includes all tape and paint
- Paint to match existing (unless otherwise noted)
- Maintain safe, clean, and contained workspaces throughout the lifecycle of the project
- We will have no escalation or contingency in our pricing

PARIC
PROJECT SUMMARY

PROJECT: SLH EP Lab
LOCATION: 232 S Woods Mill Rd
ESTIMATE NO.: 25742

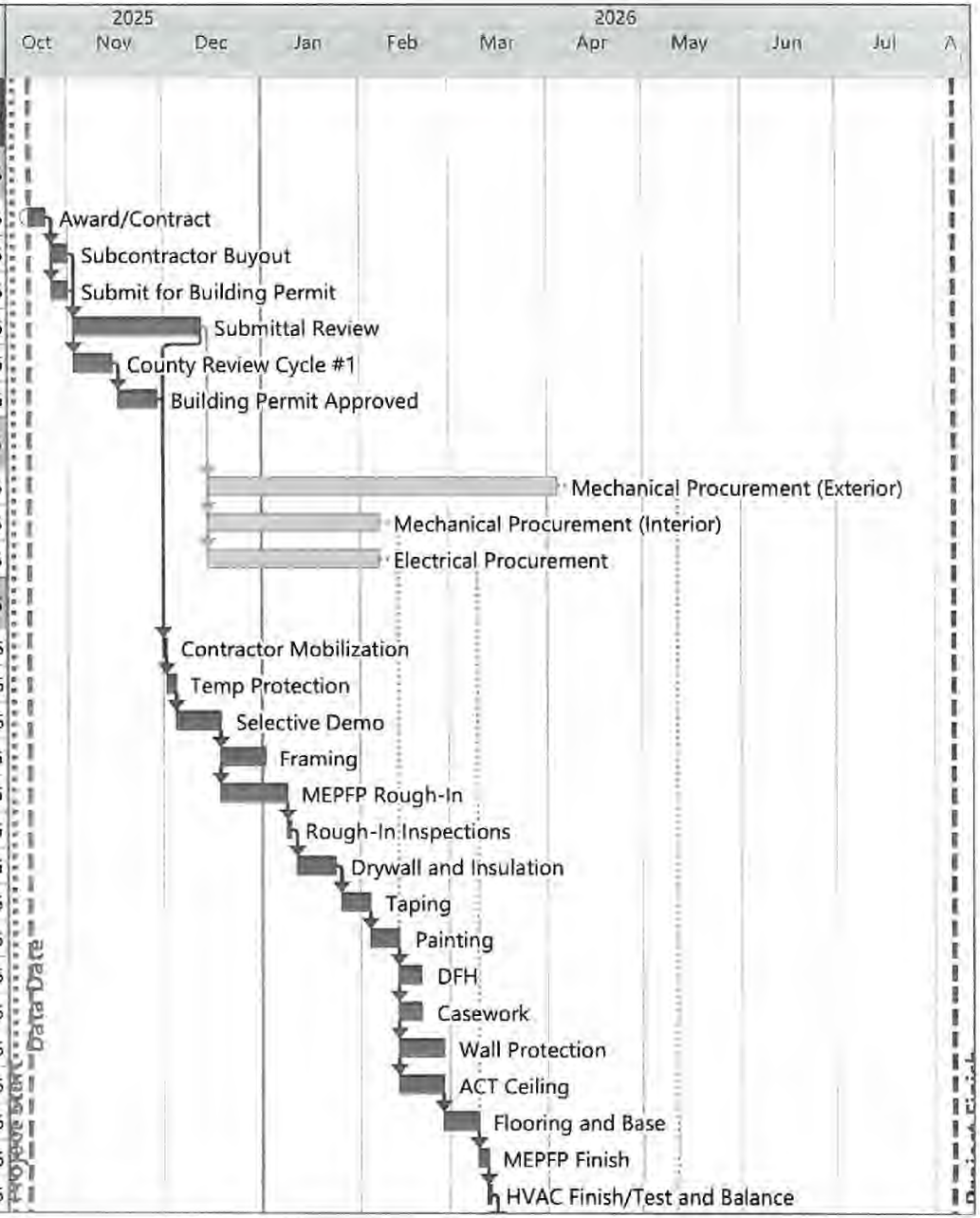
BUILDING GROSS AREA (SF): 10,000
JOB DURATION (MO): 9
ADDENDA: 0

	DESCRIPTION	TOTAL	$ / SF
1	**Final Clean**	$ 6,400	$ 0.64
2	**ICRA**	$ 14,744	$ 1.47
3	**Demolition**	$ 72,800	$ 7.28
4	**Structural Steel**	$ 124,534	$ 12.45
5	**Carpentry**	$ 13,294	$ 1.33
6	**Casework**	$ 89,689	$ 8.97
7	**Masonry**	$ 175,250	$ 17.53
8	**Doors, Frames, and Hardware**	$ 50,675	$ 5.07
9	**Framing and Drywall**	$ 201,386	$ 20.14
10	**ACT Ceiling**	$ 34,235	$ 3.42
11	**Flooring and Base**	$ 78,200	$ 7.82
12	**Painting and Taping**	$ 38,990	$ 3.90
13	**Wall and Corner Guards**	$ 27,254	$ 2.73
15	**Fire Protection**	$ 64,710	$ 6.47
17	**Mechanical**	$ 2,590,545	$ 259.05
18	**Electrical**	$ 1,203,655	$ 120.37
19	**Roofing**	$ 32,000	$ 3.20
20	**Insulation**	$ -	$ -
21	**Concrete**	$ 10,000	$ 1.00
22	**Sheet Metal Caps/MCM Panels**	$ 37,500	$ 3.75
21	**GENERAL REQUIREMENTS**	$ 57,304	$ 5.73
22	**ON-SITE SUPERVISION/CONSTRUCTION FACILITIES**	$ 59,966	$ 6.00
23	**PROJECT MANAGEMENT**	$ 27,610	$ 2.76
24	**PRECONSTRUCTION**	$ -	$ -
25	**PERMITS**	$ 59,418	$ 5.94
26	**SUBCONTRACTOR DEFAULT INSURANCE**	$ 61,020	$ 6.10
27	**BUILDERS RISK**	$ 11,036	$ 1.10
28	**RISK MANAGEMENT**	$ 35,813	$ 3.58
29	**ESCALATION**	$ -	$ -
30	**CONTINGENCY**	$ -	$ -
31	**PERFORMANCE & PAYMENT BOND**	$ -	$ -
	SUBTOTAL CONSTRUCTION COST	$ 5,193,765	$ 519
	FEE	$ 207,751	$ 20.78
	TOTAL PROJECT COST	$ 5,401,516	$ 540

ALTERNATES

OT Steel Installation	$	8,896
Misc Off Hour Work Allowance	$	31,895

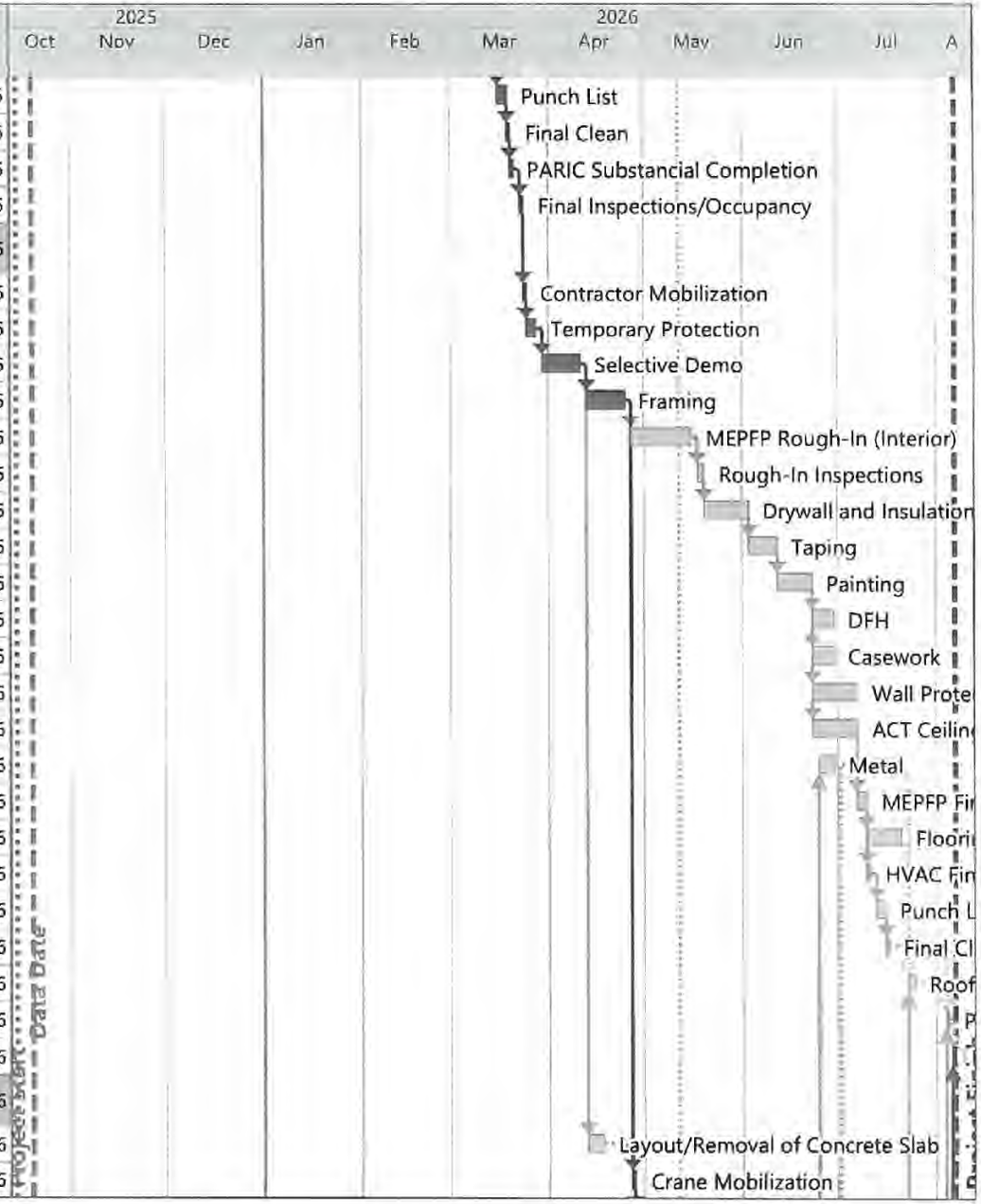
ID	Description	Orginal Duration	Start	Finish
SLH EP Lab		209	10/20/25	08/06/26
Pre-Construction		40	10/20/25	12/12/25
10	Award/Contract	5	10/20/25	10/24/25
20	Subcontractor Buyout	5	10/27/25	10/31/25
30	Submit for Building Permit	5	10/27/25	10/31/25
40	Submittal Review	30	11/03/25	12/12/25
50	County Review Cycle #1	10	11/03/25	11/14/25
60	Building Permit Approved	10	11/17/25	11/28/25
Procurement		80	12/15/25	04/03/26
41	Mechanical Procurement (Exterior)	80	12/15/25	04/03/26
42	Mechanical Procurement (Interior)	40	12/15/25	02/06/26
45	Electrical Procurement	40	12/15/25	02/06/26
Phase 1		81	12/01/25	03/23/26
70	Contractor Mobilization	1	12/01/25	12/01/25
80	Temp Protection	3	12/02/25	12/04/25
90	Selective Demo	10	12/05/25	12/18/25
100	Framing	10	12/19/25	01/01/26
110	MEPFP Rough-In	15	12/19/25	01/08/26
120	Rough-In Inspections	1	01/09/26	01/09/26
130	Drywall and Insulation	10	01/12/26	01/23/26
140	Taping	7	01/26/26	02/03/26
150	Painting	7	02/04/26	02/12/26
160	DFH	5	02/13/26	02/19/26
170	Casework	5	02/13/26	02/19/26
180	Wall Protection	10	02/13/26	02/26/26
190	ACT Ceiling	10	02/13/26	02/26/26
200	Flooring and Base	7	02/27/26	03/09/26
210	MEPFP Finish	3	03/10/26	03/12/26
220	HVAC Finish/Test and Balance	1	03/13/26	03/13/26



Start Date: 10/20/25
Finish Date: 08/06/26
Data Date: 10/15/25
Run Date: 10/17/25
SLH - EP Lab Prelim Schedule.ppx

phoenix PROJECT MANAGER

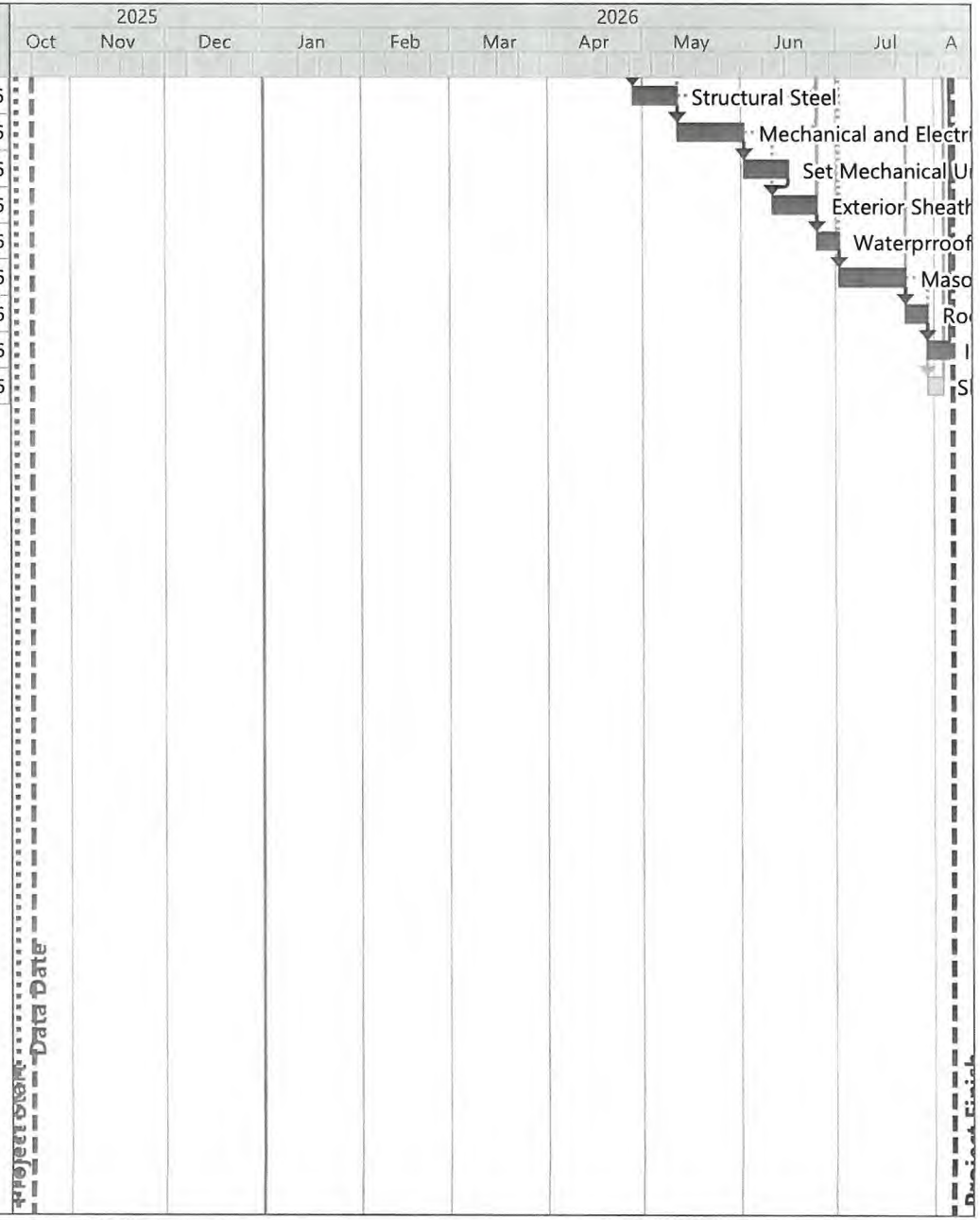
ID	Description	Original Duration	Start	Finish
230	Punch List	3	03/16/26	03/18/26
240	Final Clean	1	03/19/26	03/19/26
250	PARIC Substancial Completion	1	03/20/26	03/20/26
260	Final Inspections/Occupancy	1	03/23/26	03/23/26
Phase 2		98	03/24/26	08/06/26
270	Contractor Mobilization	1	03/24/26	03/24/26
280	Temporary Protection	3	03/25/26	03/27/26
290	Selective Demo	10	03/30/26	04/10/26
300	Framing	10	04/13/26	04/24/26
360	MEPFP Rough-In (Interior)	15	04/27/26	05/15/26
370	Rough-In Inspections	2	05/18/26	05/19/26
380	Drywall and Insulation	10	05/20/26	06/02/26
390	Taping	7	06/03/26	06/11/26
400	Painting	7	06/12/26	06/22/26
410	DFH	5	06/23/26	06/29/26
420	Casework	5	06/23/26	06/29/26
430	Wall Protection	10	06/23/26	07/06/26
440	ACT Ceiling	10	06/23/26	07/06/26
330	Metal	3	06/25/26	06/29/26
460	MEPFP Finish	3	07/07/26	07/09/26
450	Flooring and Base	7	07/10/26	07/20/26
470	HVAC Finish/Test and Balance	1	07/10/26	07/10/26
480	Punch List	3	07/13/26	07/15/26
490	Final Clean	1	07/16/26	07/16/26
340	Roofing	2	07/23/26	07/24/26
500	PARIC Substancial Completion	1	08/04/26	08/04/26
510	Final Inspections/Occupancy	1	08/06/26	08/06/26
New Mech Room Addition		83	04/13/26	08/05/26
305	Layout/Removal of Concrete Slab	5	04/13/26	04/17/26
310	Crane Mobilization	1	04/27/26	04/27/26



Start Date: 10/20/25
Finish Date: 08/06/26
Data Date: 10/15/25
Run Date: 10/17/25
SLH - EP Lab Prelim Schedule.ppx

phoenix PROJECT MANAGER

ID	Description	Original Duration	Start	Finish
320	Structural Steel	10	04/28/26	05/11/26
325	Mechanical and Electrical Rough In (Exterior)	15	05/12/26	06/01/26
326	Set Mechanical Units and Ductwork	10	06/02/26	06/15/26
327	Exterior Sheathing	10	06/11/26	06/24/26
328	Waterprroofing	5	06/25/26	07/01/26
350	Masonry	15	07/02/26	07/22/26
352	Roofing	5	07/23/26	07/29/26
353	Interior Sheathing	5	07/30/26	08/05/26
355	Sheet Metal	3	07/30/26	08/03/26



Start Date: 10/20/25
Finish Date: 08/06/26
Data Date: 10/15/25
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SLH - EP Lab Prelim Schedule.ppx

phoenix PROJECT MANAGER

Proposal

Mike Hartzell
mike.hartzell@stryker.com
August 28, 2025

Stryker Communications
571 Silveron Blvd.
Flower Mound, TX 75028
Tel: (972) 410-7000 Fax: (408) 754-2969

Thank you for entrusting Stryker with your OR infrastructure Project. Below you will find the proposal to update the EP Lab at St. Luke's Hospital Chesterfield.

Project Scope Per Room:
- Provide & install S-Series Large Monitor Booms for Phillips 55" Displays (x2)
- Provide & install S-Series Equipment boom
- Provide & install S-Series Perfusion boom
- Provide & install S-Series Anesthesia boom
- Provide & install S-Series Anesthesia boom (with shelfing)
- Provide & install Dual Oculan Surgical Light & Mavig Lead Shield suspension (x2)
- Provide & install IP BRAVoE 4K integration platform

Stryker will provide all pre-installation requirements to partnering contractors. Lead times vary and based off reciept of the PO.

Payment Schedule: 50% deposit, 35% upon equipment shipment, 15% upon installation.

Submitted To: ST LUKES HOSP

Overview By Product	Qty	Discounted Total
Oculan Surgical Platform	2	$121,586.68
S-Series Anesthesia Boom	1	$17,738.52
S-Series Equipment Boom	2	$78,690.42
S-Series Perfusion Boom	1	$19,743.49
S-Series LSM3 Monitor Boom	1	$49,324.30
S-Series Custom Boom	1	$32,652.14
Connected OR IP BRAVoE Integration Platform	1	$315,692.40
OR Renovation	2	$6,200.00
iSuite Installation		$81,253.74
Stryker Endoscopy	1	$22,407.00

Discounted Communications Total:	$560,107.31
Discounted Endoscopy Total:	$22,407.00
Discounted Total:	**$582,514.31**

*Price does not include taxes and shipping.

Oculan Surgical Platform — Total List: $159,188.82 — Disc. Total: $121,586.68

Oculan Surgical Platform

The Oculan Platform, inclusive of two unique surgical lights, is built to deliver consistent, bright light to the surgical site while providing continued solutions to customer needs. Leveraging our Chromophare suspension and the addition of ouradvanced clinical applications Microspot and SHD Mode, this platform is designed to provide a smoother visual experience for clinical staff.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
Oculan Surgical Platform	TC'd Oculan/Lead Shield	1	$73,508.90	$73,508.90	$57,628.97

Mounting Details
Multiple Suspension Mount: TC Only

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: Oculan
Arm Length: 1100
Cardanic Style: NFC

Arm 2: MAVIG (CAR) E-OT25B05
Arm Length: 1000

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
COM 210010	OCULAN-OPT	1	$48,472.77	$48,472.77	$32,703.32
CY 3000500	LEAD SHIELD	1	$19,661.81	$19,661.81	$19,661.81
CY 9000122	STERILE CONTROL PREP	1	$1,364.95	$1,364.95	$1,364.95
CY 9000123	STERILE CONTROL+ LIGHT HANDLE	1	$3,805.60	$3,805.60	$3,805.60
Preinstall			$203.77	$203.77	$93.29

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
Oculan Surgical Platform	Oculan/Lead Shield	1	$85,679.92	$85,679.92	$63,957.71

Mounting Details
Multiple Suspension Mount: Bottom Tandem
Drop Tube Length: 380

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: Oculan
Arm Length: 1400
Cardanic Style: NFC

Arm 2: MAVIG (CAR) E-OT25B05
Arm Length: 1300

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
CY 3000500	LEAD SHIELD	1	$19,661.81	$19,661.81	$19,661.81
CY 9000122	STERILE CONTROL PREP	1	$1,364.95	$1,364.95	$1,364.95
CY 9000123	STERILE CONTROL+ LIGHT HANDLE	1	$3,805.60	$3,805.60	$3,805.60
CY 7000600	PREPARATION FOR COMMUNICATION INTERFACE	1	$5,455.96	$5,455.96	$3,326.14
CY 1008104	TOUCH WALL CONTROL	1	$5,728.69	$5,728.69	$2,084.92
COM 210010	OCULAN-OPT	1	$48,472.77	$48,472.77	$32,703.32
Preinstall			$1,190.14	$1,190.14	$1,010.97

S-Series Anesthesia Boom — Total List: $33,858.03 — Disc. Total: $17,738.52

S-Series Standard Anesthesia Boom

Introducing a new standard in gas. electric. and data 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.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
S-Series Anesthesia Boom	S-Series ANES (E)	1	$33,858.03	$33,858.03	$17,738.52

Mounting Plate
Mounting Plate: Single Common Plate
Ceiling Cover: Standalone
Brake System: Friction

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

Shelves
Shelves: 0

High Voltage Services
20A/125V Duplex (6 Outlets): 1

Low Voltage Services
Blank Plate: 3

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Chemetron
Med Air Gas: 2
VAC Gas: 2
N2O Gas: 1
O2 Gas: 2
WAGD Gas: 1

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
P14398	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON N2O	1	$754.51	$754.51	$379.75
P14396	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON O2	2	$754.51	$1,509.02	$759.50
P13559	BLANK PLATE 1-GANG	3	$7.25	$21.75	$10.95
P57323	IP BRAVOE BOOM PLATE SUBASSEMBLY ANALOG	2	$77.63	$155.26	$155.26
P57326	IP BRAVOE BOOM PLATE SUBASSEMBLY 6-LC TO 6-LC FIBER	1	$363.58	$363.58	$363.58
P14404	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON WAGD	1	$754.51	$754.51	$379.75
P14402	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON VAC	2	$754.51	$1,509.02	$759.50
P15049	LEVITON RED NEMA 5-20R RECEPTACLE	3	$160.96	$482.88	$243.06
P14400	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON AIR	2	$754.51	$1,509.02	$759.50
SMS-2	S-SERIES STANDARD MANUAL 2 ROW 2 ARM	1	$21,111.04	$21,111.04	$11,045.95
P32637	406 265 MFR RAIL ATLAS	3	$126.56	$379.68	$198.66
P40177	ASM MANUAL LIFT LEVER STANDARD	1	$188.58	$188.58	$132.87
5000751	CEILING COVER TC OR STANDARD	1	$615.58	$615.58	$185.82
P36131	ASM MFR HARDWARE ATLAS	4	$117.64	$470.56	$130.36
P34512	406 265 MFR RAIL MANUAL LIFT ATLAS	1	$408.42	$408.42	$408.42
Preinstall			$3,624.62	$3,624.62	$1,825.59

S-Series Equipment Boom — Total List: $141,951.55 — Disc. Total: $78,690.42

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.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
S-Series Equipment Boom	EQ Boom	1	$57,668.61	$57,668.61	$30,695.38

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

MFR Configuration
- Front MFR Length: 1000mm
- Rear MFR Length: 531mm
- MFR Controls: Rear Only

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

High Voltage Services
- 20A/125V L5-20R Sng Twistlock: 1
- 20A/125V Duplex (6 Outlets): 3

Low Voltage Services
- Data Pass Thru Plate: 1
- Distribution Bd Plate: 1
- Blank Plate: 8

Gas Services
- Gas Manufacturer: Beacon Medaes
- Gas Fitting Type: Chemetron
- VAC Gas: 2
- O2 Gas: 1

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
SFS-3-C	S-SERIES STANDARD FIXED 3 ROW 2 ARM COMBINATION	1	$33,272.24	$33,272.24	$17,118.92
P32635	531 390 MFR RAIL ATLAS	1	$251.34	$251.34	$66.22
RS 0006157	ELECTRIC BRAKES 4 6 SERIES UPCHARGE	1	$1,604.57	$1,604.57	$1,604.57
5000751	CEILING COVER TC OR STANDARD	1	$615.58	$615.58	$185.82
P38198	ASM MFR CONTROLLER FIXED STANDARD	1	$478.23	$478.23	$132.87
P36131	ASM MFR HARDWARE ATLAS	4	$117.64	$470.56	$130.36
P32633	1000 390 MFR RAIL ATLAS	2	$452.76	$905.52	$268.40
P32644	531 390 MFR RAIL W CUTOUT ATLAS	1	$279.28	$279.28	$89.18
P13480	SPLIT DATA PASSTHROUGH 1-GANG	1	$60.62	$60.62	$31.72
P13559	BLANK PLATE 1-GANG	6	$7.25	$43.50	$21.90
P57323	IP BRAVOE BOOM PLATE SUBASSEMBLY POWER	4	$77.63	$310.52	$310.52
P57326	IP BRAVOE BOOM PLATE SUBASSEMBLY 6-LC TO 6-LC FIBER	3	$363.58	$1,090.74	$1,090.74
P15137	LEVITON 2310 NEMA L5-20R	1	$201.63	$201.63	$106.55
P15049	LEVITON RED NEMA 5-20R RECEPTACLE	9	$160.96	$1,448.64	$729.18
P36143	ASM SHELF MOUNT HDW	3	$797.22	$2,391.66	$1,251.39
P40084	ASM HANDLE AND SHELF WITH FAIRFIELD RAILS 750 FIXED S-SERIES STANDARD	1	$2,896.43	$2,896.43	$1,490.25
P40238	ASM SHELF W FAIRFIELD 750 S-SERIES	2	$2,896.43	$5,792.86	$2,980.50
P14402	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON VAC	2	$754.51	$1,509.02	$759.50
P33103	FAIRFIELD ACCESSORY RAIL KIT SERVICE HEAD ATLAS	2	$603.07	$1,206.14	$620.56
500011429	SLIDE VACUUM BOTTLEW SNAP ACTION ADPT	2	$158.65	$317.30	$163.24
500011492	WRAP CORD W SNAP ACTION ADAPTER	3	$182.57	$547.71	$547.71
Preinstall			$1,974.52	$1,974.52	$995.28

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
S-Series Equipment Boom	Large Monitor Boom (PT Left)	1	$84,282.94	$84,282.94	$47,995.04

Mounting Plate
Mounting Plate: Tandem Common Plate
Multiple Suspension Mounting: Top Tandem
Ceiling Cover: Tandem w/Chromo
Brake System: Electric
Spreader Tube: 138.5mm

MFR Configuration
Front MFR Length: 531mm
Rear MFR Length: 406mm
MFR Controls: Rear Only

Shelves
Shelves: 0
LSM3 Monitor Bracket: 1 X 1

High Voltage Services
20A/125V Duplex (4 Outlets): 1
20A/125V Duplex (6 Outlets): 1

Low Voltage Services
Data Pass Thru Plate: 2
Distribution Bd Plate: 1
Blank Plate: 6

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

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
SPS-2-LSM3	S-SERIES STANDARD POWERED 2 ROW LSM3 BRACKET	1	$60,729.69	$60,729.69	$31,246.06
P38199	ASM MFR CONTROLLER LIFT STANDARD	1	$489.14	$489.14	$134.20
P32635	531 390 MFR RAIL ATLAS	2	$251.34	$502.68	$132.44
P32645	406 265 MFR RAIL W CUTOUT ATLAS	1	$174.75	$174.75	$174.75
P32637	406 265 MFR RAIL ATLAS	1	$126.56	$126.56	$66.22
RS 0006157	ELECTRIC BRAKES 4 6 SERIES UPCHARGE	1	$1,604.57	$1,604.57	$1,604.57
P29585	KIT CEILING COVER TANDEM 225MM - 138.5MM	1	$2,274.98	$2,274.98	$1,582.67
P36131	ASM MFR HARDWARE ATLAS	4	$117.64	$470.56	$130.36
P13480	SPLIT DATA PASSTHROUGH 1-GANG	2	$60.62	$121.24	$63.44
P13559	BLANK PLATE 1-GANG	2	$7.25	$14.50	$7.30
P57323	IP BRAVOE BOOM PLATE SUBASSEMBLY POWER	1	$77.63	$77.63	$77.63
P57326	IP BRAVOE BOOM PLATE SUBASSEMBLY 6-LC TO 6-LC FIBER	1	$363.58	$363.58	$363.58
P15049	LEVITON RED NEMA 5-20R RECEPTACLE	5	$160.96	$804.80	$405.10
5002322	ARM FLUSH HZ CHAN VESA 75 100 CIM 65-910G-4H.BL2	2	$1,150.62	$2,301.24	$1,204.10
P21154	LARGE SCREEN BRACKET ASSEMBLY LS	1	$1,972.12	$1,972.12	$1,014.67
0682400486	S-SERIES STANDARD MONITOR MOUNT - STANDARD	1	$6,263.77	$6,263.77	$6,263.77
5001105	SPREADER TUBE ASSEMBLY 138.50MM	1	$4,428.65	$4,428.65	$2,730.45
Preinstall			$1,562.48	$1,562.48	$793.73

S-Series Perfusion Boom — Total List: $37,153.64 — Disc. Total: $19,743.49

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.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
S-Series Perfusion Boom	S-Series Perf (PT Right Foot)	1	$37,153.64	$37,153.64	$19,743.49

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

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

Shelves
Shelves: 0

High Voltage Services
20A/125V Duplex (4 Outlets): 1
20A/125V Duplex (6 Outlets): 1

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

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Chemetron
Med Air Gas: 2
CO2 Gas: 2
VAC Gas: 2
O2 Gas: 2

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
SPS-2	S-SERIES STANDARD POWERED 2 ROW 2 ARM	1	$22,189.72	$22,189.72	$11,416.84
P38199	ASM MFR CONTROLLER LIFT STANDARD	1	$489.14	$489.14	$134.20
P32645	406 265 MFR RAIL W CUTOUT ATLAS	1	$174.75	$174.75	$174.75
RS 0006157	ELECTRIC BRAKES 4 6 SERIES UPCHARGE	1	$1,604.57	$1,604.57	$1,604.57
P14387	GAS OUTLET ASSEMBLY BEACON MEDEAS DISS CO2	2	$754.51	$1,509.02	$759.50
P38819	1G J-BOX PULL ATLAS	1	$105.79	$105.79	$55.35
P57323	IP BRAVOE BOOM PLATE SUBASSEMBLY POWER	2	$77.63	$155.26	$155.26
P57326	IP BRAVOE BOOM PLATE SUBASSEMBLY 6-LC TO 6-LC FIBER	1	$363.58	$363.58	$363.58
P32637	406 265 MFR RAIL ATLAS	3	$126.56	$379.68	$198.66
5000751	CEILING COVER TC OR STANDARD	1	$615.58	$615.58	$185.82
P36131	ASM MFR HARDWARE ATLAS	4	$117.64	$470.56	$130.36
P14396	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON O2	2	$754.51	$1,509.02	$759.50
P14402	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON VAC	2	$754.51	$1,509.02	$759.50
P15049	LEVITON RED NEMA 5-20R RECEPTACLE	5	$160.96	$804.80	$405.10
P14400	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON AIR	2	$754.51	$1,509.02	$759.50
Preinstall			$3,764.13	$3,764.13	$1,881.00

S-Series LSM3 Monitor Boom — Total List: $85,755.79 — Disc. Total: $49,324.30

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.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
S-Series LSM3 Monitor Boom	Large Monitor Boom (PT Right)	1	$85,755.79	$85,755.79	$49,324.30

Mounting Plate
Mounting Plate: Single Common Plate
Multiple Suspension Mounting: TC Only
Ceiling Cover: Standalone
Brake System: Electric
Spreader Tube: 138.5mm

MFR Configuration
Front MFR Length: 531mm
Rear MFR Length: 406mm
MFR Controls: Rear Only

Shelves
Shelves: 0
LSM3 Monitor Bracket: 1 X 1

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

Low Voltage Services
Data Pass Thru Plate: 2
Distribution Bd Plate: 1
Blank Plate: 6

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

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
SPS-2-LSM3	S-SERIES STANDARD POWERED 2 ROW LSM3 BRACKET	1	$60,729.69	$60,729.69	$31,246.06
P38199	ASM MFR CONTROLLER LIFT STANDARD	1	$489.14	$489.14	$134.20
P32635	531 390 MFR RAIL ATLAS	2	$251.34	$502.68	$132.44
P32645	406 265 MFR RAIL W CUTOUT ATLAS	1	$174.75	$174.75	$174.75
P32637	406 265 MFR RAIL ATLAS	1	$126.56	$126.56	$66.22
RS 0006157	ELECTRIC BRAKES 4 6 SERIES UPCHARGE	1	$1,604.57	$1,604.57	$1,604.57
5000751	CEILING COVER TC OR STANDARD	1	$615.58	$615.58	$185.82
P36131	ASM MFR HARDWARE ATLAS	4	$117.64	$470.56	$130.36
P13480	SPLIT DATA PASSTHROUGH 1-GANG	2	$60.62	$121.24	$63.44
P13559	BLANK PLATE 1-GANG	4	$7.25	$29.00	$14.60
P57323	IP BRAVOE BOOM PLATE SUBASSEMBLY POWER	1	$77.63	$77.63	$77.63
P57326	IP BRAVOE BOOM PLATE SUBASSEMBLY 6-LC TO 6-LC FIBER	2	$363.58	$727.16	$727.16
P15049	LEVITON RED NEMA 5-20R RECEPTACLE	4	$160.96	$643.84	$324.08
5002322	ARM FLUSH HZ CHAN VESA 75 100 CIM 65-910G-4H.BL2	2	$1,150.62	$2,301.24	$1,204.10
P21154	LARGE SCREEN BRACKET ASSEMBLY LS	1	$1,972.12	$1,972.12	$1,014.67
0682400486	S-SERIES STANDARD MONITOR MOUNT - STANDARD	1	$6,263.77	$6,263.77	$6,263.77
5002023	ARM PIVOT 38MM VESA 12X12IN CIM	1	$1,925.86	$1,925.86	$1,925.86
P33103	FAIRFIELD ACCESSORY RAIL KIT SERVICE HEAD ATLAS	2	$603.07	$1,206.14	$620.56
5001105	SPREADER TUBE ASSEMBLY 138.50MM	1	$4,428.65	$4,428.65	$2,730.45
Preinstall			$1,345.61	$1,345.61	$683.56

S-Series Custom Boom — Total List: $61,091.33 — Disc. Total: $32,652.14

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.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
S-Series Custom Boom	S-Series ANES Custom (F)	1	$61,091.33	$61,091.33	$32,652.14

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

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

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

High Voltage Services
20A/125V L5-20R Sng Twistlock: 1
20A/125V Duplex (6 Outlets): 3

Low Voltage Services
Data Pass Thru Plate: 1
Distribution Bd Plate: 1
Blank Plate: 3

Gas Services
Gas Manufacturer: Beacon Medaes
Gas Fitting Type: Chemetron
Med Air Gas: 2
VAC Gas: 2
N2O Gas: 1
O2 Gas: 2
WAGD Gas: 1

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
P57323	IP BRAVOE BOOM PLATE SUBASSEMBLY ANALOG	3	$77.63	$232.89	$232.89
P57326	IP BRAVOE BOOM PLATE SUBASSEMBLY 6-LC TO 6-LC FIBER	1	$363.58	$363.58	$363.58
SPS-3	S-SERIES STANDARD POWERED 3 ROW 2 ARM	1	$32,809.96	$32,809.96	$16,881.05
P32635	531 390 MFR RAIL ATLAS	1	$251.34	$251.34	$66.22
P39745	781 390 MFR RAIL ATLAS	2	$750.07	$1,500.14	$1,500.14
P40075	ASM HANDLE AND SHELF WITH FAIRFIELD RAILS 750 LIFTING S-SERIES STANDARD	1	$2,896.43	$2,896.43	$1,490.25
P40238	ASM SHELF W FAIRFIELD 750 S-SERIES	2	$2,896.43	$5,792.86	$2,980.50
P38199	ASM MFR CONTROLLER LIFT STANDARD	1	$489.14	$489.14	$134.20
RS 0006157	ELECTRIC BRAKES 4 6 SERIES UPCHARGE	1	$1,604.57	$1,604.57	$1,604.57
5000751	CEILING COVER TC OR STANDARD	1	$615.58	$615.58	$185.82
P36131	ASM MFR HARDWARE ATLAS	4	$117.64	$470.56	$130.36
P32644	531 390 MFR RAIL W CUTOUT ATLAS	1	$279.28	$279.28	$89.18
P13559	BLANK PLATE 1-GANG	3	$7.25	$21.75	$10.95
P14404	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON WAGD	1	$754.51	$754.51	$379.75
P14402	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON VAC	2	$754.51	$1,509.02	$759.50
P15049	LEVITON RED NEMA 5-20R RECEPTACLE	9	$160.96	$1,448.64	$729.18
P14400	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON AIR	2	$754.51	$1,509.02	$759.50
P14398	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON N2O	1	$754.51	$754.51	$379.75
P14396	GAS OUTLET ASSEMBLY BEACON MEDEAS CHEMTRON O2	2	$754.51	$1,509.02	$759.50
P13480	SPLIT DATA PASSTHROUGH 1-GANG	1	$60.62	$60.62	$31.72
P36143	ASM SHELF MOUNT HDW	3	$797.22	$2,391.66	$1,251.39
P15137	LEVITON 2310 NEMA L5-20R	1	$201.63	$201.63	$106.55
Preinstall			$3,624.62	$3,624.62	$1,825.59

Connected OR IP BRAVoE Integration Platform — Total List: $316,133.66 — Disc. Total: $315,692.40

Connected OR IP BRAVoE Integration Platform

The Connected OR IP BRAVoE Integration Platform is a future ready video routing platform designed to function as an extension of the end user. With intuitive controls and scalable 4K video and audio routing, it offers a streamlined, user-friendly experience through a centrally located touch panel. Designed for and with the clinician in mind, Connected OR IP BRAVoE features customizable room presets, integrated surgical checklists, real-time messaging, and centralized control and automation of OR devices.The system seamlessly integrates with other Stryker platforms to optimize clinical efficiency through optional EMR integration, two-way audio/video conferencing, remote in-room viewing, and server-based media asset management solutions.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
IP BRAVoE	IP BRAVoE	1	$316,133.66	$316,133.66	$315,692.40

PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
CY 6100230	CONNECTED OR IP BRAVOE ADJACENT 24U	1	$64,865.75	$64,865.75	$64,865.75
CY 6100470	TOUCH PANEL WALL MOUNTED	2	$10,889.75	$21,779.50	$21,779.50
CY 6100480	TOUCH PANEL USB BAR	2	$599.21	$1,198.42	$1,198.42
CY 6100580	HIGH SPEED USB TRANSFER REMOTE	1	$5,857.30	$5,857.30	$5,857.30
CY 6100490	AUDIO PACKAGE	1	$648.89	$648.89	$648.89
CY 6100500	KEYBOARD AND MOUSE	2	$1,162.47	$2,324.94	$2,324.94
0100222551	7 MOUNTING CHANNEL FOR PIVOT	2	$118.44	$236.88	$236.88
5001760	ARMARTCHAN9-14KGITRC12INEXTFLDCIM	2	$5,392.39	$10,784.78	$10,784.78
CY 6100030	HDMI AND DVI BOOM PLATE	8	$4,153.96	$33,231.68	$33,231.68
CY 6100040	SDI AND DP BOOM PLATE	1	$4,902.72	$4,902.72	$4,902.72
CY 6100050	ANALOG BOOM PLATE	4	$3,779.58	$15,118.32	$15,118.32
P58606	DISPLAY 4K SONY BRAVIA 55INCH	2	$9,006.25	$18,012.50	$18,012.50
CY 6100700	WALL DISPLAY INSTALL KIT	2	$5,669.08	$11,338.16	$11,338.16
CY 6100370	WALL DISPLAY INSTALL KIT EXISTING DISPLAY	6	$5,669.08	$34,014.48	$34,014.48
CY 6100650	REMOTE PC INSTALL KIT KVM	11	$5,790.57	$63,696.27	$63,696.27
CY 6100780	UNINTERRUPTED POWER SUPPLY UPS	1	$12,432.92	$12,432.92	$12,432.92
CY 6100820	SECONDARY REMOTE AUDIO INPUT	1	$1,816.63	$1,816.63	$1,816.63
CY 6100710	OR IN-CEILING SPEAKER PAIR	1	$1,883.24	$1,883.24	$1,883.24
CY 6100740	ZONE 2 IN-CEILING SPEAKER PAIR	1	$5,312.08	$5,312.08	$5,312.08
CY 6100320	DVI CABLE	2	$73.49	$146.98	$146.98
CY 6100350	HDMI CABLE	2	$145.31	$290.62	$290.62
CY 6100060	HDMI AND DVI WALL PLATE	1	$4,722.54	$4,722.54	$4,722.54
Preinstall			$1,518.06	$1,518.06	$1,076.80

OR Renovation — Total List: $6,200.00 — Disc. Total: $6,200.00

OR Renovation

Our comprehensive solution provides complete control of the renovation project and equipment installation. We manage your patient care environment projects through every phase-from the design conception to installation to the first case and everything in between.

PRODUCT				EXT LIST PRICE	EXT DISC. PRICE
OR Renovation				$6,200.00	$6,200.00
PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	EXT DISC. PRICE
8888888720	ISO-PLATE PHILLIPS	2	$3,100.00	$6,200.00	$6,200.00

iSuite Installation — Total List: $92,318.83 — Disc. Total: $81,253.74

iSuite Installation

Our dedicated team of project managers and project engineers will manage the scope, planning, shipment, install, inspection, and go-live process. Our team is committed to ensuring that the necessary resources and materials are available to your architects, equipment managers and general contractors during each stage of the process.

PRODUCT	EXT LIST PRICE	EXT DISC. PRICE
iSuite Installation	$92,318.83	$81,253.74

Stryker Endoscopy — Total List: $51,214.43 — Disc. Total: $22,407.00

Stryker Endoscopy

As a technology leader in minimally invasive surgery, Stryker offers comprehensive solutions to meet the changing needs of the high-tech operating room. We combine voice activation, advanced imaging, and high-definition video technology with a data management system to offer a surgical environment designed to improve patient outcomes. The combination of Stryker's market leading products and first class service has set a new standard in minimally invasive surgery.

PRODUCT				EXT LIST PRICE	EXT DISC. PRICE
Stryker Endoscopy				$51,214.43	$22,407.00
PART #	**DESCRIPTION**	**QTY**	**LIST PRICE**	**EXT LIST PRICE**	**EXT DISC. PRICE**
0240-200-200	PKG CONNECTED OR HUB BASE SYSTEM	1	$51,214.43	$51,214.43	$22,407.00

Project Payment Terms	Communications	Endoscopy
Deposit - Required Immediately (50 %):	$280,053.65	
Upon Delivery - Endoscopy (100%):		$22,407.00
Upon Delivery (35 %):	$196,037.56	
Upon Completion (15 %):	$84,016.10	

Stryker Communications

List Price:	$935,478.43
GPO Discount:	($211,666.28)
Stryker Loyalty Discount	($163,965.76)
Total Discount Amount:	($375,371.12)
Discounted Total:	**$560,107.31**

*Price does not include taxes and shipping.

Estimated Shipping:	Not Included
Freight Terms:	Prepay & Add

(Estimated Communications Tax: $21,011.74)

Endoscopy Visualization Accessories

List Price:	$51,214.43
Discounted Total:	**$22,407.00**
Endoscopy Shipping:	Not Included

Total

Total List Price:	$986,692.86
Discounted Total:	**$582,514.31**

*Price does not include taxes and shipping.

Communications Estimated Shipping:	Not Included
Endoscopy Estimated Shipping:	Not Included
Freight Terms:	Prepay & Add

(Estimated Communications Tax: $21,011.74)

OR Renovation Services to provide one (1) Isolation Plate per LSM to meet Phillips requirement

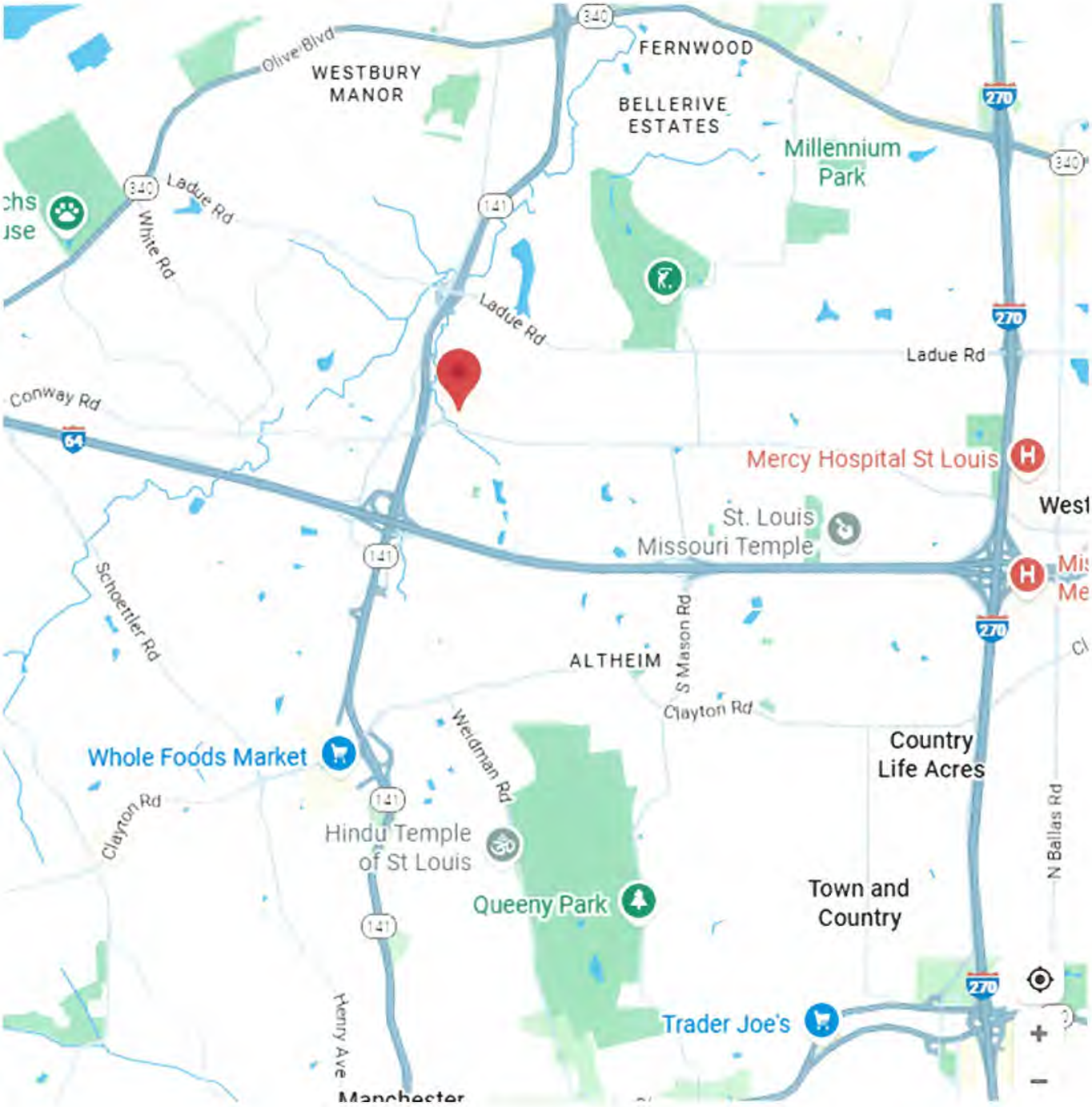
Stryker reserves the right to cancel a Purchase Order if installation is not completed within 30 months from the customer's issuance of the Purchase Order.

This proposal includes Endoscopy Visualization Products. By issuing a purchase order for the Endoscopy Visualization Products, the Customer acknowledges and agrees to accept partial shipments of Endoscopy Visualization Products and partial invoices for any such partial shipment. Customer agrees to make payment within 30 days of the shipment of any Endoscopy Visualization Products on this quote.

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.This quote proposal is in accordance with Vizient Contracts CE2702 (Booms, Lights) and/or CE2713 (OR Tables). Referencing the GPO contract number on your Purchase Order is required for contracted Terms and Conditions to apply.

THIS SALES PROPOSAL IS SUBJECT TO STRYKER'S THEN CURRENT TERMS OF SALE (FOUND AT www.stryker.com/stnc) AND/OR ANY TERMS INCLUDED BY STRYKER HEREIN, INCLUDING REFERENCED GPO TERMS WHICH SHALL TAKE PRECEDENCE. ANY OTHER TERMS ON ANY PURCHASE ORDER OR OTHER DOCUMENT SUBMITTED BY BUYER ARE EXPRESSLY REJECTED BY STRYKER. ACCEPTANCE OF BUYER'S PURCHASE ORDER AND SHIPPING OF STRYKER PRODUCT TO BUYER DOES NOT SERVE AS ACCEPTANCE OF ANY SUCH DIFFERENT OR ADDITIONAL TERMS. BY ACCEPTING THE PRODUCTS AND/OR SERVICES, YOU ACKNOWLEDGE AND AGREE TO THE FOREGOING.

Location of Proposed Facility



St. Luke's HOSPITAL

Our specialty is you.

October 17, 2025

Certificate of Need Program
Missouri Department of Health and Senior Services
PO Box 570
Jefferson City, MO 65102

Dear members of the Missouri Health Facilities Review Committee,

I am writing to formally submit a request for Certificate of Need for the construction and operation of a hybrid Operating Room as part of St Luke's Hospital Structural Heart Program.

The new hybrid OR would enable St Lukes to provide advanced, minimally invasive treatment options for patients with heart disease, further enhancing our ability to deliver high-quality care to the community. This space will serve as a collaborative environment where cardiologists and cardiac surgeons can perform complex procedures such as Transcatheter Aortic Valve Replacement (TAVR) and Transcatheter Edge to Edge Repair (TEER).

This initiative will have a substantial positive impact on our community by improving access to specialized heart care. Patients will no longer need to travel long distances to receive high-level care, leading to: reduced health disparities and increased patient satisfaction.

I respectfully request approval for this Certificate of Need to move forward with the construction and operation of the hybrid Operating Room. This project will be instrumental in addressing the growing demand for specialized heart care at St Luke's and will have a lasting, positive impact on the health and well-being of our community.

Thank you for your time and consideration.

Respectively,

Morton R Rinder, MD, FACC
Director, STEMI Program
St Luke's Hospital
222 South Woods Mill Rd
Chesterfield, MO 63017
Morton.Rinder@stlukes-stl.com
314-434-1500

St. Luke's HOSPITAL
Our specialty is you

Mark Gdowski, MD
Interventional Cardiologist
St. Luke's Hospital
121 St. Luke's Center Drive Suite 303A
(314) 434-3278
Mark.Gdowski@stlukes-stl.com

October 19, 2025

Missouri Department of Health and Senior Services
Certificate of Need Program
PO Box 570
Jefferson City, MO 65102

Dear Members of the Missouri Health Facilities Review Committee,

I am writing in support of St. Luke's Hospital's in Chesterfield, Missouri, and requesting a Certificate of Need to establish a hybrid operating room. This advanced facility would integrate state-of-the-art imaging with surgical capability, enabling percutaneous procedures such as Transcatheter Aortic Valve Replacement (TAVR), Transcatheter Edge-to-Edge Repair and Mitral/Tricuspid Valve Replacement (TMVR/TTVR), and electrophysiology procedures and studies.

A hybrid OR is essential for treating patients who are too high-risk for traditional open-heart surgery and allowing timely, minimally invasive care. It combines everything necessary to treat this complex patient population and allows a true heart team approach, combining the skills of an interventional cardiologist, cardiothoracic surgeon, and cardiac anesthesiologist to work efficiently and effectively.

The need for this infrastructure is urgent. This project represents a vital advancement to our current resources and will ensure that our patients have access to the same caliber of facilities as other major referral centers.

For these reasons, we respectfully urge the Missouri Department of Health and Senior Services to approve this Certificate of Need. Your approval will directly improve outcomes for some of our most vulnerable residents and advance the quality of care available at our hospital.

Sincerely,

Mark Gdowski, MD
Interventional Cardiologist
St. Luke's Hospital
(314) 434-3278
Mark.Gdowski@stlukes-stl.com

St. Luke's
MEDICAL GROUP

Craig Reiss, MD, F.A.C.C

Phone: 314-43-HEART (4-3278)
Fax: 314-590-5949

October 17, 2025

To Whom It May Concern:

As the chief of cardiovascular medicine division at St. Luke's Hospital, we have seen the incredible growth in cardiac services. Currently, our electrophysiology volume is extraordinarily high, with long delays in necessary procedures. In addition, our structural heart program is extremely busy, with increasing demand for TAVR procedures and other complex structural interventions with the aging population. With this increase in demand, along with our expansion of cardiac services, and the hiring of several additional cardiologists to meet the population need, St. Luke's is desperately in need of an additional hybrid cardiac catheterization and electrophysiology laboratory.

I greatly appreciate your consideration in this important matter.

Craig Reiss, MD, FACC

Division Chief of Cardiovascular Medicine at the St. Luke's Hospital Heart & Vascular Institute in Chesterfield, MO, which is affiliated with Cleveland Clinic's Sydell and Arnold Miller Family Heart & Vascular Institute.

St. Luke's
MEDICAL GROUP

Brendan Caprio MD, FACC
Joseph A. Craft III, MD, FACC
Anne Marie Kerchberger, MD, ENG
Shane J. LaRue, MD, MPHS
Clark R. McKenzie, MD, FACC
Paul A. Robiolio, MD, FACC
J. Mauricio Sanchez, MD, FHRS

Clark R McKenzie, MD, FACC, FASCI, FASE
Director, Cardiac Catheterization Lab
St Luke's Hospital, Chesterfield, MO
Clark.mckenzie@stlukes-stl.com
314-434-1500
October 15, 2025

Certificate of Need Program
Missouri Department of Health and Senior Services
PO Box 570
Jefferson City, MO 65102

Dear Members of the Missouri Health Facilities Review Committee,

I am formally writing this request for certificate of need for the construction and operation of a hybrid operating room at Saint Luke's Hospital in Chesterfield Missouri. This room would be used for interventional cardiology and electrophysiology studies. Additionally, it would function as a structural heart operating room for minimally invasive structural heart procedures such as transcatheter aortic valve replacement.

The hybrid OR would be a state-of-the-art imaging, fluoroscopy, and integrated echocardiogram surgical suite. This would allow procedures to be performed by interventional cardiologists, electrophysiologic cardiologists and team-based procedures with cardiothoracic surgery. These would include transcatheter aortic valve replacement, transcatheter mitral edge-to-edge repair procedures, congenital heart repair with closure devices, and potentially truly percutaneous valve replacements.

This new hybrid OR would help meet the needs of a growing in the aging population in Chesterfield and St. Louis County. Without this potential, patients would experience delays in care, have inconvenience of having to travel further and further distances, and not be able to leverage the care and experience of our cardiology programs.

This new room would be a significant upgrade and what we currently use. This new innovation would allow us to expand our ability to provide care for these patients.

I urged the Missouri Department of Health and Senior services to approve this certificate of need to allow us to have state-of-the-art facilities to address our patients' needs. Thank you for considering this request to improve the quality of care of our community and its patients.

Sincerely,

Clark R. McKenzie, MD
Interventional Cardiology
Director, Cardiac Catheterization Lab
Saint Luke's Hospital–Chesterfield

450 N. New Ballas Road
Suite 270 West
St. Louis, Mo 63141
Phone 314-991-6969
Fax 314-997-6969

Deloge Outpatient Center
121 St. Luke's Center Dr
Building A, Suite 404
Chesterfield, MO 63017
Phone 314-864-8720
Fax 314-997-6969

St. Luke's
MEDICAL GROUP

CARDIOTHORACIC SURGERY

Ronadl Leidenfrost, M.D., FACS
Jeremy E. Leidenfrost, M.D.
M. Ryan Reidy, M.D.
Brian Peterson, M.D.
314-434-3049 Phone
314-205-6916 Fax
314-364-5285 Exchange

Jeremy E. Leidenfrost, MD
Cardiothoracic Surgeon
St. Luke's Hospital
232 S. Woods Mill Rd
Chesterfield, MO 63017
jeremy.leidenfrost@stlukes-stl.com
(314) 434-1500

October 14, 2025

Certificate of Need Program
Missouri Department of Health and Senior Services
PO Box 570
Jefferson City, MO 65102

Dear Members of the Missouri Health Facilities Review Committee,

I am writing to formally request a Certificate of Need for the construction and operation of a hybrid operating room (OR) at St. Luke's Hospital in Chesterfield, Missouri. As a board-certified cardiothoracic surgeon with over 11 years of experience specializing in structural heart interventions, I have witnessed firsthand the transformative impact of advanced procedural technologies on patient outcomes. This hybrid OR is essential to expand our capacity to perform minimally invasive structural heart procedures, particularly for patients who are at high risk for traditional open-heart surgery.

A hybrid OR integrates state-of-the-art imaging systems, such as fluoroscopy and 3D echocardiography, with a fully equipped surgical suite. This setup allows for seamless collaboration between interventional cardiologists, cardiac surgeons, and imaging specialists during complex procedures. Specifically, it enables us to conduct transcatheter valve replacements, such as Transcatheter Aortic Valve Replacement (TAVR) and Transcatheter Mitral Valve Repair (TMVR), which are critical alternatives to open-heart surgery for frail or elderly patients with severe valvular heart disease. These procedures involve accessing the heart through small incisions or catheters, often via the groin or chest, to deploy prosthetic valves without the need for sternotomy or cardiopulmonary bypass.

St. Luke's
MEDICAL GROUP

CARDIOTHORACIC SURGERY

In our community, heart disease remains a leading cause of morbidity and mortality, with an aging population increasingly presenting with comorbidities that preclude conventional surgical options. For instance, patients with advanced age, chronic kidney disease, pulmonary issues, or prior cardiac surgeries face prohibitive risks from open procedures, including prolonged recovery times, higher infection rates, and increased mortality. Without access to a dedicated hybrid OR, these individuals are often left with suboptimal medical management or must travel significant distances to other facilities, leading to delays in care and poorer prognoses. By establishing this resource locally, we can serve an estimated 50-100 high-risk patients annually, reducing wait times and improving survival rates through timely interventions.

Our current operating rooms lack the integrated imaging capabilities required for these advanced structural heart procedures, limiting our ability to provide comprehensive care. Investing in a hybrid OR aligns with national guidelines from organizations like the American College of Cardiology and the Society of Thoracic Surgeons, which emphasize the importance of such facilities for high-volume centers performing structural heart interventions. This addition would not only enhance patient safety and procedural efficiency but also position Chesterfield and the greater St. Louis area as a leader in innovative cardiovascular care, potentially attracting skilled specialists and fostering economic growth through healthcare advancements.

I urge the Missouri Department of Health and Senior Services to approve this Certificate of Need to address this critical gap in our healthcare infrastructure. I am available to provide additional data, including procedural volumes, patient demographics, and projected utilization rates, or to discuss this proposal in greater detail. Thank you for considering this request, which will undoubtedly save lives and improve the quality of care for our community's most vulnerable residents.

Sincerely,

Jeremy E. Leidenfrost, MD
Cardiothoracic Surgeon
St. Luke's Hospital
(314) 434-1500
jeremy.leidenfrost@stlukes-stl.com

St. Luke's HOSPITAL
HEART & VASCULAR INSTITUTE

In affiliation with
Cleveland Clinic
Heart and Vascular Institute

ST. LOUIS POST-DISPATCH

AFFIDAVIT OF PUBLICATION

LASHLY & BAER, PC
714 LOCUST STREET
St. Louis , MO 63101
Attn: Brown, Katrina A. (Affidavit Enclosed)

Ad Number: 152684 PO: Brown, Katrina A. Description: St. Luke's Episcopal Presbyterian

THE ATTACHED ADVERTISEMENT WAS PUBLISHED
In the St. Louis Post-Dispatch on the following date(s): 10/08/2025

A version of the ad also appeared on STLtoday.com Starting: 10/08/2025

St. Luke's Episcopal Presbyterian Hospital is seeking Certificate of Need Approval for an additional electrophysiology laboratory at its 232 South Woods Mill Road Chesterfield, MO 63017 location. Comments should be addressed to Richard H. at 714 Locust Street Saint Louis, MO 63101 (314) 621-2939 or e-mail @lashlybaer.com

COMPANY REPRESENTATIVE

SWORN TO AND SUBSCRIBED BEFORE ME
THIS 10 October 10, 2025

Whitney M. Donovan
NOTARY PUBLIC, CITY OF ST.LOUIS

901 N. TENTH STREET, ST LOUIS MO 63101 PHONE 314-340-8000

WHITNEY M. DONOVAN
Notary Public, Notary Seal
State of Missouri
St. Louis County
Commission # 15633211
My Commission Expires 02-25-2027

Attestation of Compliance

I, Richard Hill, certify that, to the best of my knowledge and belief, I have followed all applicable regulations regarding notifying surrounding facilities of the application submitted to the Missouri Health Facilities Review Committee by St. Luke's Episcopalian Hospitals the establishment of an additional EP laboratory at 232 South Woods Mill Road, Chesterfield, MO 63017 by letter dated October 20, 2025.

Signature: _____ Date: 10/23/25

I, Mary H. Clemens, a notary public in and for said State do hereby certify that Richard Hill, whose name is signed to the writing above, has this day acknowledged the same before me.

Mary H. Clemens Date: 10/23/2025
Notary Public

MARY H. CLEMENS
Notary Public - Notary Seal
State of Missouri
Commissioned for St. Louis County
My Commission Expires: August 05, 20
Commission Number: 14002478

RICHARD W. HILL
Licensed in Missouri and Illinois
DIRECT: 314 436.8317
rhill@lashlybaer.com

October 20, 2025

NAME
ADDRESS LINE
CITY, STATE ZIP

Re: Missouri Certificate of Need Project # 6248HS
St. Luke's Episcopal Presbyterian Hospitals
Additional EP Laboratory

To Whom this May Concern:

Please be advised that St. Luke's Episcopal Presbyterian Hospitals will submit and/or have submitted a Certificate of Need application to add an additional electrophysiology laboratory at its 232 South Woods Mill Road, Chesterfield, MO 63017 location.

Very truly yours,

Richard W. Hill

RWH/RWH

St. Luke's Hospital
EP Lab Service Area - St. Louis, St. Charles, Franklin, Jefferson
Need Analysis

	A	B	C	D	E
	Entity	**County**	**Address**	**City**	**Zip**
1	Christian Hospital NE	St. Louis	11133 Dunn Rd.	St. Louis	63136
2	HHC ASC	St. Louis	450 N New Ballas Road, Ste. 2-6	St. Louis	63141
3	Mercy Hospital South	St. Louis	10010 Kennerly Rd.	St. Louis	63128
4	Mercy Hospital St. Louis	St. Louis	615 S. New Ballas Rd.	St. Louis	63141
5	Missouri Babtist Medical Ctr.	St. Louis	3015 North Ballas Rd.	Town & County	63131
6	SSM Health DePaul Hospital	St. Louis	12303 DePaul Dr.	Bridgeton	63044
7	SSM Health St. Clare Hospital-Fenton	St. Louis	1015 Bowles Ave.	Fenton	63026
8	SSM Health St. Mary's-St. Louis	St. Louis	6420 Clayton Road	Richmond Heights	63117
9	St. Luke's Des Peres Hospital	St. Louis	2345 Dougherty Ferry Rd.	St. Louis	63122
10	Vet. Affairs Med. Ctr.-St. Louis	St. Louis	915 North Grand	St. Louis	63125
11	Barnes-Jewish St. Peter Hosp.	St. Charles	10 Hospital Dr.	St. Peters	63376
12	Progress West Hospital	St. Charles	2 Progress Point Pkwy	O'Fallon	63368
13	SSM Health St. Joseph Hospital	St. Charles	300 First Capitol Dr.	St. Charles	63301
14	Mercy Hospital Washington	Franklin	901 E. 5th St.	Washington	63090
15	Patients First Health Care, LLC	Franklin	901 Patients First Dr.	Washington	63090

DIVIDER III

SERVICE SPECIFIC CRITERIA AND STANDARDS

DIVIDER III. SERVICE SPECIFIC CRITERIA AND STANDARDS

1. **For new units, address the minimum annual utilization standard for the proposed geographic service area.**

   Not applicable.

2. **For any new unit where specific utilization standards are not listed, provide documentation to justify the new unit.**

   Not applicable.

3. **For additional units, document compliance with the optimal utilization standard, and if not achieved, provide documentation to justify the additional unit.**

   There are no regulatory standards for additional electrophysiology laboratory units. Notwithstanding, the applicant has experienced a significant uptick in volume for electrophysiology procedures, and identified the need for an additional electrophysiology laboratory based on the growing demand for access to specialized cardiac procedures and the goal of reducing patient wait times. Physician requests for advanced technology and the lack of capacity for electrophysiology services have further supported this need. The development of an additional electrophysiology laboratory will increase patient throughput and free up other hybrid operating room (OR) space by shifting electrophysiology cases from the OR to the new electrophysiology laboratory. This will streamline scheduling, decrease delays in care, and ensure that the applicant can continue providing the high-quality services patients expect.

4. **For evolving technology address the following:**
   - **Medical effects as described and documented in published scientific literature;**

     Not applicable.

   - **The degree to which the objectives of the technology have been met in practice;**

     Not applicable.

   - **Any side effects, contraindications or environmental exposures;**

     Not applicable.

- **The relationships, if any, to existing preventive, diagnostic, therapeutic or management technologies and effects on the existing technologies;**

  Not applicable.

- **Food and Drug Administration approval;**

  Not applicable.

- **The need methodology used by this proposal in order to assess efficacy and cost impact of the proposal;**

  Not applicable.

- **The degree of partnership, if any, with other institutions for joint use and financing.**

  Not applicable.

DIVIDER IV

FINANCIAL FEASIBILITY REVIEW CRITERIA AND STANDARDS

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.**

   See attached.

2. **Provide Service-Specific Revenues and Expenses (Form MO 580-1865) projected through three (3) full years beyond project completion.**

   See attached.

3. **Document how patient charges are derived.**

   Patient charges take into account the costs of equipment acquisition and maintenance, staffing, supplies, overhead, and regulatory requirements. Additional considerations include Medicare and commercial payer reimbursement rates, market comparisons with peer institutions, and annual cost-to charge ration analyses. This structured approach ensures that patient charges are consistent, compliant, and reflective of the true cost of providing high quality imaging services.

4. **Document responsiveness to the needs of the medically indigent.**

   See attached Financial Assistance Policy.

ST. LUKE'S HEALTH CORPORATION

Consolidated Financial Statements

June 30, 2024 and 2023

(With Independent Auditors' Report Thereon)

ST. LUKE'S HEALTH CORPORATION

Consolidated Balance Sheets

June 30, 2024 and 2023

(In thousands)

Assets		2024	2023
Current assets:			
Cash and cash equivalents	$	60,844	56,084
Short-term investments		924	844
Accounts receivable, patient		110,489	129,069
Inventories		13,146	12,699
Other current assets		22,608	14,243
Total current assets		208,011	212,939
Assets limited as to use or restricted		79,441	80,120
Long-term investments		318,070	284,360
Property and equipment, net		254,970	254,816
Pension asset		3,565	4,158
Other assets		60,812	61,519
Total assets	$	924,869	897,912
Liabilities and Net Assets			
Current liabilities:			
Current maturities of long-term obligations	$	8,831	7,145
Accounts payable		19,361	21,260
Accrued liabilities		75,553	72,097
Total current liabilities		103,745	100,502
Insurance reserves and other liabilities		54,550	54,438
Long-term obligations, less current maturities		100,254	106,103
Total liabilities		258,549	261,043
Net assets:			
Without donor restrictions		641,792	608,744
With donor restrictions		24,528	28,125
Total net assets		666,320	636,869
Total liabilities and net assets	$	924,869	897,912

See accompanying notes to consolidated financial statements.

Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

Project Title: St. Luke's Hospital - Additional EP Lat **Project #:** 6248 HS

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.	Year FY2023	FY2024	FY2025
Amount of Utilization:*	537	578	716
Revenue:			
Average Charge**	$64,345	$71,171	$84,102
Gross Revenue	$34,553,265	$41,136,838	$60,217,032
Revenue Deductions	21,871,810	26,915,588	42,962,124
Operating Revenue	12,681,455	14,221,250	17,254,908
Other Revenue	0	0	0
TOTAL REVENUE	**$12,681,455**	**$14,221,250**	**$17,254,908**
Expenses:			
Direct Expenses			
Salaries	920,240	972,758	1,339,072
Fees			
Supplies	4,959,437	5,031,588	5,925,972
Other	757,244	944,046	875,936
TOTAL DIRECT	$6,636,921	$6,948,392	$8,140,980
Indirect Expenses			
Depreciation	69,015	75,422	183,764
Interest***	2,044	2,184	2,920
Rent/Lease	0	0	0
Overhead****	1,178,563	1,349,369	1,858,818
TOTAL INDIRECT	$1,249,622	$1,426,975	$2,045,502
TOTAL EXPENSES	**$7,886,543**	**$8,375,367**	**$10,186,482**
NET INCOME (LOSS):	**$4,794,912**	**$5,845,883**	**$7,068,426**

*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

**Indicate how the average charge/procedure was calculated.

***Only on long term debt, not construction.

****Indicate how overhead was calculated.

Certificate of Need Program

SERVICE-SPECIFIC REVENUES AND EXPENSES

Project Title: St. Luke's Hospital - Additional EP Lat **Project #:** 6248 HS

Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.

	Year 1	Year 2	Year 3
Amount of Utilization:*	1,076	1,098	1,119
Revenue:			
Average Charge**	$84,102	$84,102	$84,102
Gross Revenue	$90,493,752	$92,343,996	$94,110,138
Revenue Deductions	64,563,152	65,894,796	67,131,938
Operating Revenue	25,930,600	26,449,200	26,978,200
Other Revenue	0	0	0
TOTAL REVENUE	**$25,930,600**	**$26,449,200**	**$26,978,200**
Expenses:			
Direct Expenses			
Salaries	1,347,500	1,452,700	1,575,700
Fees			
Supplies	10,237,132	11,068,472	11,291,096
Other	1,382,168	1,410,428	1,437,404
TOTAL DIRECT	$12,966,800	$13,931,600	$14,304,200
Indirect Expenses			
Depreciation	945,859	951,505	956,895
Interest***	2,920	2,920	2,920
Rent/Lease	0	0	0
Overhead****	1,945,020	2,089,740	2,145,630
TOTAL INDIRECT	$2,893,799	$3,044,165	$3,105,445
TOTAL EXPENSES	**$15,860,599**	**$16,975,765**	**$17,409,645**
NET INCOME (LOSS):	**$10,070,001**	**$9,473,435**	**$9,568,555**

*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

**Indicate how the average charge/procedure was calculated.

***Only on long term debt, not construction.

****Indicate how overhead was calculated.

MO 580-1865 (08/06)

Financial Assistance Policy

Financial Assistance plain language summary brochure (English) (PDF)

St. Luke's Hospital provides care to patients consistent with its mission and values. Financial Assistance is available to those who reside in the community we serve, who are uninsured or underinsured and do not have adequate financial resources to pay for necessary healthcare services provided. Financial assistance does not apply to internationally traveling/vacationing patients who seek treatment at St. Luke's Hospital. Non-US citizens and US citizens living outside the USA are not eligible for financial assistance; this includes patients on a visa and international students. This does not include undocumented individuals living in the US. St. Luke's Hospital will use its best efforts to provide financial assistance fairly and consistently, balancing our patients' needs for financial assistance with St. Luke's Hospital's broader fiscal responsibility, and taking into consideration each patient's specific needs. Information gathered to determine whether a patient qualifies for Financial Assistance is kept confidential and is limited to only those directly involved with the determination process and is considered "protected health information" (PHI) under HIPAA.

Charity is defined as the demonstrated inability of a patient to pay, versus the unwillingness of a patient to pay. The Financial status of a patient is determined through the financial assistance application process and/or from information obtained from outside parties to distinguish a patient's ability to pay. All patients seen at St. Luke's Hospital are expected to contribute to the cost of their care, based upon their individual ability to pay.

Charity Care includes services provided to:

- Uninsured patients who do not have the ability to pay based on criteria provided on the financial assistance application
- Underinsured patients whose coverage is inadequate to cover a catastrophic situation
- Insured patients with balances remaining due to deductibles, coinsurance or copayments
- Persons whose income is sufficient to pay for basic living costs but not medical care, and those persons with generally adequate incomes who are suddenly faced with catastrophically high medical bills
- Patients who demonstrate the ability to pay part but not all of their liability
- The hospital will not discriminate based on race, ethnicity, gender, age, disability, etc., or on the basis of source of payor, when making financial assistance determinations
- The hospital will apply the policy uniformly to all hospital patients and is applicable to all hospital patients, including inpatients and outpatients who reside in the communities we serve.
- A family member or estate executor may apply for financial assistance on behalf of a deceased patient.

Charity Care excludes services such as convenience items, cosmetic procedures or service provided that are not medically necessary.

Determination for eligibility for full or partial charity will remain valid for six months from the date of charity determination for all necessary hospital services and will be applied to current episode of care and unpaid balances.

Patients may apply for Financial Assistance at any time before, during or after their care. The application requires proof of income which includes a federal tax return for all adults in the household, Social Security Income (SSI), pension statements , paycheck stubs, alimony and child support documentation, and/or declaration of income from their supporter. Patients who do not file a tax return will need to provide proof of residency. If data provided by a patient requires greater clarification than what is provided, St. Luke's may contact the patient's employer, the IRS or other sources with the patient/guarantor's consent to validate the data. Patients may also be asked to obtain written validation of data provided for consideration of financial assistance. If upon receipt of the application, all of the required documentation is not received, St. Luke's will contact the patient by phone or a follow up letter will be mailed requesting the additional information needed to complete the processing of

the application.

If there is a change in financial circumstances an updated or new financial assistance application may be completed. Patients who have had a change in income due to a job change, loss of a job, or reduced hours/inability to work for a period of 3 months or more can reapply and will be considered for financial assistance based on their current income. Patients will need to provide documentation supporting the change in income ie: previous year tax return along with W2, three months current paycheck stubs, letter from employer stating employee's current status and pay, disability letter, unemployment, etc...

Patients are expected to cooperate with the hospital's procedures for obtaining insurance and other forms of payment and to contribute to the cost of their care based on their individual ability to pay. Individuals with the financial capacity to purchase health insurance shall be encouraged to do so, as a means of assuring access to health care services, for their overall personal health, and for the protection of their individual assets. The hospital will exhaust all payment options including, but not limited to local, state and Federal Assistance programs (ie: completing a Medicaid application) and requiring patients to seek in-network care, before considering an application for financial assistance. Charity care discounts will not be applied to patient accounts who have elected to receive services at St. Luke's and are out of network with their insurance plan. Prior to financial assistance discounts being applied, all other resources must be applied first, including applicable health insurance coverage, payment from third party payors, and payments from Medicaid and Medicaid HMO plans. If funds are provided to the patient to purchase insurance coverage are used for basic living needs and can be documented as such, including current level of income based on Federal Poverty Guidelines, consideration of financial assistance will not be based on lack of insurance coverage.

Amounts charged to financial assistance eligible patients will not exceed Amounts Generally Billed (AGB) to patients with medical insurance. Patients can contact Patient Financial Services to obtain the current AGB. Patients without insurance who receive services at the hospital will automatically be eligible for a 40% discount and are eligible to apply for a financial assistance. Patients without insurance who receive services at St. Luke's Medical Group will automatically be eligible for a 33% discount and are eligible to apply for financial assistance.

Financial Assistance Applications

Patients may request an application for financial assistance through Social Services, Patient Billing, or any St. Luke's employee who, if unable to directly assist the patient, can direct them to the appropriate personnel. Applications are available in the hospital, at all registration areas and the cashier's office as well as on-line via the hospital website:

Download Financial Assistance Application (PDF)

Applications can also be obtained free of charge by mail or by calling 314-576-8100. Applications are available in English, Spanish, Bosnian, Chinese and Korean and interpreters are available free of charge. Patients who need assistance completing an application can call 314-576-8100 Monday – Friday 8:30 a.m. – 5:00 p.m.

Financial Assistance applications will be reviewed, and a determination will attempt to be made within 14 business days from receipt of all appropriate information. Patients are asked to comply with providing supporting documentation to assist in the determination process. A patient's failure to provide all requested information may result in a delay of determination. St. Luke's will contact the patient by phone, or a letter will be mailed to the patient requesting the missing documentation. The letter will provide the address for the patient to send the documentation, a deadline, and a phone number to call if the patient has questions. Only one application is necessary and consideration will be taken for multiple accounts for the patient/guarantor. If a patient qualifies for a partial reduction in their account balance but is not able to pay their remaining balance in full, an interest free payment plan is available so that patients can pay through monthly installments. If a patient is unable to provide the requested documentation, please call 314-576-8100 to inform us why the documents are not able to be provided.

St. Luke's Hospital reaches out to self-pay and underinsured patients in a number of ways, including raising patient awareness of Medicaid health insurance. By assisting our patients with the application process, St. Luke's Hospital helps patients obtain the benefits for which they qualify. A Financial Counselor may contact you during your stay in the hospital or after you are discharged to assist you in the application process.

Financial Assistance Determination

Financial Assistance is based on a sliding scale, taking into consideration the following: Federal Poverty Guidelines, income, assets, family size, medical need and

catastrophic costs. Patients who are between 0% - 400% of the Federal Poverty Guidelines will qualify for a financial assistance discount. Financial assistance discounts range between 25% - 100% and is available to all patients regardless of whether they have health insurance. Patients who have health insurance may qualify for assistance on their remaining balance (coinsurance/deductibles) after insurance pays.

All other resources must be applied first, including applicable health insurance coverage, payment from third party payors and payments from Medicaid, Medicaid HMO plans, or other government sponsored programs. Patients are required to seek in-network care. Financial assistance will not be applied to non-emergency services for patients who see care out-of-network.

Financial assistance is available to all hospital patients including inpatients, outpatients and those receiving services at one of our off-site or affiliate locations.

Determinations for eligibility for full or partial charity will remain valid for six months from the date of the charity determination for all necessary hospital services and will be applied to current episodes of care and unpaid balances.

There are instances when a patient may appear eligible for financial assistance, but there is no application on file due to lack of supporting documentation. Often, there is adequate information provided by the patient or through other sources, which would provide sufficient evidence to provide the patient with financial assistance. St. Luke's Hospital may use outside agencies in determining estimated income amounts for the basis of determining charity care eligibility. Patients who have been awarded a discount less than 100% using the hospitals Healthcare Scoring Tool (HFST) may submit an application for financial assistance to see if they are eligible for a larger discount.

Nothing in this policy will prohibit St. Luke's Hospital from offering reduced or more favorable financial assistance to an uninsured patient based upon individual circumstances.

See physicians who are covered under St. Luke's Hospital's Financial Assistance policy (Excel)

See physicians on St. Luke's Medical staff who are not covered under St. Luke's Hospital's Financial Assistance policy (Excel)

Uninsured Patients Billing Practices

The first statement sent to an uninsured patient will reflect a self-pay discount in the amount of 40% (medically necessary services only). The discount will be applied to services that are considered medically necessary, denied as non-covered, exceeded the allowed length of stay or exhausted benefits.

When sending a bill to a patient, the following statement will be included:

- Financial Assistance may also be available to those who have an inability to pay because they are uninsured or lack other financial resources. An application must be completed to determine eligibility. Please contact our Customer Service Department for more information.

Collection Practices

St. Luke's Hospital management has developed policies and procedures for internal and external collection practices that take into account the extent to which the patient qualifies for charity, a patient's good faith effort to apply for a governmental program or for charity from St. Luke's Hospital, and a patient's good faith effort to comply with his or her payment agreements with St. Luke's Hospital. For patients who qualify for financial assistance and who are cooperating in good faith to resolve their hospital bills, St. Luke's Hospital may offer extended payment plans, will not impose wage garnishments or force a foreclosure on primary residences, will not impose actions that force bankruptcy and will not send unpaid bills to outside collection agencies. Unpaid balances will not be reported to the credit bureau until at least 6 months from placement date and only if patients are not cooperating with paying their balance.

St. Luke's Hospital adheres to the laws of the Fair Debt Collection Practices Act and the Association of Credit and Collection Professional's Code of Ethics and Professional Responsibility and patients are treated with dignity, respect and in line with our mission and values.

Notification

Patients are informed about our Financial Assistance process in a number of ways:

- Financial counselors and Social workers are available to patients during their stay.
- Patient Financial Services attempts to contact scheduled patients prior to services to provide patients with their expected amounts due and discuss payment/discount options.
- Discussions about financial assistance occur when speaking to patients on the phone about their account balances.
- Information regarding our Financial Assistance Policy is located on our website, our billing statements as well as our registration booklets/brochures and signage in all registration areas.
- St. Luke's Pediatric Care Center is a mission-based agency of St. Luke's Hospital that provides health care to children in St. Louis City and County in a private practice setting where care is available for uninsured and low-income children.
- St. Luke's Hospital partners with Volunteers in Medicine in our primary service area and People's Health Clinic in our secondary service area which addresses the healthcare needs for those with low income. Information about our financial assistance policy is communicated to members of our community through advertisements that are mailed to approximately 68,000 homes which promote classes and events that we offer in the community. Signs informing patients about our Financial Assistance Policy are posted in all registration areas and off-site locations (approximately 50 locations). Patients can also find our policy and application information on all billing statements as well as our website.
- Applications are available free of charge by mail or phone and can be obtained on our website.

St. Luke's Financial Assistance Policy is subject to change from time to time without notice.

Financial Assistance Matrix for St. Luke's Hospital (PDF)

Financial Assistance Matrix for St. Luke's Hospital

Family Size		1	2	3	4	5	6
% of Federal Poverty Guidelines	Discount	Total Family Income					
200%	100%	$31,300	$42,300	$53,300	$64,300	$75,300	$86,300
250%	75%	$39,125	$52,875	$66,625	$80,375	$94,125	$107,875
300%	50%	$46,950	$63,450	$79,950	$96,450	$112,950	$129,450
350%	40%	$54,775	$74,025	$93,275	$112,525	$131,775	$151,025
400%	25%	$62,600	$84,600	$106,600	$128,600	$150,600	$172,600

**Add $5,500 for each family member after 6*

St. Luke's HOSPITAL
Our specialty is you.

APPLICATION FOR FINANCIAL ASSISTANCE

To be considered for Financial Assistance, please complete the information below. In addition, a complete copy of the most recent Federal Tax return and proof of income is required for the applicant and all members of the household as indicated in Section 4 of this form. If the applicant or a family member listed in Section 4 is not employed, proof of non-filing is required and can be obtained by calling the IRS at 1-800-829-1040 and requesting Form 4506-T. Incomplete or inaccurate applications may result in a delay or a denial of financial assistance.

The information on this form will be kept confidential and will allow us to do an initial assessment of our qualification for our Financial Assistance Program. We will notify you in writing within14 days of the receipt of your information with a determination of your eligibility or if additional information is needed. If financial assistance is granted, please be advised that we may share information with you other healthcare providers regarding total charges and the percentage of discount that has been awarded.

SECTION 1: APPLICANT INFORMATION	
PATIENT NAME	
DOB	
CURRENT STREET ADDRESS	
CITY/STATE/ZIP	
TELEPHONE #	
SOCIAL SECURITY NUMBER/ITIN	

SECTION 2: MEMBERS OF THE HOUSEHOLD

Please complete the following information for yourself as well as every member in your household 18 years or older. This includes members currently living in your residence and/or listed as a dependent on your Federal Tax Return. Income is also required for members in the household who are unmarried, household partners, and their dependents.

Name	Date of Birth	Relationship	Currently Employed (Y or N)	Employed in the last 6 months (Y or N)	Current and past employer name (for past 6 months)

APPLICATION FORM cont'd

SECTION 3: BANKING, NON-RETIREMENT INVESTMENTS, AND OTHER ASSETS		
CHECKING ACCOUNT	Does the applicant have a personal checking account? Y or N	
	Bank Name	
	Cumulative Balance	
SAVINGS ACCOUNT	Does the applicant have a personal savings account? Y or N	
	Bank Name	
	Cumulative Balance	
OTHER ASSETS	Do you own real property (other than primary residence)? Y or N	
	If Yes, which County and State?	
NON-RETIREMENT INVESTMENTS (e.g. non-IRAs, 401K)	Do you have non-retirement investments? Y or N	
	If Yes, what is the name of the fund and current balance?	
OTHER ASSETS	Do you own real property (other than primary residence)? Y or N	
	If Yes, which County and State?	
NON-RETIREMENT INVESTMENTS (e.g. non-IRAs, 401K)	Do you have non-retirement investments? Y or N	
	If Yes, what is the name of the fund and current balance?	

SECTION 4: GROSS ANNUAL INCOME-PAST 12 MONTHS FOR EACH MEMBER OF HOUSEHOLD

Please complete the following information for all members of the household aged 18 or older as listed in Section 2 above. Proof of income includes but is not limited to wages, tips, pension, IRA or annuities, SSI, child support, alimony, food stamps, cash gifts, grant income, or any other form of income earned. If unemployed, please provide proof from the unemployment office stating whether or not benefits have been received.

Household Member	Source of Income	Amount Received	Frequency of Payment	Form of Proof Attached

APPLICATION FORM cont'd

SECTION 5: APPLICANT CERTIFICATION	
My signature below indicates that the information I provided on this form is complete and accurate. I understand that any information provided on this form, which is found to be false, misleading, or inaccurate may result in a denial of my eligibility for financial assistance with St. Luke's Hospital now and in the future. I authorize St. Luke's Hospital to make necessary inquiries to verify information provided on this application and to release information to any Business Associates or governmental agencies that may require it. I understand that completing this application is not a guarantee of my eligibility.	
Applicant's Name and Signature	**Date**

Billing and payment plans

The first statement sent to an uninsured patient will reflect the expected payment that is in line with those offered to insurance companies. The discount will be applied to services that are considered medically necessary, denied as non-covered, exceeded the allowed length of stay or exhausted benefits.

For patients who qualify for financial assistance and who are cooperating in good faith to resolve their hospital bills, St. Luke's Hospital may offer extended payment plans and will not impose wage garnishments or force a foreclosure on primary residences, will not impose actions that force bankruptcy and will not send unpaid bills to outside collection agencies.

For more information, please contact Patient Financial Services at **314-576-8100**.

St. Luke's Financial Assistance Policy is subject to change from time to time without notice.

St. Luke's Patient Financial Services 314-576-8100

St. Luke's Financial Assistance Policy

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St. Luke's Hospital provides care to patients consistent with its mission and values.

St. Luke's Hospital provides Financial Assistance to all residents of the community who are uninsured or underinsured and do not have adequate financial resources to pay for necessary healthcare services provided. St. Luke's Hospital will use its best efforts to provide financial assistance with the Hospital's broader fiscal responsibility and taking into consideration each patient's specific needs. Information gathered to determine whether or not a patient qualifies for Financial Assistance is kept confidential and is limited to only those directly involved with the determination process and is considered "protected health information" under HIPAA.

Payments expected from uninsured patients are in line with those that have been negotiated with insurance companies. Amounts charged to Financial Assistance eligible patients will not exceed Amounts Generally Billed (AGB) to patients having medical insurance. Patients can contact Patient Financial Services to obtain the current percentage discount. Financial Assistance provided by St. Luke's Hospital is not a substitute for personal responsibility. All patients are expected to contribute to the cost of their care, based upon their individual ability to pay.

Applying for financial assistance

Financial Assistance Applications are available in the Patient Financial Services Department, Hospital Cashier's Office, Social Services Department, Registration areas or on our website at **https://www.stlukes-stl.com/pay/faq-financial-assistance-policy.html**

To obtain an application by phone or mail, please call **314-576-8100**. Applications are available in English, Spanish, Bosnian, Chinese and Korean and translators are available to anyone free of charge. Completed applications are processed within 14 days of receipt and letter of determination is mailed to all patients who apply. Patients are asked to comply with providing supporting documentation such as: proof of income, Federal Tax Return for all adults in the household, SSI, pension paycheck stubs, proof of alimony, child support, and/or declaration of income, etc. to assist in the determination process. Only one application is necessary and consideration will be taken for multiple accounts for the patient/guarantor. If a patient qualifies for partial reduction in their account balance but is not able to pay their remaining balance in full, an interest free payment plan is available so that patients can pay through monthly installments.

St. Luke's Hospital reaches out to self-pay patients and underinsured patients in a number of ways, including raising patient awareness of Medicaid health insurance. By assisting our patients with the application process, St. Luke's Hospital helps patients obtain the benefits for which they qualify. A Financial Counselor may contact you during your stay in the hospital or after you are discharged to assist you in the application process.

Determining financial assistance

Financial Assistance is based on a sliding scale, taking into consideration the following: Federal Poverty Guidelines, income, assets, family size, medical needs and catastrophic costs. Financial Assistance ranges between 25% - 100% and is available to all patients regardless of whether or not they have health insurance. Patients who have health insurance may qualify for assistance on their remaining balance (co-insurance/deductibles) after insurance pays. All other resources must be applied first, including applicable health insurance coverage, payment from third party payors and payments from Medicaid, Medicaid HMO plans, or other government sponsored programs. Financial assistance discounts will not be applied to patient accounts who have elected to receive services at St. Luke's and are out of network with their insurance plan.

Financial Assistance is available to all hospital patients including inpatients, outpatients, and those receiving services at one of our off-site or affiliate locations.

There are instances when a patient may appear eligible for financial assistance, but there is no application on file due to lack of supporting documentation. Often, there is adequate information provided by the patient or through other sources, which would provide sufficient evidence to provide the patient with financial assistance. St. Luke's Hospital may use outside agencies in determining estimated income amounts for the basis of determining financial assistance eligibility.