



90 Icon St. Foothill Ranch, CA 92610  
 Phone: (949) 580-1555 / (800) 325-0283, Fax (949) 580-1550

**Quotation Date: 7/3/2012**

**Quotation #: Q2BNOA7001O2**

**Valid for: 60 days**

**TO: Ed Hvitfelt**  
**Jersey City Medical Center**  
**355 Grand St**  
**Jersey City, NJ 7302**  
**(201) 915-2000**

Prepared By: Juan Pineda  
 Salesperson: Craig Erlanger

Terms: 80% due on delivery, 20% Net 30  
 Warranty: Capital Equipment as Stated  
 FOB: Foothill Ranch Ca.  
 Ship: Approx. 90 Days ARO

**Contract:** HPG M Contract # HPG-4773 HealthTrust Purchasing Group  
 Equipment Discount 30%, Supply Discount 12%,

QTY	MODEL	DESCRIPTION	UNIT PRICE	TOTAL
		<b>5 EAST OBSERVATION TELEMETRY</b> <u>Central Stations</u>		
1	CNS-6201-16-S	E 16 Patient color central monitoring system for WMTS telemetry and hardwired monitoring. Provides flexibility to monitor up to sixteen hardwired or telemetry patients. Full disclosure provides 72 hour storage of up to 6 waveforms per patient and arrhythmia recall of 768 events per bed. Alarm events are color tagged in full disclosure for easy identification. Network feature allows multiple central stations to be connected for patient data transfer, remote patient monitoring and patient overview monitoring. Includes 24" touchscreen flat panel LCD display, 2 channel thermal recorder, uninterruptible power supply, mouse, and keyboard. Features include arrhythmia recall, ST segment recall and trends, hemodynamic calculation trends and tables, alarm history, and 72 hour graphical and tabular trends with 1 minute resolution. Manual or automatic reports may be printed on optional laser printer. Covered by a 2 year depot repair parts and labor warranty.	\$39,750.00	\$39,750.00
		<b>CNS-6200 Optional Accessories</b>		
1	FQW-50-2-100	S Recording Paper for BSM-6000 and BSM-9000 series monitors. 10 packs per box.	\$35.00	\$35.00
		<u>CNS Telemetry Receivers</u>		
2	ORG-9100A-8	E 8 Patient WMTS digital telemetry receiver. Complies with new FDA and FCC guidelines for medical telemetry. Covered by a five year depot parts and labor warranty.	\$13,000.00	\$26,000.00



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**Quotation Date:** 7/3/2012  
**Quotation #:** Q2BNOA700102  
**Valid for:** 60 days

**TO:** Ed Hvitfelt  
 Jersey City Medical Center  
 355 Grand St  
 Jersey City, NJ 7302  
 (201) 915-2000

**Prepared By:** Juan Pineda  
**Salesperson:** Craig Erlanger  
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**Ship:** Approx. 90 Days ARO

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 Equipment Discount 30%, Supply Discount 12%,

QTY	MODEL	DESCRIPTION	UNIT PRICE	TOTAL
<b>CNS Telemetry Transmitters</b>				
14	ZM-530PA	E ECG, SpO2 and Respiration telemetry transmitter with color display. Allows monitoring of up to 8 Vectors of ECG, respiration and continuous SpO2 at the Central Monitor. Operates for 2.5 days on 2 AA batteries. Color LCD display provides viewing of ECG or Pulse waveform and heart rate, respiration rate, and SpO2 numeric values. Review capability includes 10 minute full disclosure and 10 minutes of tabular trends. Multi Lead ECG Screen displays four Leads of ECG. Display indicates Lead status and battery status. Covered by a five year depot repair parts and labor warranty. Does not include ECG Lead set. (Nihon Kohden may substitute the ZM-531PA based on frequency requirements.)	<b>\$3,000.00</b>	<b>\$42,000.00</b>
<b>ECG Accessories</b>				
14	BR-913PA	S ECG Lead Set 3 Wire Snap Type	<b>\$89.00</b>	<b>\$1,246.00</b>
<b>SpO2 Accessories</b>				
14	TL201T	S Reusable Nihon Kohden SpO2 Adult Finger Probe. For use with Nihon Kohden Pulse Oximetry Monitors.	<b>\$180.90</b>	<b>\$2,532.60</b>
<b>Equipment Subtotal</b>				<b>\$107,750.00</b>
<b>Supply Subtotal</b>				<b>\$3,813.60</b>
<b>Equipment Contract Discount</b>			<b>30.00 %</b>	<b>(\$32,325.00)</b>
<b>Supply Contract Discount</b>			<b>12.00 %</b>	<b>(\$457.63)</b>



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QTY	MODEL	DESCRIPTION	UNIT PRICE	TOTAL
		<b>Central Stations</b>		
		<b>CNS-6200 Optional Accessories</b>		
1	NK-HP-4015N	N LaserJet printer for CNS-9701A central stations, WEP-4000 Telemetry Systems and Prefense Early Detection and Notification Systems. Covered by (OEM) original manufacturer's warranty.	<b>\$1,279.00</b>	<b>\$1,279.00</b>
		<b>Installation &amp; Support</b>		
1	INSTALL-SYSTEM	N System Installation Charge. Basic installation charge for all hardwired, telemetry and WLAN systems. Charge is per individual department to be installed.	<b>\$1,000.00</b>	<b>\$1,000.00</b>
1	CLINICAL-ED	N Clinical Partnership Program for Networked Systems. Our Clinical Partnership Program provides implementation training and support in addition to long term support throughout the life of the products. Our user training courses are designed using a blended-learning concept to improve efficiencies and to facilitate the learning process, and our product support materials are customized to meet the particular learning needs. This Clinical Partnership Program consists of four parts for each monitoring customer: 1) Basic product orientation and user training, 2) Clinical Resource staff development program, 3) Live bedside support during the implementation of the new system, and 4) On-going customer support. Complimentary continuing education courses are included through the e-learning portal. Total value is \$10,000.00 Applies to CONUS locations only.	<b>\$0.00</b>	<b>\$0.00</b>
		<b>Subtotal</b>		<b>\$2,279.00</b>
		<b>Department Total:</b>		<b>\$81,059.97</b>

From:

09/07/2012 11:12

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MONITORING PRICING SUMMARY	
DEPARTMENT	TOTAL
5 EAST OBSERVATION TELEMETRY	\$81,059.97
<b>Total:</b>	<b>\$81,059.97</b>

**Note:** Will be added to existing Coverage Area.