

Proposal

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Stryker Communications

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Submitted To: SENECA HLTHCR DISTRICT HOSP

Overview By Product	Qty	Discounted Total
Oculan Surgical Platform	4	\$189,185.09
Sirca Exam Light	4	\$26,790.24
S-Series Anesthesia Boom	2	\$47,273.64
S-Series Equipment Boom	2	\$80,573.38
COR Lite	2	\$143,430.22
Operon	1	\$40,672.59
Data MediatOR	1	\$65,356.69
Ancillary Parts	5	\$6,803.76
OR Renovation	1	\$17,907.72
iSuite Installation		\$122,429.52
Stryker Endoscopy	4	\$66,266.03
ProCare Contracts	Qty	Discounted Total Monthly
ProCare Service Contracts		\$1,475.29
Premier-to-Vizient Discount		(\$50,000)
New Generation Light Discount		(\$20,446.68)
Discounted Communications Total:		\$669,976.17
Discounted Endoscopy Total:		\$66,266.03
Maximum Monthly Communications ProCare Amount:		\$1,475.29
Discounted Total:		\$736,242.20

*Price does not include taxes and shipping.



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 our advanced 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	DISC. PRICE	EXT DISC. PRICE
Oculan Surgical Platform	Oculan / Monitor	1	\$65,151.03	\$65,151.03	\$40,429.12	\$40,429.12

Mounting Details

Multiple Suspension Mount: TC Only

Controls

Cardanic Control: No
Control Unit Type: Touch
Light Handle Type: Sterilizable

Power Supply

SK Box: Above Ceiling or Surface Mount

Configuration Details

Arm 1: Oculan
Arm Length: 1000
Cardanic Style: NFC
Camera Prep: No

Arm Length: 800

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
Oculan Surgical Platform	Oculan / Monitor	2	\$76,335.68	\$152,671.36	\$45,840.18	\$91,680.36

Mounting Details

Multiple Suspension Mount: TC Only

Controls

Wall Control: Wall mounted (recessed)
Cardanic Control: No
Control Unit Type: Touch
Light Handle Type: Sterilizable

Power Supply

SK Box: Above Ceiling or Surface Mount

Configuration Details

Arm 1: Oculan
Arm Length: 1000
Cardanic Style: NFC
Camera Prep: No

Arm Length: 900

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
Oculan Surgical Platform	Oculan / Monitor	1	\$85,981.48	\$85,981.48	\$57,075.61	\$57,075.61

Mounting Details

Multiple Suspension Mount: TC Only

Controls

Cardanic Control: No
Control Unit Type: Touch
Light Handle Type: Sterile Control+ (Sterilizable)

Power Supply

SK Box: Above Ceiling or Surface Mount

Configuration Details

Arm 1: Oculan
Arm Length: 800
Cardanic Style: NFC
Camera Prep: Yes

Arm Length: 700



Sirca LED Exam Light

Designed to provide bright, shadow-resistant illumination in your most demanding investigative clinical settings, the Sirca LED Exam Light delivers consistent quality light with ease. Discover a new class of exam lighting.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
Sirca Exam Light	Sirca Exam Lights	4	\$9,523.22	\$38,092.88	\$6,697.56	\$26,790.24

Mounting Details

Configuration Type: Ceiling Mounted
Number of Lightheads: One

Configuration Details

Arm 1 Drop Tube Length: 750mm
Arm 1 Length: 800mm



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	DISC. PRICE	EXT DISC. PRICE
S-Series Anesthesia Boom	TC'ed Anes Bom	2	\$43,300.73	\$86,601.46	\$23,636.82	\$47,273.64

Mounting Plate

Mounting Plate: Single Common Plate
Multiple Suspension Mounting: TC Only
Ceiling Cover: Standalone
Brake System: Friction

Shelves

Shelves: 0

High Voltage Services

20A/125V Duplex (4 Outlets): 2
20A/125V Duplex (6 Outlets): 1

Low Voltage Services

Quad RJ-45 CAT 6 Plate: 1
Blank Plate: 1
COR IP 4-in-1 Plate: 1

Gas Services

Gas Manufacturer: Amico
Gas Fitting Type: Ohmeda
Med Air Gas: 1
VAC Gas: 2
N2O Gas: 1
O2 Gas: 2
WAGD Gas: 1

MFR Configuration

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



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	DISC. PRICE	EXT DISC. PRICE
S-Series Equipment Boom	TC'ed EQ Boom	1	\$71,163.40	\$71,163.40	\$39,333.00	\$39,333.00

<u>Mounting Plate</u> Mounting Plate: Single Common Plate Multiple Suspension Mounting: TC Only Ceiling Cover: Standalone Brake System: Electric <u>MFR Configuration</u> Front MFR Length: 781mm Rear MFR Length: 531mm MFR Controls: Rear Only	<u>Shelves</u> Shelves: 3 Shelf Rail Type: Fairfield Shelf 1: 750mm Shelf 2: 750mm w/Controls Shelf 3: 750mm	<u>High Voltage Services</u> 20A/125V Duplex (6 Outlets): 4 <u>Low Voltage Services</u> Data Pass Thru Plate: 1 Distribution Bd Plate: 1 Blank Plate: 7 COR IP 4-in-1 Plate: 2	<u>Gas Services</u> Gas Manufacturer: Amico Gas Fitting Type: Ohmeda Med Air Gas: 1 VAC Gas: 3 O2 Gas: 1
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PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
S-Series Equipment Boom	TC'ed EQ Boom	1	\$74,857.05	\$74,857.05	\$41,240.38	\$41,240.38

<u>Mounting Plate</u> Mounting Plate: Single Common Plate Multiple Suspension Mounting: TC Only Ceiling Cover: Standalone Brake System: Electric <u>MFR Configuration</u> Front MFR Length: 781mm Rear MFR Length: 531mm MFR Controls: Rear Only	<u>Shelves</u> Shelves: 4 Shelf Rail Type: Fairfield Shelf 1: 1000mm Shelf 2: 750mm w/Controls Shelf 3: 750mm Shelf 4: 750mm	<u>High Voltage Services</u> 20A/125V Duplex (6 Outlets): 4 <u>Low Voltage Services</u> Data Pass Thru Plate: 1 Distribution Bd Plate: 1 Blank Plate: 7 COR IP 4-in-1 Plate: 2	<u>Gas Services</u> Gas Manufacturer: Amico Gas Fitting Type: Ohmeda Med Air Gas: 1 VAC Gas: 3 O2 Gas: 1
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Connected OR Lite Integration System

Connected OR Lite is designed to deliver efficiency by integrating your operating room with 4K and HD video routing, providing intuitive user control of your most important devices in a small but powerful package. Stryker AOs Connected OR Lite solution offers a platform tailored specifically to each individual operating room, providing efficiency and flexibility during surgical procedures. Our customizable integration packages include audio and video accessories, media management and EHR integration software solutions.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
COR Lite	COR Lite	2	\$81,733.86	\$163,467.72	\$71,715.11	\$143,430.22

<u>Inputs</u> <u>Sources</u> Stryker 4K Endo Cam: 1 PC HD HDMI/DVI: 1	<u>Boom Plates</u> 4-in-1 Boom Plate: 2	<u>Outputs</u> <u>Suspension Displays</u> Stryker 4K Displays: 2	<u>Rack</u> Install Type: Doc Station Stryker Provided UPS: No	<u>Options</u> <u>Additional Packages:</u> Fifth Input Enabling CrossFire/CrossFlow EndoCam Backup Video Chromophore / SLX Control <u>Audio Package:</u> Ceiling Mounted Speakers - 1 Pair Stryker 55in 4k Display: 1
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Operon	Total List:	\$109,926.19	Disc. Total:	\$40,672.59
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OPERON D-Series Surgical Tables

Designed to improve the safety of the OR team and their patients, while easily maintaining the requirements of many surgical procedures by providing flexibility for an optimal range of applications with its mobility and modular design.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
Operon	OR Table D770	1	\$109,926.19	\$109,926.19	\$40,672.59	\$40,672.59

General Options

Cover Material: Stainless Steel
 Power Drive: No
 Hand Pendant: Without Back Light
 Seat Plate Material: Phenolic
 Pad Size: 2 3/8" Foam

Section Options

Head Section: Standard
 Back Section: One-Piece
 Leg Section: Single Short

Data MediatOR	Total List:	\$84,725.83	Disc. Total:	\$65,356.69
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Media Asset Management - DataMediatOR

Stryker's Media Asset Management solution connects you with others through the ability to securely share, edit and archive media content captured during surgery. Our integration with your hospital information systems provides a centralized point of access for medical device data.

PRODUCT		QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
Data MediatOR	Data Mediator	1	\$84,725.83	\$84,725.83	\$65,356.69	\$65,356.69

Ancillary Parts	Total List:	\$7,309.46	Disc. Total:	\$6,803.76
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Ancillary Parts

PRODUCT			EXT LIST PRICE		EXT DISC. PRICE	
Ancillary Parts			\$7,309.46		\$6,803.76	
PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
0100222551	7 MOUNTING CHANNEL FOR PIVOT	1	\$118.44	\$118.44	\$118.44	\$118.44
5001629	CPU CLAMPCHAN85-150170-215MM WIDECIM	1	\$853.57	\$853.57	\$478.70	\$478.70
5001774	ARM ART38MM16-22KGITRCFOLDABLECIM	1	\$4,512.75	\$4,512.75	\$4,512.75	\$4,512.75
500011711	POLE ENDOSCOPE HOLDER	1	\$1,555.21	\$1,555.21	\$1,555.21	\$1,555.21
500011450	BASKET 10 W X 6 DP X 4 H FIXED	1	\$269.49	\$269.49	\$138.66	\$138.66

OR Renovation	Total List:	\$17,907.72	Disc. Total:	\$17,907.72
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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 - custom wall mounted 18U integration racks, integration phone holder accessories		\$17,907.72	\$17,907.72

iSuite Installation

Total List: \$141,175.60

Disc. Total: \$122,429.52



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	\$141,175.60	\$122,429.52

ProCare Service Contracts

List monthly: \$1,475.29

Disc. monthly: \$1,475.29



ProCare Services

With a ProCare Services contract we take care of the equipment so you can focus on what matters most. ProCare isn't just a service program. It's a relationship you can count on from the beginning.

PRODUCT						EXT LIST PRICE MONTHLY	EXT DISC. PRICE MONTHLY	
ProCare Service Contracts						\$1,475.29	\$1,475.29	
PART #	DESCRIPTION	COVERAGE PERIOD (MONTHS)	NUMBER OF MONTHLY PAYMENTS	QTY	LIST PRICE MONTHLY	EXT LIST PRICE MONTHLY	DISC. PRICE MONTHLY	EXT DISC. PRICE MONTHLY
8888888665W	DATAMEDIATOR 1 EMR PROCARE	12	12	1	\$1,077.64	\$1,077.64	\$1,077.64	\$1,077.64
8888888674W	DATAMEDIATOR CONN DVC PROCARE	12	12	2	\$82.80	\$165.60	\$82.80	\$165.60
8888888692W	DATAMEDIATOR ADD DICOM CONN PROCARE	12	12	1	\$232.05	\$232.05	\$232.05	\$232.05

Stryker Endoscopy

Total List: \$143,540.05

Disc. Total: \$66,266.03



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			\$143,540.05			\$66,266.03
PART #	DESCRIPTION	QTY	LIST PRICE	EXT LIST PRICE	DISC. PRICE	EXT DISC. PRICE
0240200800	CONNECTED OR HUB BASE SYSTEM WITH SDP1000 PRINTER	1	\$58,501.66	\$58,501.66	\$25,194.59	\$25,194.59
0240031300	PKG 32IN 4K OLED SURGICAL DISPLAY	3	\$28,346.13	\$85,038.39	\$13,690.48	\$41,071.44

Project Payment Terms	Communications	Endoscopy
Deposit - Required Immediately (50 %):	\$334,988.08	
Upon Delivery - Endoscopy (100%):		\$66,266.03
Upon Delivery (35 %):	\$234,491.66	
Upon Completion (15 %):	\$100,496.43	

Service Payment Schedule

Service Payment - Monthly	\$1,475.29
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Stryker Communications	Capital	ProCare
List Price:	\$1,099,031.18	\$17,703.48
GPO Contract Price:	\$740,422.85	\$17,703.48
GPO Discount:	(\$358,608.33)	(\$0.00)
Premier-to-Vizient Discount	(\$50,000.00)	
New Generation Light Discount	(\$20,446.68)	

Maximum Monthly ProCare Amount:	\$1,475.29	
Discounted Total:	\$669,976.17	\$17,703.48

*Price does not include taxes and shipping.

Estimated Shipping:	\$19,641.02
Freight Terms:	Prepay & Add
(Estimated Communications Tax: \$49,328.40)	

Endoscopy Visualization Accessories

List Price:	\$143,540.05
Discounted Total:	\$66,266.03
Endoscopy Shipping:	Not Included

Total

Total List Price:	\$1,242,571.23	\$17,703.48
Discounted Total:	\$736,242.20	\$17,703.48

*Price does not include taxes and shipping.

Communications Estimated Shipping:	\$19,641.02
Endoscopy Estimated Shipping:	Not Included
Freight Terms:	Prepay & Add
(Estimated Communications Tax: \$49,328.40)	

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.