MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING:	March 13, 2012	AGENDA NO.:
SUBJECT:	Authorize the Purchasing I	Manager for Natividad Medical Center (NMC)
	to execute Amendment No	1 to the Agreement (A-11723) with
	McKesson Technologies, l	nc. for Horizon Medical Imaging Radiology,
	Picture Archiving and Con	nmunication System (PACS) and related
	systems services at NMC i	n an amount not to exceed \$2,749,633 in the
	aggregate (an increase of \$	5149,663) for the period February 28, 2012 to
	June 30, 2015.	
DEPARTMENT:	Natividad Medical Center	

RECOMMENDATION:

It is recommended the Board of Supervisors Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 1 to the Agreement (A-11723) with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in an amount not to exceed \$2,749,633 in the aggregate (an increase of \$149,663) for the period February 28, 2012 to June 30, 2015.

SUMMARY/DISCUSSION:

NMC is executing the second phase of its Picture Archive and Communication System (PACS) which consists of computer hardware and software assembled for the storage, distribution and presentation of digital radiographic images. By converting the entire Diagnostic Imaging Department to a digital environment this allows for distributing images off-site i.e. physicians offices, and improves image sharing within the hospital. Monies have been previously approved for the overall Picture Archive & Communication Systems Project. This Amendment will allow for:

• Quality Improvement Software: This software will help achieve meaningful monitoring of Electronic Medical Records usage in Diagnostic Imaging consistent with State and Federal guidelines for storage, distribution and data protection.

Quote - H11NTV007-03 - \$38,612

- O This is for integrating Quality Assurance Application (Peervue) with Picture Archive & Communication System.
- o Additional Technologist Workstations, Monitors and Document scanners.
- Web server to provide Picture Archive & Communication System access outside the hospital to referring physicians.
- **MediTech Integration:** NMC will utilize additional interfaces and hardware from McKesson in order to continue the next phase of distribution and presentation of digital images. The additional interfaces will also improve billing turnaround time as well as quality assurance.

Quote - H11NTV008 - \$24,200

- O This will export last two years of reports from our transcriptionist agency (JLG) to Picture Archive & Communication System to provide the Radiologist with all the information for accurately reading a radiology exam.
- O This will eliminate extra steps that staff currently take and will make billing more efficient.
- O This is to provide access to Meditech from our Picture Archive & Communication System workstations. This will eliminate staff from having to work on two different computers to change or view study information. Also provide ability to radiologists

to fax critical results directly from their Picture Archive & Communication System reading stations. This will provided a more streamlined operation in Radiology and less machines for Information Technology (IT) to manage by consolidation the applications on single workstations.

Quote - H11NTV009 - \$10,000

- o This is for integrating access to Radiology images from Meditech. Users will be able to click on link within Meditech to view the images associated with patient exam.
- Additional Workstations and Monitors: By deploying additional workstations and monitors at NMC this will make images more readily available for physician viewing.

Quote - H11NTV010 - \$9108

- o Additional Technologist Workstations & Monitors. Quantity 2 of the document scanners shall be added when this order is placed.
- Nuclear Medicine & Mammography: Nuclear Medicine & Mammography Interfaces will be deployed which will integrate these departments into PACS.

Quote - H12NTV002 - \$15,800

o This software option will allow Nuclear images to be manipulated and integrated into the PACS System.

Product Features include:

- Cedars Companion review and analysis of myocardial perfusion studies. Must be deployed with Segami Oasis Base Product.
- Cedars Motion Correction for automatic and manual correction of (Single-photon emission computed tomography) SPECT acquisition motion artifacts. Must be deployed with Segami Oasis Base Product.
- Cedars Quantitative Blood Pool Automatic segmentation and quantification of gated short axis blood pool (red blood cells, RBC), SPECT.
- Cedars PlusPack for Cedars Prone/supine, serial change, motion frozen, shape index, PowerPoint.
- Voice Recognition: The addition of voice recognition allows the radiologist's dictation to convert into a digital report. This reduces third party dictation costs and issues.

Quote - D12NTV001-02 - \$34,713

- o This is for Upgrading Radwhere to PowerScribe 360
- O Converting to the Powerscribe 360 platform provides many significant benefits:
- o PowerScribe 360 is the latest voice recognition dictation system for Radiology.
- This product is highly recommended and preferred by the Radiologist over Radwhere
- O Dragon® Medical 10—nuance healthcare's industry- leading speech recognition technology
- o provides increased accuracy and efficiency for your radiologists.
- o Advanced documentation and Workflow Features —provides enhanced flexibility and workflow options for today's radiology practices.
- Enhanced Medical transcriptionist (Mt) Workflow—provides return workflow, AutoText access, keystroke shortcuts, UsB foot pedal support, sections and worklists, and more.

- Next-generation Radiology Platform—provides expandability and scalability beyond speech-driven documentation that will support your business requirements going forward.
- O At the time of purchasing Radwhere PowerScribe 360 was not available.
- o Nuance has allowed NMC to upgrade to PowerScribe 360 with nominal cost of professional services.
- o All the hardware purchased for Radwhere will be used for PowerScribe 360.
- Software Maintenance Fees: \$17,230

Quotes P1245871/17NBMH and 1-1991S6 PS2

o These are annual fees paid for Software Maintenance throughout the life of the Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The cost for this Amendment is \$149,663 over three years. \$52,190 is included in the Fiscal Year 2011/2012 Adopted Budget. Additional funds will be budgeted for remaining years of the agreement. There is no impact to the General Fund.

Prepared by: Tom Burnsides; 772-7616 Radiology Director January 23, 2012

Harry Weis Chief Executive Officer

Attachments: Amendment #1, Agreement, Board Order Attachments are on file with the Clerk of the Board

Before the Board of Supervisors in and for the County of Monterey, State of California

Agreement No.: A-11723	
Authorize the Purchasing Manager for)
Natividad Medical Center (NMC) to execute)
Amendment No. 1 to the Agreement (A-)
11723) with McKesson Technologies, Inc. for)
Horizon Medical Imaging Radiology, Picture)
Archiving and Communication System)
(PACS) and related systems services at NMC)
in an amount not to exceed \$2,749,633 in the)
aggregate (an increase of \$149,663) for the)
period February 28, 2012 to June 30, 2015)

Upon motion of Supervisor Parker, seconded by Supervisor Salinas, and carried by those members present, the Board hereby;

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 1 to the Agreement (A-11723) with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in an amount not to exceed \$2,749,633 in the aggregate (an increase of \$149,663) for the period February 28, 2012 to June 30, 2015.

PASSED AND ADOPTED on this 13th day of March, 2012, by the following vote, to-wit:

AYES:

Supervisors Armenta, Calcagno, Salinas, Parker, Potter

NOES: ABSENT: None None

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 76 for the meeting on March 13, 2012.

Dated: March 13, 2012

Gail T. Borkowski, Clerk of the Board of Supervisors County of Monterey, State of California

Denuty

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center an acute care teaching hospital owned and operated by the County Customer Number: 1080530 Amendment Number: P1245725

Original Agreement No or PO#: NMC A-11723 Contractor MA1011350

AMENDMENT NO. 1 TO AGREEMENT BETWEEN McKesson Technologies Inc AND THE NATIVIDAD MEDICAL CENTER FOR

Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and Related Systems and Services

The parties to the Agreement, dated June 1, 2010 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and McKesson Technologies Inc. ("Contractor"), referred to as Contractor Contract Number MA1011350 and NMC Agreement No. A-11723 (the "Agreement"), hereby agree to amend the Agreement on the following terms and conditions:

- 1. Contractor will continue to provide NMC with the same scope of service as stated in the Agreement. Additionally, services will include those described on Attachment A, attached to this Amendment.
- 2. This Amendment shall continue in full force until June 30, 2015.
- 3. The total amount payable by NMC to Contractor under the Agreement shall not exceed the total sum of \$2,749,663 for the full term of the Agreement and \$167,523 for fiscal year July 1, 2011 June 30, 2012.
- 4. All other terms and conditions of the Agreement shall continue in full force and effect.
- 5. A copy of this Amendment shall be attached to the Agreement.

IN WITNESS WHEREOF, the parties hereto are in agreement with this Amendment on the basis set forth in this document and have executed this Amendment on the day and year set forth herein.

Signature KEVAND. TORGERSON Printed Name President, Medical Imagine	
NATIVIDAD MEDICAL CENTER	
Signature M Wanager Purchasing Manager	Dated 3-25-12
Signature	Dated (//) (2
NMC – CEO Approved as to Legal Form:	Reviewed as to rigger provisions
Charles J. McKee, County Counsel By Jacy della Stacy Saetta, Deputy	Auditor Controller County of Monterey
Attorneys for County and NMC	1.26 Dated: 1729, 2011

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center an acute care teaching hospital owned and operated by the County Customer Number: 1080530

Amendment Number: P1245725

January 11, 2012

ATTACHMENT A

ORDER FORM 1-17NBMH, DATED APRIL 26, 2011

AND

ORDER FORM 1-1991S6_PS2

[SEE FOLLOWING PAGES]

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530

Contract No. 1-17NBMH April 7, 2011

MCKESSON

Empowering Healthcare

THE COUNTY OF MONTEREY, A POLITICAL

CALIFORNIA ON BEHALF OF NATIVIDAD

SUBDIVISION OF THE STATE OF

ORDER FORM (MEDICAL IMAGING SOLUTIONS)

ORDER	FORM T	O PROD	UCT SCHEDULE	2 of McKes	sson Mas	ter Agreeme	ent No	. MA101135	0, dated
June 1,	2010 (th	ne "MA")	incorporating all	referenced	Exhibits,	Schedules,	and A	\ttachments	("Order
Form")	effective		,("OF	Effective I	Date").				

Exhibits

government de la company de la	Facilities, Fees Summary, Payment Schedule and Administration
A-1	Quote
B-1	Reserved
C-1	Reserved
D-1	Additional Terms

The pricing in this Order Form and McKesson's corresponding offer to Customer expires unless McKesson receives this Order Form signed by Customer on or before <u>June 30, 2011</u>.

McKesson will include Customer's purchase order ("PO") number on customer invoices if provided by Customer on or before the OF Effective Date. Failure to provide McKesson with a PO number or copy does not suspend or negate any Customer duty, including payment, under this Order Form.

By signing this Order Form, Customer acknowledges and agrees that (a) McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the OF Effective Date, whether or not included as part of Software Maintenance Services, for any of the Software licensed by this Order Form and (b) Customer has not relied on the availability of any future version of the purchased Product or any other future Product in executing this Order Form.

Each signatory hereto represents and warrants that it is duly authorized to sign, execute, and deliver this Order Form on behalf of the party it represents.

MCKESSON TECHNOLOGIES INC.

CALL CALL CALLE	
MEDICAL CENTER, AN ACUTE CARE	ı .
TEACHING HOSPITAL OWNED AND	
OPERATED BY THE COUNTY	A
By: XV	Ву: \ \
Name: Harry Wars	Name: RUDY GRANT
Title: (50)	Title: Director, Business Operatio
Date: 4/26/11	Date: APRIL 21, 2011

Page 1 of 18

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No. 1-17NBMH April 7, 2011

FOR MCKESSON INTERNAL USE ONLY

Submit fully executed contract to:

McKesson Medical Imaging Group Attn, MIG Sales Contracts #130 – 10711 Cambie Road Richmond, BC

Canada V6X 3G5

Fax: 1 604.279.5468 1.800.261.5432

Email: migsalescontracts@mckesson.com

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No. 1-17NBMH April 7, 2011

EXHIBIT A

FACILITIES, FEES SUMMARY, PAYMENT SCHEDULE AND ADMINISTRATION

FACILITIES:

Customer No.	Data Center Facility Leading and the principle of the pr	Full Address	
1010301	Natividad Medical Center	1441 Constitution Boulevard, Salinas, CA 93906	
Customer No.	And the control and dust they control process for the refer to the rest of the last of the	Full Address	
1010301	Natividad Medical Center	1441 Constitution Boulevard, Salinas, CA 93906	

FEES SUMMARY:

The distriction recovers the second of the s	One-Time Fees	Recurring Fees
Software:	\$10,000	\$1,800
Implementation & Education Services:	\$35,300	
Equipment:	\$36,620	N/A J
GRAND TOTALS:	\$81,920	\$1,800

PAYMENT SCHEDULE:

System Software, System Implementation and Education Services, and System Equipment:	100% is due on the OF Effective Date.
System Software Maintenance Services:	Software Maintenance Services: The first annual Software Maintenance Services fee is due on the System Installation Date, for the subsequent 12 month period. Subsequent annual Software Maintenance Services fees are due on each anniversary date of System Installation.

The transaction covered by this Order Form may involve a discount, rebate or other price reduction on the items covered by this Order Form. Customer may have an obligation to report such price reduction or the net cost in its cost reports or in another appropriate manner in order to meet the requirements of applicable federal and state anti-kickback laws, including 42 U.S.C. Sec. 1320a-7b(b)(3)(A) and the regulations found at 42 C.F.R. Sec. 1001.952(g) and (h). Customer will be responsible for reporting, disclosing, and maintaining appropriate records with respect to such price reduction or net cost and making those records available under Medicare, Medicaid, or other applicable government health care programs.

Unless Customer provides McKesson prior to the OF Effective Date satisfactory evidence of exemption (including evidence of renewal if applicable) from applicable sales, use, value-added, or other similar taxes or duties, McKesson will invoice Customer for all such taxes applicable to the transactions under this Order Form.

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No.1-17NBMH April 7, 2011

ADMINISTRATION:

Sold To:	Ship To:
The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County	Natividad Medical Center
168 West Alisal Street, 3rd Floor	1441 Constitution Boulevard
Salinas, CA 93901	Salinas, CA 93906
Federal Tax ID: 94-6000524	The first transfer of the control of
Bill To:	Paid By:
Nativídad Medical Center	The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County
1441 Constitution Boulevard	168 West Alisal Street, 3rd Floor
Salinas, CA 93906	Salinas, CA 93901

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No.1-17NBMH April 7, 2011

EXHIBIT A-1
QUOTE(S)

MEKESSON

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Net Total

Natividad Medical Center

168 West Alisai Street, 3rd Floor

Salinas, CA 93901

Customer No. 1080530

Quotation:

H11NTV009

Revision Date:

April 6, 2011

Project Name: Facility Name:

Meditech EMR Interface Natividad Medical Center

10,000

Contact Name:

Todd Lyon

Contact Number: (303) 219-0849

Horizon Medical Imaging Quotation Summary		
Primary Quotation #H11NTV009		
Installation and Professional Services		10,000
Subtotal Primary Quotation	\$	10,000
	······	***************************************

The pricing set forth in this proposal represents McKesson's complete proposal for the products and or customer's facilities set forth herein (the "Pricing Proposal"), regardless of other proposals made by McKesson either simultaneously with this Pricing Proposal or otherwise regarding additional products or facilities that are not set forth herein.

McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the date of the Quotation or if the Quotation is included in a contract, then as of the Contract Supplement Effective Date.

MEKESSON Imposeing Holling

Natividad Medical Center 168 West Alisal Street, 3rd Floor Salinas, CA 93901 Customer #: 1080530

Quotation: Project: Site:

H11NTV009 Meditech EMR interface Nativitiad Medical Cente

Contact Name; Contact Number: Revision Date:

Todd Lyon (303) 219-0848 April 6, 2011

TEM NÓ.	QTY	PART NO:	DESCRIPTION	UNIT PRICE Includes Applicable Discounts	TOTAL PRICE: Qty x Unit Price
1	Profession 1	al Services	OUTBOUND STATUS UPDATES - INTEGRATION SERVICES Professional services to interface Horizon Medical Imaging with an existing HL7 Compliant System for HMI to send updates when a study status changes.	10,000	10,000
	<u> </u>	<u></u>	Subtotal	Professional Services	10,000
				Grand Total	10,000
AVAB:	System Co (A)	infiguration Settings 1x AP(100	INTERFACE FOR 3RD PARTY EMR SYSTEM - MEDITECH Provides McKesson standard API interface to enable image viewing of a 3rd party Electronic Medit responsible for any services or licensing required by the 3rd party EMR vendor. EMR 100 must be prequired by the customer or 3rd party vendor.	cal Record (EMR) system,	The Customer is
***************************************	(B)	1x DX\$140	HL7 OUTBOUND STATUS UPDATES Includes: HL7 Interface to send updates to a RIS when the status of the study changes in Horizon Requires Horizon Medical Imaging version 4.6 or greater. Requires DXS100 and SVC140.	Medical Imaging,	Annual and and
ng againg de Aleman	Andrew State of State	the proposed Horizon Medical in - All existing of new structured c - All Horizon Medical imaging wo	re Horizon Madical Imaging system is sensitive to the underlying network bandwidth available. In order reging system must be installed on a network that satisfies the following criteria: sabling must conform to the Registered Category 5 standard; i.e. Category 55 (TIA 566A Addendum 3, Mi existations require a switched 1608aseT network connection running at full-duplex mode. Kerizon Medi (Network Address Translation), the Internet, or through a firewall.	arch 1998) or Category 6 s	
		· The Horizon Medical Imaging S or equivalent, aggregate through	rvers require a switched Copper Gigabit Ethornet port (1909BaseT) network connection. ervers must be connected to a network fabric, or backbone, that is capable of providing a minimum of C put dedicated to PACS network traffic to the switch fabric that feeds the Horizon Medical imaging work system is interconnected to the hospital network, the image management system shauld be kept on a s	stations.	sec).
		the primary network.	have connectivity to the HMI system must be inside the facility's firewell. Locations outside the firewell work connection must be provided between locations, campuses and buildings (high-speed connectivity).	will be unable to access by recommended).	
		essential to have properly config	, works ustions, MAS) should have reliable network connectivity to all other components of the PACS no guised network routing between all primary and/or formote sites. Network performance and letency times ommends network speed ping packet tests to be within round trip < 2 miser for MRS-A workstafions ains therwise image secress, file access or database access operations will correspondingly experience deer	s are the responsibility I within round trip < 200	

MCKESSON

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Natividad Medical Center

168 West Alisal Street, 3rd Floor

Salinas, CA 93901

Customer No. 1080530

Quotation:

H11NTV008

Quotation Date: Project Name:

April 6, 2011 Web Server and Workstations :

Facility Name:

Natividad Medical Center

Contact Name:

Todd Lyon

Contact Number: (303) 219-0849

Horizon Medical Imaging Quotation Summary

Primary Quotation #H11NTV008

Installation and Professional Services

24,200

Subtotal Primary Quotation

24,200

Net Total

24,200

Quote is only valid if purchased with H11NTV007-03

The pricing set forth in this proposal represents McKesson's complete proposal for the products and or customer's facilities set forth herein (the "Pricing Proposal"), regardless of other proposals made by McKesson either simultaneously with this Pricing Proposal or otherwise regarding additional products or facilities that are not set forth herein.

McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the date of the Quotation or if the Quotation is included in a contract, then as of the Contract Supplement Effective

McKesson

Natividad Medical Center 168 West Alisal Street, 3rd Floor Salinas, CA 93901 Customer #: 1080530 Quotation: Project; Site; H11NTV008 Web Server and Works Natividad Medical Cente

Contact Name: Contact Number; Quotation Date: Todd Lyon (303) 219-0849 April 6, 2011

TEM No.	QTY.	PART	NO.	DESCRIPTION	UNIT PRICE Includes Applicable Discounts	TOTAL PRICE Gly & Unit Price
1	Profession 1	al Services	74006206	INBOUND REPORTS - INTEGRATION SERVICES Professional services to interface Horizon Medical Imaging with an existing HL7 Compilant System for HMI to receive Orders, ADT Messages and textual reports.	5,000	5,000
2	d American de la composition della composition d	SVC140	74008117	OUTBOUND STATUS UPDATES - INTEGRATION SERVICES Professional services to interface Horizon Medical Imaging with an existing HL7 Compilant System for HMI to send updates when a study status changes.	10,000	10,000
3	2	SER130	74010351	THIRD PARTY WINDOWS APPLICATION INTERFACING SERVICES - FORWARD ADVANTAGE AND MEDITECH CLIENT includes: Installation of a single third party Windows application, configuration of Horizon Rad Station to ellow launching of this application, removal of the application if it fails to operate as required. It is the customer's responsibility to confirm that the application functions correctly on HRS, and that no software conflicts arise due to the use of the third party application. Please note that McKesson will require the sustomer to provide this confirmation in writing prior to deploying the third party application in a production environment. Customer is responsible to manage any risks to Protected Health information (PHI) posed by the third-party application. The third-party application does not become part of the Horizon Medical Imaging medical device under this integration.		6,000
4	1	INS100	74007667	Remote Installation Includes: - System Installation - Shipping and handling charges for chipment from McKésson to customer site	3,200	\$,200
		.1		Subtotal	Professional Services	24,200

MSKESSON

Natividad Medical Center 188 West Alisal Street, 3rd Floor Salinas, CA 93901 Customer #: 1080530

Quotation: Project: Sile:

#11NTV008

Web Server and Works Natividad Medical Centr

Contact Name: Contact Number: Quotalion Date:

Todd Lyon (303) 219-0849 April 6, 2011

QTY	PART NO.	DESCRIPTION UNIT PRICE TOTAL PRICE Includes Applicable Oity & Unit Price Discounts
(A)	2x W8A371	WORKSTATION RADWHERE INTERFACE
		Integration of RadV/here 3.0 with Horizon Rad Station Advanced (HRS-A) and Horizon Rad Station Distributed (HRS-D).
		 HR9-A and HR9-D workstellons must be at HMt version 11 (minimum update level HMI 11.6).
		 HRS-A and HRS-O workstations operating system are Windows XP SP2 Professional.
		 Custom Integrations are specifically qualified for the HMI version with a minimum update level, the 3rd perty product version and the identified operating system at the time of the custom integration request. If the 3rd party product version (including service pack) or the O changes and/or the customer requests a major HMI version upgrade (from version 11 to 12 for example), the custom integration will requi re-qualification and any identified changes will be charged at an hourly rate or will be reflected in a new quotation.
(B)	1x DX\$120	HL7 INBOUND RESULTS
		Includes: HL7 Interfaces enabling Horizon Medical imaging to receive result messages from a HI9/RIB system.
		Requires Horizon Medical Imaging version 4,5 or greater. Requires DXS100 and SVC100.
(¢)	1x DXS140	HL7 OUTBOUND STATUS UPDATES
	•	includes: HL7 Interface to send updates to a RIS when the status of the study changes in Horizon Medical Imaging.
		Requires Horizon Medical Imaging version 4.5 or greater. Requires DXS100 มกติ 6VC140.
	Please note that the design of	of the Horizon Medical imaging system is sensitive to the underlying network bandwidth available. For optimum performance, and in order to be abl ase times the proposed Horizon Medical imaging system must be installed on a network that extinifies the following criteria:
		conform to the Registered Category 5 standard.
	- All Horizon Medical Imaging	g workstations require a switched 190BaseT network connection running at full-duplex mode. Horizon Medical imaging workstations cannot be ok Address Translation), the internet, or through a firewall
	- All Horizon Medical Imaging	g servers tequire a switched Copper Algabit Ethernet port (1800BaseT) network connection.
	- The Horizon Modical Imagin aggregate throughput dedica	ng Servers must be connected to a network fabric, or backbone, that is cepable of providing a minimum of Gigabit Ethernet (1009Mbit/sec), or aquiv ated to PACS network traffic to the switch fabric that feeds tha Horizon Madical Imaging workstations.
		ned then McKesson advises that structured cabiling be specified to meet Category 5E (TIA \$88A Addendum 3, March 1993) or
	 If new construction is plann Category 8 specification. 	V
	Category 6 specification.	ing system is interconnected to the hospital network, the linage management system should be kept on a subnet, isolated from
	Category & specification. If the Horizon Medical Imagine primary network. All sites and facultions that with HMI system. A wide area network periormance. ISDN, (servers, workstations, NAS) configured network routing b	

MCKESSON

Empowering Healthcare

Natividad Medical Center

168 West Alisal Street, 3rd Floor

Salinas, CA

93901

Customer No. 1080530

Quotation:

Quotation Date:

H11NTV008 April 6, 2011

Project Name:

Web Server and Workstation

Facility Name:

Natividad Medical Center

Contact Name: Contact Number: Todd Lyon (303) 219-0849

Horizon Medical Imaging Maintenance Quotation

Annual Software Maintenance

\$

1,800

includes Full Software Maintenance (Support, Updates, and Upgrades)

MEKESSON

Empowering Realthtane

Natividad Medical Center

168 West Alisal Street, 3rd Floor

Salinas, CA

93901

Customer No. 1080530

Quotation:

H11NTV007-03

Quotation Date:

April 6, 2011

Project Name:

Web Server and Workstations :

Facility Name:

Natividad Medical Center

Contact Name:

Todd Lyon Contact Number: (303) 219-0849

Horizon Medical Imaging Quotation Summary

Horizon Medical Imaging Software

Primary Quotation #H11NTV007-03

10,000

Equipment

28,412

38,612

Freight

200

Subtotal Primary Quotation

\$

Net Total

38,612

The pricing set forth in this proposal represents McKesson's complete proposal for the products and or customer's facilities set forth herein (the "Pricing Proposal"), regardless of other proposals made by McKesson either simultaneously with this Pricing Proposal or otherwise regarding additional products or facilities that are not set forth herein,

McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the date of the Quotation or if the Quotation is included in a contract, then as of the Contract Supplement Effective Date.

MSKESSON Entpowering Healthstee Natividad Medical Center 168 West Alisal Street, 3rd Floor Salinas, CA 93901 Customer #: 1080530

Quotation: Project: Bite:

H11NTV007-03 Web Server and Works Nativided Medical Cente

Contact Name: Contact Number; Quotation Date;

Todd Lyon (203) 219-0849 April 6, 2011

TEM NO.	QΤΥ	PARTI	io.	DESCRIPTION	UNIT PRICE Includes Applicable Discounts	TOTAL PRICE Qiyx Unit Price
	Harizon Me	dical imaging Sof	ware		ussem eller pergeser	j stock for beliedbylik tog
1		WSA379	72017831	WORKSTATION PEERVUE INTEGRATION	10,000	10,000
				Includes: Integration of Horizon Rad Stations with an existing PeerVue server. PeerVue must be existing or purchased separately.		
				Software upgrades, as they become available, may be required to validate integration with other versions of PoerVue.		
				Net Horizon Med	ical Imaging Software	10,000
	Equipment					in we stoleton
2	5	WKS100DXP	80001531	TECHNOLOGIST RAD CASE VIEWING STATION - DELL	. 2,722	13,610
				This chassis is not be used with SMP Displays		
				Hardware: Workstation with a 100/1000BaseT NIC and Windows XP Software License,		
				Requires CDS or GDS Display System, Horizon Medical Imaging 4.6.1 or greater, and Horizon Rad Station 3.3.2 or greater.		
3	5	ADIZ10LN	60002013	DISPLAY SYSTEM; LG L200ME	826	4,131
,,		MUIE IVLIY	9000%013		020	
				20,1" Colour 1600 X 1200 Desktop Flat panel		
				Requires Horizon Medical Imaging 4.6.1 or greater, and Horizon Rad Station 3.3.2 or greater with Windows XP.		
4	5	W8A100	80000454	DOCUMENT SCANNING	639	3,19
				Hardware: USB Document scanner with all required cabling and adapters.		
				includes en Automatic Sheet Feeder		
				Requires: Horizon Red Station 3.3.2 or greater and Microsoft Windows XP.		
5	1	SRV500D2K8:64	80004906	HORIZON MEDICAL IMAGING EDGE SERVER - DELL - WEB SERVER	7,477	7,47
				Equipment: Windows Server license, Rack mountable server, Gigabit ethernet adaptor, requires a copper Gigabit ethernet connection.		
				· ·		
ماسستان بدول		<u> </u>		A CONTRACTOR OF THE CONTRACTOR	Subtotel Equipment	28,41;
995	Profession	al Services	S4950(\$84)			
6	1	INS100	74007667	Freight	200	200
				Includes:		
				- Shipping and hendling charges for shipment from McKesson to customer site		
-1				Subfotal	Professional Services	20.
					Grand Total	38,612

MCKESSON

Encowering Healthouse

Natividad Medical Center

168 West Alisal Street, 3rd Floor Salinas, GA

93901

Customer #: 1080530

Quotation:

H11NTV007-03

Project: 5ite: Web Server and Works: Natividad Medical Cente

Contact Name: Contact Number; Quotation Date: Todd Lyon (303) 219-0849 April 6, 2011

TEM OTY PART NO. DESCR. P.T. ION UNIT PRICE. TO Includes Applicable QIV.	TAL:PRICE y Unit Price

Please note that the design of the Horizon Medical imaging system is sensitive to the underlying network handvildth available. For optimum performence, and in order to be able to meet the stated image response times the proposed Horizon Medical Imaging system must be installed on a network that satisfies the following criteria:

- All structured cabling must conform to the Registered Category 5 standard.
- All Horizon Medical imaging workstations require a switched 1095acoT network connection running at full-duplex mode. Horizon Medical imaging workstations cannot be connected using NAT (Network Address Translation), the Internet, or through a linewall
- All Herizon Medical Imaging servers require a switched Copper Gigabit Ethernet port (1000BaseT) network connection.
- The Horizon Medical Imaging Servers must be connected to a network fabric, or backhone, that is capable of providing a minimum of Gignuit Ethernet (1000MbH/dec), or equivalent, aggregate throughput dedicated to PACS network traffic to the switch fabric that feeds the Horizon Medical Imaging workstations.
- If new construction is planned than McKesson advises that structured cabling be specified to most Category 5E (TIA 668A Addendum 3, Morch 1998) or Category 6 specification.
- If the Horizon Medical Imaging system is interconnected to the hospital network, the image management system should be kept on a subnet, isolated from the primary network,

All sites and locations that will have connectivity to the HMI system must be inside the facility's firmwall. Locations outside the firewall will be unable to access the HMI system. A wide area network connection must be provided between locations, campuses and buildings; preferably fiber ATM or FDDI to provide high network porformance. ISDN, Tri, and other connectivity options are test desirable and can result in performance and operability problems. All HMI PACS systems (servers, workstations, NAS) should have reliable network connectivity to all other components of the PACS network therefore, it is essential to have properly configured network resides between all primary and/or remote sites. Notwork performance and latency times are the responsibility of the customer. McKesson recommends network speed play packet tests to be within round tips 2 need for IRAS workstations and within round tips 2 coll makes for HIKS-D workstations otherwise image access, file access or datebase access operations will correspondingly experience decrease in performance.

Confidential and Proprietary to McKesson Technologies Inc

MCKESSON

Empowering Healthcare

Natividad Medical Center

168 West Alisal Street, 3rd Floor

Salinas, CA 93901

Customer No. 1080530

Quotation: Revision Date: H11NTV010 April 6, 2011

Project Name:

Tech Workstations Natividad Medical Center

Facility Name: Contact Name:

Todd Lyon Contact Number: (303) 219-0849

Horizon	Medical Imaging Quotation Summary	Name and the second	ou a many service for first property of the
Primary Q	euotation #H11NTV010		
	Equipment		8,208
	Installation and Professional Services		900
	Subtotal Primary Quotation	. \$	9,108
Net Total		\$	9,108

The pricing set forth in this proposal represents McKesson's complete proposal for the products and or customer's facilities set forth herein (the "Pricing Proposal"), regardless of other proposals made by McKesson either simultaneously with this Pricing Proposal or otherwise regarding additional products or facilities that are not set forth herein.

McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the date of the Quotation or if the Quotation is included in a contract, then as of the Contract Supplement Effective Date.

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Processor verings (Brist)	tře:

Natividad Medical Center
168 West Allsal Street, 3rd Floor
Salinas, CA
93901
Customer #: 1080530

Quotation: Project; Site: H11NTV010 Tech Workstations Natividad Medical Cente

Contact Name: Contact Number; Revision Date: Todd Lyon (303) 219-0649 April 6, 2011

ITEM NO.	αη	PARTINO		UNIT PRICE Includes Applicable Discounts	TOTAL PRICE Qty x Unit Price		
1		WKS100DXP 80001531		3,084	6,068		
			Workstation chassis, to be paired with video cards and displays				
2	2	ADI21085 80004560	DISPLAY SYSTEM: BARCO MORC 2120 20.1" Colour 1600 X 1200 Clinical Review Display with DICOM calibration	1,070	2,140		
	***************************************			Subtotal Equipment	8,20		
3 7	Profession	al Services INS100 74007687	Remote Installation	900	90		
			includes:				
			Implementation and/or training services for Implementation of this quotation Shipping and handling charges for shipment from McKesson to customer site				
	*******		Subtotal P	rofessional Services	90		
			•	Grand Total	9,10		
		the proposed Horizon Modical In All existing or new structured of All Horizon Medical Imaging wo	e Horizon Medical imaging system is sensitive to the underlying network bandwidth available. In order to aging system must be inscaled on a metwork that satisfies the following critoria: abling must conform to the Registored Category & standard; i.e. Category 85 (TIA 568A Addendum 3, Mart ukstations require a switched 1008aseT network connection running at full-duplex mode. Harizon Medical [Network Address Translation], the Internat, or through a fixewall.	th 1908) or Calegory 6 s			
		- All Horizon Medical Imaging se	vers require a switched Copper Glgabit Ethernet port (1000Base1) network connection,				
	- The Horizon Modical imaging Servers must be connected to a network fabric, or backbone, that is capable of providing a minimum of Gigahil Ethernet (1000Mbil/sec), or equivalent, aggregate throughput dedicated to PACS network traffic to the switch labric that feeds the Horizon Medical imaging workstations.						
		- If the Horizon Medical Imaging the primary network,	system is interconnected to the hospital network, the image management system whould be kept on a sub	nel, isolated from			
	- All sites and locations that will have connectivity to the HMI system must be inside the facility's firewall. Locations outside the firewall will be unable to access the HMI system. A wide area network connection must be provided between locations, campuses and buildings (high-speed connectivity recommended).						

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MSKESSON

Empowering Healthcare

Natividad Medical Center

168 West Alisal Street, 3rd Floor

Salinas, CA 93901

Customer No. 1080530

Quotation:

Revision Date:

Project Name:

H11NTV010 April 6, 2011

Tech Workstations

Facility Name:

Natividad Medical Center

Contact Name: Contact Number: Todd Lyon (303) 219-0849

Horizon Medical Imaging Maintenance Quotation

Equipment Maintenance Not Provided

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical
Center, an acute care teaching hospital owned and operated by the County - 1080530
Contract No.1-17NBMH
April 7, 2011

EXHIBIT D-1

ADDITIONAL TERMS

SECTION 1:

Customer acknowledges and agrees that the Initial Maintenance Term for this Order Form is coterminous with the Initial Maintenance Term of the Order Form No. 1-140JVB_PS2, dated June 15, 2010 ("Initial OF"). If the parties agreed to modify the terms for, or the level of Maintenance Services (e.g., Cooperative to Standard Maintenance Services, etc.), on another Order Form or amendment after the Initial OF, then the most recent terms for Maintenance Services will apply to the System and any Add-on Orders under this Order Form.

SECTION 2: THIRD PARTY TERMS AND CONDITIONS

Customer agrees to the applicable Third Party terms and conditions, if any, as set forth at http://customerportal.mckesson.com, which Customer may access using the following confidential login information:

User ID: contractprovisions@mckesson.com Password (case sensitive): PortallAccess

SECTION 3: EQUIPMENT DELIVERY

Title and risk of loss or damage to System and/or Equipment will pass to the Customer upon shipper's proof of delivery to Customer.

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No. 1-1991S6_PS2

January 11, 2012

MCKESSON

Empowering Healthcare

ORDER FORM (MEDICAL IMAGING SOLUTIONS)

ORDER FORM TO PROD	DUCT SCHEDULE 2 of McKesson Master Agreement No. MA1011350, dated
June 1, 2010 (the "MA")	incorporating all referenced Exhibits, Schedules, and Attachments ("Order
Form") effective	, ("OF Effective Date").

Exhibits

A	Facilities, Fees Summary, Payment Schedule and Administration
A-1	Quote
B-1	Reserved
C-1	Reserved
D-1	Additional Terms

The pricing in this Order Form and McKesson's corresponding offer to Customer expires unless McKesson receives this Order Form signed by Customer on or before <u>March 30, 2012</u>.

McKesson will include Customer's purchase order ("PO") number on customer invoices if provided by Customer on or before the OF Effective Date. Failure to provide McKesson with a PO number or copy does not suspend or negate any Customer duty, including payment, under this Order Form.

By signing this Order Form, Customer acknowledges and agrees that (a) McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the OF Effective Date, whether or not included as part of Software Maintenance Services, for any of the Software licensed by this Order Form and (b) Customer has not relied on the availability of any future version of the purchased Product or any other future Product in executing this Order Form.

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No. 1-1991S6, PS2

January 11, 2012

Each signatory hereto represents and warrants that it is duly authorized to sign, execute, and deliver this Order Form on behalf of the party it represents.

Name

Title:

Date:

THE COUNTY OF MONTEREY, A POLITICAL SUBDIVISION OF THE STATE OF CALIFORNIA, ON BEHALF OF NATIVIDAD MEDICAL CENTER, AN ACUTE CARE TEACHING HOSPITAL OWNED AND OPERATED BY THE COUNTY

By: NMC Contracts and/Purchasing Agent Date: Department Head (if applicable) Approved as to Legal Form Deputy County Counsel Date: Approved as to ditor/Controller Date: Customer PO. No. FOR MCKESSON INTERNAL USE ONLY Submit fully executed contract to: McKesson Medical Imaging Group Attn. MIG Sales Contracts #130 - 10711 Cambie Road Richmond, BC

MCKESSON TECHNOLOGIES INC.

KEVAN D. TORGERSON

President, Medical Imaging

Jan 12-2012

2 of 13

Canada V6X 3G5

1 604.279.5468 1.800.261.5432

Email: migsalescontracts@mckesson.com

Fax:

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No. 1-1991S6_PS2

January 11, 2012

EXHIBIT A

FACILITIES, FEES SUMMARY, PAYMENT SCHEDULE AND ADMINISTRATION

FACILITIES:

Customer No.	Data Center Facility	Full Address
1010301	Natividad Medical Center	1441 Constitution Boulevard, Salinas, CA 93906
Customer No.	Facility	Full Address
1010301	Natividad Medical Center	1441 Constitution Boulevard, Salinas, CA 93906

FEES SUMMARY:

MANAGEMENT AND	One-Time Fees	Recurring Fees
Software:	\$15,000	\$2,700
Implementation & Education Services:	\$26,425	alita de la Carda de la Arganisma de la Carda de l La Carda de la
Equipment:	\$9,088	N/A
GRAND TOTALS:	\$50,513	N/A

PAYMENT SCHEDULE:

System Software, System Implementation and Education Services, and System Equipment:	100% is due on the OF Effective Date.	
System Software Maintenance Services:	Software Maintenance Services: The first annual Software Maintenance Services fee is due on the System Installation Date, for the subsequent 12 month period. Subsequent annual Software Maintenance Services fees are due on each anniversary date of System Installation.	

The transaction covered by this Order Form may involve a discount, rebate or other price reduction on the items covered by this Order Form. Customer may have an obligation to report such price reduction or the net cost in its cost reports or in another appropriate manner in order to meet the requirements of applicable federal and state anti-kickback laws, including 42 U.S.C. Sec. 1320a-7b(b)(3)(A) and the regulations found at 42 C.F.R. Sec. 1001.952(g) and (h). Customer will be responsible for reporting, disclosing, and maintaining appropriate records with respect to such price reduction or net cost and making those records available under Medicare, Medicaid, or other applicable government health care programs.

Unless Customer provides McKesson prior to the OF Effective Date satisfactory evidence of exemption (including evidence of renewal if applicable) from applicable sales, use, value-added, or other similar taxes or duties, McKesson will invoice Customer for all such taxes applicable to the transactions under this Order Form.

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No.1-1991S6_PS2 January 11, 2012

ADMINISTRATION:

Sold To:	Ship To:		
The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County	Natividad Medical Center		
168 West Alisal Street, 3rd Floor	1441 Constitution Boulevard		
Salinas, CA 93901	Salinas, CA 93906		
Federal Tax ID: 94-6000524	Attention: Kash Kanani		
	Telephone: 408-596-4776		
Cold State of Company and Control of Cold State (Cold	Email: kkanani@psmmis.com		
79 TO TO 11 19 00 00 10 10 10 10 10 10 10 10 10 10 10			
Bill To:	Paid By:		
Natividad Medical Center	The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County		
PO BOX 81611	168 West Alisal Street, 3rd Floor		
Salinas, CA 93906	Salinas, CA 93901		
A CONTRACTOR OF THE CONTRACTOR			
Attention: Janet Stanek			

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No.1-1991S6_PS2 January 11, 2012

EXHIBIT A-1
QUOTE(S)

MCKESSON

Empawering Healthcare

The County of Monterey, a political subdivision of the State of California,

Quotation:

H12NTV002-01

on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County 168 West Alisal Street, 3rd Floor

Revision Date:

December 9, 2011

Project Name:

Cedars Add on

Facility Name:

Natividad Medical

Contact Name:

Center

Chris Barry

Contact Number: (602) 663-4632

Horizon Medical Imaging Quotation Summary

Customer No. 1080530

Primary Quotation #H12NTV002-01

Salinas, CA

93901

Third Party Software

15,000

Installation and Professional Services

008

Subtotal Primary Quotation

15,800

Net Total \$ 15,800

The pricing set forth in this proposal represents McKesson's complete proposal for the products and or customer's facilities set forth herein (the "Pricing Proposal"), regardless of other proposals made by McKesson either simultaneously with this Pricing Proposal or otherwise regarding additional products or facilities that are not set forth herein.

McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the date of the Quotation or if the Quotation is included in a contract, then as of the Contract Supplement Effective Date.

MSKESSON

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and

Salinas, CA 93901 Customer #: 1080530

Quotation: Project:

H12NTV002-01 Cedars Add on Natividad Medical

Contact Name: Contact Number: Revision Date:

Chris Barry (602) 663-4632 December 9, 2011

		Software			egorisa, ar qarisada gazasa <mark>i</mark> jawa	
1	1	SEG611	72019884	CEDARS QGS/QPS/COMPANION FOR SEGAMI OASIS - ONE CONCURRENT USER LICENSE Cedars QGS/QPS/Companion - review and analysis of myocardial perfusion studies. Must be deployed with Segami Oasis Base Product.	15,000	15,00
				Subtota	al Third Party Software	15,0
					-	
	Professiona		74007667	Remote installation	800	80
2 P		d Services	74007667	Remote installation includes;		
			74007667	Remote installation		
			74007667	Remote installation includes;		

Please note that the dasign of the Horizon Medical Imaging system is sensitive to the underlying network bandwidth available. In order to operate in accordance with the Documentation, the proposed Horizon Medical imaging system must be installed on a network that satisfies the following criteria:

- All existing or new structured cabling must conform to the Registered Category 5 standard; i.e. Category 55 (TIA 568A Addendum 3, March 1998) or Category 6 specification.
- All Horizon Medical Imaging workstations require a switched 100BaseT network connection running at full-duplex mode. Horizon Medical Imaging workstations cannot be connected using NAT (Network Address Translation), the Internet, or through a firewall.
- All Horizon Medical Imaging servers require a switched Copper Gigabit Ethernet port (1000BaseT) network connection,
- -The Horizon Medical imaging Servers must be connected to a network fabric, or backbone, that is capable of providing a minimum of Gigabit Ethernet (1000Mbit/sec), or equivalent, aggregate throughput dedicated to PACS network traffic to the switch fabric that feeds the Horizon Medical Imaging workstations.
- if the Horizon Medical Imaging system is interconnected to the hospital network, the image management system should be kept on a subnet, isolated from
- All sites and locations that will have connectivity to the HMI system must be inside the facility's firewall. Locations outside the firewall will be unable to access the HMI system. A wide area network connection must be provided between locations, campuses and buildings (high-speed connectivity recommended).
- AITHML PACS systems (servers, workstations, NAS) should have reliable network connectivity to all other components of the PACS network; therefore, it is essential to have properly configured network routing between all primary and/or remote sites. Network performance and latency times are the responsibility of the customer. McKesson recommends network speed ping packet tests to be within round trip < 2 msec for HRS-A workstations otherwise image access, file access or database access operations will correspondingly experience decrease in performance.

Confidential and Proprietary to McKesson Technologies inc

MCKESSON

Empowering Healthcare

The County of Monterey, a political subdivision of the State of California,

Quotation:

H12NTV002-01

on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County

168 West Álisal Street, 3rd Floor

Customer No. 1080530

Salinas, CA

93901

Revision Date: Project Name: December 9, 2011

Cedars Add on

Facility Name: Contact Name: Natividad Medical Center

Contact Number:

Chris Barry (602) 663-4632

Horizon Medical Imaging Maintenance Quotation

Segami Maintenance

\$ 2,700

MCKESSON

Empowering Healthcare

The County of Monterey, a political subdivision of the State of California,

Quotation:

D12NTV001-02

on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County

168 West Alisal Street, 3rd Floor

Revision Date: Project Name: December 9, 2011

Upgrade to PS360 Natividad Medical

Salinas, CA 93901 F

Customer No. 1080530

Facility Name: Contact Name: Center Chris Barry

Contact Number: (602) 663-4632

\$

Horizon Medical Imaging Quotation Summary

Primary Quotation #D12NTV001-02

Equipment
Installation and Professional Services
Subtotal Primary Quotation

9,088

25,625 **34,713**

Net Total

\$ 34,713

The pricing set forth in this proposal represents McKesson's complete proposal for the products and or customer's facilities set forth herein (the "Pricing Proposal"), regardless of other proposals made by McKesson either simultaneously with this Pricing Proposal or otherwise regarding additional products or facilities that are not set forth herein.

McKesson has made no warranty or commitment with regard to any functionality not Generally Available as of the date of the Quotation or if the Quotation is included in a contract, then as of the Contract Supplement Effective Date.

MSKESSON

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Médical Center, an acute care teaching hospital owned and

168 West Alisal Street, 3rd Floor Salinas, CA 93901 Customer #: 1080530

Quotation: Project;

D12NTV001-02 Upgrade to PS360 Natividad Medical Center

Contact Name: Contact Number: Revision Date:

Chris Barry (602) 663-4632 December 9, 2011

EM O,	ΩТΥ	PART	45 10 10 10 10 10 10 10 10 10 10 10 10 10	DESCRIPTION	Includes Applicable Discounts	Qty x Unit Price
1	Equipment 1	NNS110D2K3	80005529	Nuance System Server - Speech Utility Server	8,187	8,18
2	1	UP\$100D	80000403	RACK MOUNTABLE UPS	901	90
		1			Subtotal Equipment	9,08
3	Profession	al Services NUA1207	74036863	Nuance Professional Services	25,625	25,62
	·			Services to Upgrade Radwhere to Powerscribe 360.		·
		ļ		Subtotal	Professional Services	25,62

MEKESSON

Empowering Healthcare

The County of Monterey, a political subdivision of the State of California,

Quotation:

D12NTV001-02

on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County

Revision Date:

December 9, 2011

168 West Alisal Street, 3rd Floor

Project Name:

Upgrade to PS360

Salinas, CA 93901 Customer No. 1080530 Facility Name: Contact Name:

Natividad Medical Center

Contact Number:

Chris Barry (602) 663-4632

Horizon Medical Imaging Maintenance Quotation

Equipment Maintenance Not Provided

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No.1-1991S6_PS2

January 11, 2012

EXHIBIT D-1

ADDITIONAL TERMS

SECTION 1:

Customer acknowledges and agrees that the Initial Maintenance Term for this Order Form is coterminous with the Initial Maintenance Term of the Order Form No. 1-140JVB_PS2, dated June 15, 2010 ("Initial OF"). If the parties agreed to modify the terms for, or the level of Maintenance Services (e.g., Cooperative to Standard Maintenance Services, etc.), on another Order Form or amendment after the Initial OF, then the most recent terms for Maintenance Services will apply to the System and any Add-on Orders under this Order Form.

SECTION 2: THIRD PARTY TERMS AND CONDITIONS

Customer agrees to the applicable Third Party terms and conditions, if any, as set forth at http://customerportal.mckesson.com, which Customer may access using the following confidential login information:

User ID: contractprovisions@mckesson.com **Password (case sensitive)**: PortallAccess

SECTION 3: EQUIPMENT DELIVERY

Title and risk of loss or damage to System and/or Equipment will pass to the Customer upon shipper's proof of delivery to Customer.

SECTION 4: NUANCE PROGRAMS

McKesson licenses the Third Party Software PowerScribe®, Powerscribe® 360, RadWhere® and RadCubetm for Radiology (collectively or individually, the "Nuance Programs") on a per Exam basis and Customer agrees to comply with the provisions on Software License with respect to the Nuance Programs. For the Nuance Programs, "Exam" means each individual radiological imaging study (e.g. CT of Abdomen, CT of Chest, MRI of the Brain, Fetal ultrasound). Until such time as the license review can be performed remotely, Customer agrees to provide McKesson with its Annual Exam Volume report ("AEV Report") for the Nuance Programs using the form provided by McKesson. Customer shall indicate the applicable Annual Exam Volume, licensed Exam volume and numeric difference between them, as well as a break out of the number of Exams performed by Customer and each Facility during such annual Exam period. The annual AEV Report will be sent by mail and via email to mig.aevreports@mckesson.com. The annual AEV Report shall be delivered to McKesson no later than thirty (30) days following each anniversary of First Productive Use. Failure to comply with this reporting requirement is a material breach of the Agreement. In addition, Customer agrees to provide such report following expiration or termination of the applicable contract for the Nuance Programs.

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County - 1080530 Contract No.1-1991S6_PS2

January 11, 2012

SECTION 5: NUANCE COMMUNICATIONS, INC. ("NUANCE") THIRD PARTY SOFTWARE TERMS

- 5.1 "Nuance Programs" means PowerScribe®, Powerscribe® 360, RadWhere® and RadCube^{tin} for Radiology.
- 5.2 END USER ACKNOWLEDGES AND UNDERSTANDS THAT THE NUANCE PROGRAMS EMPLOY SPEECH RECOGNITION TECHNOLOGY, THAT SPEECH RECOGNITION IS A STATISTICAL PROCESS, AND THAT RECOGNITION ERRORS ARE INHERENT IN THE PROCESS OF SPEECH RECOGNITION. END USER DISCLAIMS ALL LIABILITIES OF ANY KIND OF NUANCE TO END USER ARISING IN ANY WAY OUT OF THE PROGRAMS.
- 5.3 As between Customer and Nuance, Customer agrees that Nuance and its licensors shall not be responsible for any direct, indirect, incidental, special and consequential damages.
- 5.4 Customer agrees that Nuance may access the Nuance Programs on Customer's servers via a virtual private network (VPN) or other remote means ("Remote Access") in order to provide support for the Nuance Programs. Customer consents to such remote access by Nuance as long as it is under maintenance for the Nuance Programs.

WONTEREY COUNTY BOARD OF SUPERVISORS

Natividad Medical Center	DEPARTMENT:
\$2,600,000 for the period June 1, 2010 to June 30, 2015.	
related systems and services at MMC in an amount not to exceed	
Radiology, Picture Archiving and Communication System (PACS) and	
itself and the McKesson Affiliates, for Horizon Medical Imaging	
to execute an Agreement with McKesson Technologies, Inc., on behalf of	
Authorize the Purchasing Manager for Natividad Medical Center (MMC)	SOBJECT:
June 15, 2010 AGENDA NO.:	WEELING:

KECOMMENDATION:

It is recommended the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (MMC) to execute an Agreement with McKesson Technologies, Inc., on behalf of itself and the McKesson Affiliates ("McKesson"), for Horizon Medical Imaging (HMI) Radiology, Picture Archiving and Communication System (PACS) and related systems and services at MMC in an amount not to exceed \$2,600,000 for the period June 1, 2010 to June 30, 2015.

SUMMARY/DISCUSSION:

MMC is executing on a strategic plan to achieve meaningful Electronic Medical Record usage consistent with state and federal guidelines for storage and data protection. In order to achieve this goal, a Picture Archiving and Communication System, or PACS, consisting of hardware and software assembled for the storage, distribution, and presentation of digital images, must be implemented at MMC. PACS eliminates the need for the manual storage and transport of medical records.

Staff recommends that McKesson undertake the installation of PACS and its related systems and services at MMC. McKesson is a leader in the PACS industry, providing integrated storage and data protection solutions for healthcare organizations worldwide.

The McKesson contract is comprised of nine separate quotes. A brief discussion of each follows.

Quote I. HMI PACS hardware and software. This includes a complete test system that will be continually updated.

Quote 2. Services for Horizon Medical Imaging PACS hardware and software.

Quote 3. HMI hardware and software maintenance. Oracle is the database the system utilizes. Orthoview is the software that assists orthopedic surgeons by providing tools to measure and plot surgical procedures for implantable devices such as knee and hip replacements.

Quote 4. Vital Images Enterprise Suite. This software provides 3D and 4D imaging necessary for post CT and MRI image processing. The system enables physicians to erase organs from images to accentuate organs of interest. This is vital to CTA and MRA procedures and is seamlessly integrated with the PACS software.

Quote 6. Nuance RadWhere voice recognition software for radiology dictation. The radiologist will be able to review what is being dictated in typed format and can electronically sign reports immediately upon completion of dictation.

Quote 7. Services for Nuance RadWhere software.

Quote 8. Segami and Mammography Plus enable the viewers to review nuclear cardiology imaging and provides tools for the interpretation of digital mammography.

Quote 9. Services for Segami and Mammography Plus.

OTHER AGENCY INVOLVEMENT:

The Agreement has been reviewed and approved by County Counts, the Auditor/Controller's office, and the Natividad Medical Center Board of Trustees' Finance Committee.

FINANCING:

The cost for this Agreement is \$2,600,000; \$1,200,000 is in the Fiscal Year 2010/2011 Recommended Capital Budget and \$1,400,000 (to cover annual maintenance fees) will be allocated to operating budgets over the five years of the agreement. This action will not require any additional General Fund subsidy.

Harry Weis Chief Executive Officer Prepared by: Kirk Larson Chief Information Officer May 19, 2010 Attachments: Agreement, Board Order

County of Monterey, State of California Before the Board of Supervisors in and for the

\$2,600,000 for the period June 1, 2010 to June 30, 2015. related systems and services at NMC in an amount not to exceed Radiology, Picture Archiving and Communication System (PACS) and itself and the McKesson Affiliates, for Horizon Medical Imaging execute an Agreement with McKesson Technologies, Inc., on behalf of Authorize the Purchasing Manager for Natividad Medical Center (NMC) to Agreement No: A - 11723

members present, the Board hereby: Upon motion of Supervisor Parker, seconded by Supervisor Potter, and carried by those

June 1, 2010 to June 30, 2015. and related systems and services at MMC in an amount not to exceed \$2,600,000 for the period for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) Agreement with McKesson Technologies, Inc., on behalf of itself and the McKesson Affiliates, Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute an

YXES: PASSED AND ADOPTED this 15th day of June, 2010, by the following vote, to wit:

Supervisors Armenta, Calcagno, Salinas, Parker, Potter

None **VRSENL:** NOES:

the minutes thereof of Minute Book 75 for the meeting on June 15, 2010. certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby

County of Monterey, State of California Gail T. Borkowski, Clerk of the Board of Supervisors

Dated: June 17, 2010

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The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County Customer Number: TBD Contract Number: TBD Contract Number: Manager

Wcke200

Етрометілд Неаітьсаге

MCKESSON MASTER AGREEMENT

MCKESSON MASTER AGREEMENT ("MA") effective Allow ("McKesson Meckesson"), and between McKesson Technologies Inc., on behalf of itself and the McKesson Affiliates ("McKesson"), and The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County ("Customer"), consisting of the MA Terms and Conditions and all Exhibits, Product Schedules, and Order Forms. This MA governs all Products and Services described on a Product Schedule that are licensed or purchased by Customer from McKesson in the U.S. during the Term.

The term of this MA ("Term") commences on the Effective Date and continues until the later of termination or expiration the last Order Form executed hereunder or June 30, 2015

⊠ oN	☐ səY	Product Schedule 7 (Homecare)
⊠ oN	∏ sə႓	Product Schedule 6 (Physician Practice Solutions)
⊠ oN	☐ səY	Product Schedule 5 (Claims Performance and Medical Management Solutions)
⊠ oN	☐ səY	Product Schedule 4D (RelayHealth - CareEnhance Call Center Software)
⊠ oN	∏ sə∀	Product Schedule 4C (RelayHealth - Revenue Cycle Outsourcing Services)
⊠ oN	∏ sə∖	Product Schedule 4B (RelayHealth - Subscription Services)
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This MA is executed by an authorized representative of each party.

owned and operated by the County Customer Number, TBD Contract Number: MA1011350 the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital The County of Monterey, a political subdivision of

WCKESSON TECHNOLOGIES INC.

	168 West Alisal Street 3 rd Floor Salinas, California 93901	McKesson-Address: 5995 Windward Parkway Alpharetta, Georgia 30005 Attn: General Counsel
	Customer PO. No.	
	Date: Auditor/Controller	
	Approved as to Fiscal Hrovisidna (8y:	
	Date: Deputy Counsel	
	By: Stacy Saetta	
	Approved as to Legal Form	
	Date: 5 (20) (if applicable)	
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_	NMC Confracts and/Purchasing Agent	Title:
	AS A	Name:
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	CALIFORNIA ON DEHALF OF NATIVIDAD CALIFORNIA, ON BEHALF OF NATIVIDAD TEACHING HOSPITAL OWNED AND TEACHING HOSPITAL OWNED AND OPERATED BY THE COUNTY	

THE COUNTY OF MONTEREY, A POLITICAL

The County of Monterey, a political subdivision of the State of California, on behalf of Natividad Medical Center, an acute care teaching hospital owned and operated by the County Customer Number: TBD County

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