



**Siemens Medical Solutions USA, Inc.**  
40 Liberty Boulevard, Malvern, PA 19355  
Fax: (866) 309-6992

**SIEMENS REPRESENTATIVE**  
Joe Lozano - (559) 259-1447

Customer Number: 0000008488

Date: 8/10/2018

**NATIVIDAD MEDICAL CENTER**  
1441 CONSTITUTION BLVD  
SALINAS, CA 93906-3100

Siemens Medical Solutions USA, Inc. is pleased to submit the following quotation for the products and services described herein at the stated prices and terms, subject to your acceptance of the terms and conditions on the face and back hereof, and on any attachment hereto.

**Table of Contents**

|   | <b><u>Page</u></b> |
|---|--------------------|
| Clinical Education Artis Pure - Local (Quote Nr. 1-FWJ9PU Rev. 1) ..... | 2                  |
| General Terms and Conditions .....                                      | 2                  |
| Warranty Information .....  | 5                  |

**Contract Total: \$54,250**

*(total does not include any Optional or Alternate components which may be selected)*

Proposal valid until 12/31/2018

Estimated Delivery Date: 12/2018

Estimated delivery date is subject to change based upon factory lead times, acceptance date of this quote, customer site readiness, and other factors. A Siemens representative will contact you regarding the final delivery date.

This Quotation represents the Siemens offered training associated with the Products listed on Quotation 1-ANQOAI. This Quotation also includes the standard rigging and installation costs associated with the System listed on Quotation 1-ANQOAI. Customer is required to purchase this Quotation prior to signing the Notice to Manufacture Letter for the Products listed within Quotation 1-ANQOAI.

Accepted and Agreed to by:

**Siemens Medical Solutions USA, Inc.**

By (sign): \_\_\_\_\_  
Name: Joe Lozano  
Title: Account Executive  
Date: \_\_\_\_\_

**NATIVIDAD MEDICAL CENTER**

By (sign): \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

***By signing below, signor certifies that no modifications or additions have been made to the Quotation. Any such modifications or additions will be void.***

By (sign): \_\_\_\_\_

Created: 8/10/2018 6:33:00 PM  
PRO 1-07CNCE

Siemens Medical Solutions USA, Inc.

Reviewed as to fiscal provisions

Auditor-Controller  
County of Monterey

Page 1 of 6

10/13/18

Reviewed  
Steph J. Gallo  
Dep. County Counsel

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**Quote Nr:** 1-FWJ9PU Rev. 1

**Terms of Payment:** 00% Down, 80% Delivery, 20% Installation  
Free On Board: Destination

**Purchasing Agreement:** VIZIENT SUPPLY LLC

VIZIENT SUPPLY LLC terms and conditions apply to Quote Nr 1-FWJ9PU

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## Clinical Education Artis Pure - Local

All items listed below are included for this system:

| Qty | Part No.        | Item Description   | Extended Price |
|-----|-----------------|--|----------------|
| 1   | AXA_INITIAL_32  | <b>Initial onsite training 32 hrs</b><br>Up to (32) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund. | \$7,800        |
| 1   | AXA_FOLLOWUP_32 | <b>Follow-up training 32 hrs</b><br>Up to (32) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.   | \$7,800        |
| 1   | AXA_FOLLOWUP_12 | <b>Follow-up training 12 hrs</b><br>Up to (12) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.   | \$4,200        |
| 1   | AXA_FOLLOWUP_12 | <b>Follow-up training 12 hrs</b><br>Up to (12) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.   | \$4,200        |
| 1   | AXA_ECLASS      | <b>e.class-Virtual Instructor Led Training</b><br>AXA_ECLASS Tuition for up to (4) imaging professionals to participate in a Siemens instructor led virtual class. The virtual setting allows the participant to benefit from classroom training without the need to travel to a Siemens training center. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.  | \$450          |

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| Qty                  | Part No.             | Item Description   | Extended Price  |
|----------------------|----------------------|--|-----------------|
| 1                    | AXA_PURE_E<br>SSCL   | <b>AX Artis PURE Essential Class</b><br>Tuition for (1) imaging professional to attend Siemens class at Siemens Training Center. The Artis PURE Essentials Course is a 3.5-day classroom course beginning on Tuesday at 8:30 a.m. and ending on Friday at 12:00 p.m. It is designed to provide the participant with an in-depth knowledge of the essential functions of the Artis system as well as the skills needed to perform these functions. Through the use of demonstrations, lectures, and hands-on lab experience using an Artis system, participants will learn Artis system principles and workflows of patient examinations. Additionally, participants have the opportunity to meet other users and share their experiences and solutions to various challenges of the IR, cath lab, and the Hybrid OR environment. This class includes lunch, economy airfare, and lodging for (1) imaging professional. All arrangements must be arranged through Siemens designated travel agency. This educational offering must be completed by the later of (12) months from purchase or install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund. | \$4,500         |
| 1                    | AXA_PURE_3D<br>ADVCL | <b>AX PURE 3D Advanced Class</b><br>Tuition for (1) imaging professional to attend Siemens class at Siemens Training Center. The Advanced PURE Applications classroom course is a 4 day classroom course beginning on Tuesday at 8:30 a.m. and ending on Friday at 4:30 p.m. This course will provide the participants with the in-depth knowledge of the essential functions of the PURE advanced 3D applications software as well as the skills needed to perform these functions. Through the use of demonstrations, lectures, and hands-on lab time on a PURE system, participants will learn the advanced post-processing techniques and advanced 3D applications for PURE software. This class includes lunch, economy airfare, and lodging for (1) imaging professional. All arrangements must be arranged through Siemens designated travel agency. This educational offering must be completed by the later of (12) months from purchase or install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.  | \$4,500         |
| 1                    | AXA_RIG_QSP<br>_STD  | <b>Standard Rigging Q Q.Zen SP</b>   | \$13,500        |
| 1                    | AXA_ADDL_RI<br>GGING | <b>Additional Rigging AXA \$7,300</b>  | \$7,300         |
| <b>System Total:</b> |                      |  | <b>\$54,250</b> |



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**FINANCING:** The equipment listed above may be financed through Siemens. Ask us about our full range of financial products that can be tailored to meet your business and cash flow requirements. For further information, please contact your local Sales Representative.

**ACCESSORIES:** Don't forget to ask us about our line of OEM imaging accessories to complete your purchase. All accessories can be purchased or financed as part of this order. To purchase accessories directly or to receive our accessories catalog, please call us directly at 1-888-222-9944 or contact your local Sales Representative.

**COMPLIANCE:** Compliance with legal and internal regulations is an integral part of all business processes at Siemens. Possible infringements can be reported to our Helpdesk "Tell us" function at [www.siemens.com/tell-us](http://www.siemens.com/tell-us).

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### AT Warranty Information

| Product<br>(New Systems and<br>"ECO" Refurbished Systems Only) | Period of Warranty <sup>1</sup> | Coverage  |                               |
|--|---------------------------------|---|-------------------------------|
| X-Ray System<br>(not including consumables)                    | 12 months                       | Full Warranty<br>(parts & labor)<br><br>Principal Coverage<br>Period<br>8am-5pm Monday<br>through Friday <sup>3</sup> | Includes Flat Panel Detectors |

**The parts warranty below only applies to purchased parts, not to replacement parts provided pursuant to a warranty. Repairs or replacements shall not interrupt, extend or prolong the term of the warranty.**

|   |   |  |  |
|---|---|--|--|
| All AT Flat Panel Detectors<br>(Includes HDR, Q.zen, Pixium, PaxScan,<br>Canon, and LMAM Detectors) | First 12 months<br><br>Months 13 through 36 | 100% Wear or Failure<br>parts and labor<br><br>Prorated credit given to<br>customer against<br>replacement cost  | credit percentage =<br>( 36 - months in use ) / 36 * 100 |
| Image Intensifier Tubes<br>(Sirecon, Optilux)   | First 12 months<br><br>Months 13 through 24 | Prorated credit given to<br>customer against<br>replacement cost, parts<br>only  | credit percentage =<br>( 24 - months in use ) / 24 * 100 |
| Megalix Cat Plus Tube   | First 12 months<br><br>Months 13 through 24 | 80,000 SLU <sup>2</sup> or 12<br>months, whichever<br>occurs first<br><br>Prorated credit given to<br>customer against<br>replacement cost,<br>parts only  | credit percentage =<br>( 24 - months in use ) / 24 * 100 |
| Gigalix Tube  | First 12 months<br><br>Months 13 through 24 | 100,000 SLU <sup>2</sup> or 12<br>months, whichever<br>occurs first<br><br>Prorated credit given to<br>customer against<br>replacement cost, parts<br>only | credit percentage =<br>( 24 - months in use ) / 24 * 100 |
| Single Tank Tubes<br>(Polyphos P125-135, Sirephos SR)   | 12 months                                   |  |  |

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|  |  |  |   |
|--|--|--|---|
| Single Tank X-Ray Tubes<br>(Powerphos) | Prorated to a maximum<br>of 80,000 SLU <sup>2</sup> or<br>12 months,<br>whichever occurs first | Prorated credit given to<br>customer against<br>replacement cost | credit percentage =<br>( 80,000 - SLU used ) / 80,000 * 100 |
| Consumables                            | Not covered  |  |   |

| <b>Post-Warranty (after expiration of system warranty) – Replacement parts only!</b> |                                       |                                       |                                    |
|--|---------------------------------------|---------------------------------------|------------------------------------|
| Items above  | As described above, but<br>parts only | As described above, but<br>parts only | As described above, but parts only |
| Spare Parts  | 6 months                              | Parts only                            |                                    |

Note: Optional extended warranty coverage can be obtained by purchase of a service agreement.

<sup>1</sup> Period of warranty commences from the date of first use or completion of installation, whichever occurs first. In the event the completion of installation is delayed for reasons beyond Siemens' control, the stated warranty period shall commence 60 days after delivery of equipment.

<sup>2</sup> SLU: Siemens Load Unit (1 exposure or 2 seconds cine DCM (Digital Cine Mode) or 15 seconds Digital Pulsed Fluoroscopy (DPF))

<sup>3</sup> Standard deliverable independent of subsequent service contract commitment