



State of Connecticut

Office of Health Care Access

CON Waiver of Replacement Equipment Request Form

Form 2040

All Applicants involved with the proposal must be listed for identification purposes. Complete Form 2040 and submit the completed form to the Commissioner of the Office of Health Care Access, 410 Capitol Avenue, MS# 13HCA, P.O. Box 340308, Hartford, Connecticut 06134-0308.

SECTION I. APPLICANT INFORMATION

If this proposal has more than two Applicants, please attach a separate sheet, supplying the same information for each additional Applicant in the format presented in the following table.

	Applicant One	Applicant Two
Full Legal Name	Greenwich Hospital	
Doing Business As	Greenwich Hospital	
Name of Parent Corporation	Greenwich Health Care Services, Inc.	
Applicant's Mailing Address, if Post Office (PO) Box, include a street mailing address for Certified Mail	5 Perryridge Road Greenwich, CT 06830	
What is the Applicant's Status: P for Profit or NP for Nonprofit	NP	
Does the Applicant have Tax Exempt Status?	Yes	Yes No
Contact Person, including Title/Position: This Individual will be the Applicant's Designee to receive all correspondence in this matter.	Eugene Colucci Chief Financial Officer	
Contact Person's Mailing Address, if PO Box, include a street mailing address for Certified Mail	5 Perryridge Road Greenwich, CT 06830	
Contact Person's Telephone Number	203-863-3008	

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DEPARTMENT OF
HEALTH CARE
REGISTRATION
SECTION
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2008

Contact Person's Fax Number	203-863-2979	
Contact Person's e-mail Address	genec@greenhosp.org	

SECTION II. GENERAL APPLICATION INFORMATION

a. Proposal/Project Title:

Replacement of Radiation Oncology Linear Accelerator

b. Location of proposal, identifying Street Address, Town and Zip Code:

77 LaFayette Place, Greenwich, CT 06830

c. List each town this project is intended to serve:

This project would serve the patients currently served by Greenwich Hospital. Towns in Connecticut include: Greenwich, Stamford, Darien, New Canaan, Norwalk, Westport, Weston and Wilton. Towns in New York include: Port Chester, Rye, White Plains, Harrison, Bedford, Mamaroneck, New Rochelle, Larchmont, Pound Ridge and Scarsdale.

d. Estimated starting date for the project: March 2008

SECTION III. WAIVER OF CON FOR REPLACEMENT EQUIPMENT

a. This proposal may be eligible for a waiver of replacement equipment from the Certificate of Need process because of the following:

Please check each criterion that applies.

The original equipment was authorized by the Commission/OHCA in Docket Number: DN#91-547-R.

Provide a copy of the Certificate of Need authorization approving the original equipment. Please see Attachment II.

The cost of the equipment is not to exceed \$3,000,000.

Note: Each criterion above must be met (checked off) for the proposal to qualify for waiver of replacement equipment from the Certificate of Need process.

b. Existing and the Proposed Major Medical and/or Imaging Equipment:

Equipment Type	Name/ Model	Existing/ Proposed	Date of Acquisition	Cost per unit	Description (i.e. tesla, # of slices, etc.)
Linear Accelerator	Varian High Energy Clinac iX	Proposed	TBD	Please see quote	Please see quote
Linear Accelerator	Varian High Energy 2100C	Existing	1993	\$1,177,518	6MV, 18MV photons, 6,9,12,16,20 MeV Electrons

Note: Provide a copy of the vendor contract or quotation for the major medical/imaging equipment.

A copy of the vendor quotation is included in Attachment III.

SECTION IV. ESTIMATED CAPITAL EXPENDITURE INFORMATION

a. Estimated Total Project Cost: \$ 10,140,025

b. Please provide the following tentative capital expenditure/costs related to the proposal:

Medical Equipment Purchases	
Major Medical Equipment Purchases	\$2,745,191
Non-Medical Equipment Purchases*	\$862,977
Land/Building/Asset Purchases	
Construction/Renovation	\$6,531,857
Other (Non-Construction) Specify:	
Total Capital Expenditure	\$10,140,025
Medical Equipment - Fair Market Value of Leases	
Major Medical Equipment - Fair Market Value of Leases	
Non-Medical Equipment - Fair Market Value of Leases	
Fair Market Value of Space – Capital Leases Only	
Total Capital Cost	\$10,140,025
Total Project Cost	
Capitalized Financing Costs (For Informational Purpose Only)	

- Provide an itemized list of all non-medical equipment to be purchased and leased. To Be Determined

c. Check each applicable financing method or funding source to be used for the proposal:

<input checked="" type="checkbox"/> Applicant's Equity	<input type="checkbox"/> Capital Lease	<input type="checkbox"/> Conventional Loan
<input type="checkbox"/> Charitable Contributions	<input type="checkbox"/> Operating Lease	<input type="checkbox"/> CHEFA Financing
<input type="checkbox"/> Funded Depreciation	<input type="checkbox"/> Grant Funding	<input type="checkbox"/> Other (specify): _____

SECTION V. PROJECT DESCRIPTION

Please provide a description of the proposed project, highlighting each of its important aspects, on at least one, but not more than two separate 8.5" X 11" sheets of paper. At a minimum each of the following items need to be addressed, if applicable.

1. List the types of services, examinations or procedures that are currently provided by the existing piece of equipment?
2. List the types of services, examinations or procedures that will be provided by the proposed replacement equipment.
3. Identify the current population served and the target population to be served?
4. Explain the reasons why the existing equipment needs to be replaced.
5. Identify the benefits of replacing the existing equipment with the proposed replacement equipment?

The project description is included in Attachment I.

ATTACHMENT I

PROJECT DESCRIPTION

PROJECT DESCRIPTION

Greenwich Hospital is a progressive medical center offering a wide range of medical, surgical, diagnostic and preventive programs. A member of the Yale New Haven Health System, Greenwich Hospital is a community teaching hospital, affiliated with the Yale University School of Medicine. Greenwich Hospital is committed to providing the highest quality of care to the communities it serves. Greenwich Hospital's Department of Public Health License is presented in Appendix I. With this Request for Waiver, Greenwich Hospital is seeking approval to replace its radiation oncology linear accelerator.

A radiation oncology linear accelerator is a type of equipment used on oncology patients to administer a uniform dose of radiation to specific target tissue as part of an oncology course of treatment. A treatment plan is prepared by clinicians for each patient. This individualized plan is then reconstructed on a radiation oncology simulator and verified for accuracy to assure proper setup and treatment for each patient. The radiation treatment is then delivered to the patient on the radiation oncology linear accelerator.

Technology has advanced in the past fifteen years to improve the care provided to patients through the use of radiation oncology linear accelerators. The current radiation oncology linear accelerator at Greenwich Hospital is more than fifteen years old and was approved by the Office of Health Care Access as part of the Bendheim Cancer Center CON (DN # 91-547-R). The radiation oncology linear accelerator currently at the Hospital does not utilize the latest technology.

The trend, nationally and locally, is for increased utilization of imaging techniques to improve the delivery of radiation to oncology patients. This imaging technique is called image guided radiation therapy (IGRT). Standard x-ray tubes with electronic partial imaging detectors (EPID) are placed on linear accelerators to obtain frequent cone beam scans of patients. The scans provide quality 3D images that enable improved evaluation of the radiation oncology linear accelerator's target location on the patient. The images from the scans are used to increase the precision with which the radiation is given to patients and results in improved patient outcomes. The radiation oncology linear accelerator currently at Greenwich Hospital cannot be retrofitted with this on-board imager (OBI). In order to perform IGRT and use the present advancements in diagnostic imaging, the Hospital must purchase a new radiation oncology linear accelerator.

In order to provide seamless care to patients, it is necessary for Greenwich Hospital to construct a second vault to house the new radiation oncology linear accelerator. This way there will not be a disruption in the availability of services. After an in-depth analysis, construction of a second vault was considered the best option in terms of service availability and efficiency. Construction costs are included in this waiver request. If the construction costs require a CON separate from the equipment replacement, Greenwich Hospital asks that OHCA consider this request as a Letter of Intent for such separate CON. Greenwich Hospital will retain the radiation oncology linear accelerator currently in place at the hospital for the sole purpose of providing a cost-effective back-up to the new radiation oncology linear accelerator in the event of down time for the new radiation oncology linear accelerator. No additional staff will be engaged for operating the back-up radiation linear accelerator because it will only be used when the new radiation linear accelerator is taken out of service.

The replacement of Greenwich Hospital's radiation oncology linear accelerator will enhance the State of Connecticut health care delivery system. Greenwich Hospital will be able to provide patients with state-of-the-art, easily accessible, excellent quality care when they need it, as soon as they need it.

ATTACHMENT II
CERTIFICATE OF NEED AUTHORIZATION

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STATE OF CONNECTICUT
COMMISSION ON HOSPITALS AND HEALTH CARE

IN THE MATTER OF:

Greenwich Hospital Association
5 Perryridge Road
Greenwich, CT 06830-4697

Docket Number 91-547R
October 24, 1991

AGREED SETTLEMENT

WHEREAS, on July 18, 1989, pursuant to Sections 19a-154 and 19a-155 of the Connecticut General Statutes ("C.G.S."), in an Agreed Settlement issued under Docket Number 89-548, the Commission on Hospitals and Health Care ("Commission") granted a Certificate of Need to Greenwich Hospital Association ("Hospital"), a health care facility or institution as defined in Section 19a-145 of the C.G.S., to establish and operate a freestanding outpatient cancer center to be located in leased space consisting of 6,670 gross square feet in a to-be-constructed medical office building on property at the corner of William Street and Lafayette Place in Greenwich, Connecticut, utilizing leased equipment for a multidisciplinary cancer care program; and

WHEREAS, the capital cost components of the CON application included the fair market value of leased equipment which includes a dual-energy linear accelerator, a simulator, a treatment planning computer, a mammography unit, a diagnostic radiography unit and miscellaneous items of equipment and furnishings totaling \$1,544,819, and the fair market value of leased space in a to-be-constructed medical office building of \$1,121,927, for a total capital cost of \$2,666,746, with no capitalized financing costs; and

WHEREAS, on August 28, 1990, under Docket Number 90-547R, the Commission granted the Hospital a time extension in order to extend the date by which construction must commence from July 18, 1990 to July 18, 1991, and by which the authorization shall expire from July 18, 1992 to July 18, 1993; and

WHEREAS, stipulations number two (2), three (3), seven (7) and eleven (11) of the Commission Order issued under Docket Number 89-548, as subsequently modified by Docket Number 90-547R, state the following:

"2. The total capital cost for all components of the project, as delineated in Attachment I, is approved at \$2,666,746, with no capitalized

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1049 Asylum Ave. Hartford, Connecticut 06105-2431

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Docket Number 91-47R

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financing costs, which includes the fair market value of leased equipment and the fair market value of leased space."

- "3. The total gross square feet of medical office building space to be leased for the freestanding outpatient cancer center shall not exceed 6,670 gross square feet."
- "7. The Hospital shall implement charges for the freestanding outpatient cancer center services for the first full fiscal year of operation and any partial fiscal year preceding it, which do not exceed the projected charges, as delineated in Attachment II."
- "11. The Hospital shall take all measures to ensure that the approved capital cost of \$2,666,746, with no capitalized financing costs, is not exceeded. In the event that the scope of the project is changed or that the Hospital learns of potential cost increases or expects final project costs will be higher than that approved, the Hospital shall immediately cease implementation of the project, and advise the Commission in writing of such change in scope or cost increase. The hospital shall file with the Commission a request for approval of the changed scope or cost increase. The Hospital shall neither incur a financial obligation nor expend funds in excess of the maximum capital cost as approved by the Commission herein, nor change the scope of the project without prior written approval of the Commission. Should the final capital cost be less than the amount approved by the commission, the Hospital is expressly limited to the cost which is the lesser of \$2,666,746, with no capitalized financing costs, or the actual project cost. Any amount in excess of the actual project cost shall not be transferred to any other project or capital expenditure without the express written approval of the Commission. Within thirty (30) day of completion of the project, the Hospital shall report the final project cost and functional space allocation to the Commission. This report shall be in a format determined by the Commission.;" and

WHEREAS, on October 10, 1991, the Hospital filed with the Commission under Docket Number 91-547R, a request for modification of the Commission Order under Docket Number 89-548, as subsequently modified by Docket Number 90-547R, for approval of an increase of \$5,182,208 in the total capital expenditure from \$2,666,746, with no capitalized

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Greenwich Hospital Association
Docket Number 91-47R

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financing costs, to \$7,848,954, with no capitalized financing costs, and an increase of 1,348 gross square feet from 6,670 to 8,018 gross square feet; and

WHEREAS, the Hospital has indicated that while the capital costs will be modified as indicated above, the rental charge the Hospital will pay to the holding company will remain at \$233,450, which is the rental charge originally identified by the Hospital to the Commission; and

WHEREAS, the Hospital has indicated that the request for modification is due to significant developments in treatment and technology and to correct certain errors contained in the original Agreed Settlement; and

WHEREAS, the Commission has reviewed the modification request pursuant to Sections 19a-154 and 19a-155, C.G.S., and has considered the principles and guidelines in Section 19a-153, C.G.S. in its review; and

WHEREAS, both the Commission and the Hospital wish to resolve their difference regarding the requested modification.

NOW, THEREFORE, the Commission on Hospitals and Health Care ("Commission") and Greenwich Hospital Association ("Hospital") agree to the terms of settlement with respect to the Hospital's request to modify the Agreed Settlement under Docket Number 89-548, as subsequently modified by Docket Number 90-547R, to increase the project's authorized capital expenditure by \$5,182,208 and to increase the gross square feet by 1,348 as follows:

1. Stipulation number two (2) of the Agreed Settlement under Docket Number 89-548, as subsequently modified by Docket number 90-547R, shall be modified as follows:
 2. The total approved capital cost for all components of the project of \$7,848,954, excluding any capitalized financing costs, is approved so as to include all the actual construction cost of \$4,831,000 as opposed to the \$1,121,927 figure in the original Agreed Settlement, and so as to include \$3,017,954 in moveable equipment costs as opposed to \$1,544,819 as originally set forth in the Agreed Settlement. The Hospital may lease or purchase, the equipment and furnishings for the proposed freestanding outpatient cancer center. While the capital costs will be modified as indicated above, the rental charge the Hospital will pay to the holding company will remain at \$233,450. This is the rental charge originally identified by the Hospital to the Commission and remains unchanged. The original approved equipment

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cost for the center included \$79,900 for a Treatment Planning Computer System. The Hospital will forego the Treatment Planning Computer System and have such service performed as a contracted service, thereby eliminating \$79,900 in equipment cost and also eliminating .6 FTE for a physicist associated with this system.

2. Stipulation number three (3) of the Agreed Settlement under Docket Number 89-548, as subsequently modified by Docket Number 90-547R, shall be modified as follows:
 3. The total gross square feet of medical office building space to be leased for the freestanding outpatient cancer center shall not exceed 8,018 gross square feet as set forth in Attachment III hereto.
 3. Stipulation number seven (7) of the Agreed Settlement under Docket Number 89-548, as subsequently modified by Docket Number 90-547R and Attachment II thereto, shall be modified as follows:
 7. The Hospital shall implement charges for the services identified in Attachment II hereto at amounts not less than those charged by other comparable facilities, so as to achieve parity of charges with any other hospital or health care facility or institution providing a similar outpatient cancer center service in Greenwich or contiguous towns in Connecticut at the time the Hospital commences operation of its cancer center described herein. Additionally, unilateral and bilateral mammography charges and chest X-ray charges originally included in Attachment II to the Agreed Settlement are excluded, as these services presently exist in the Hospital's pricemaster, and the Hospital will bill for these services from time to time in accordance with its then-applicable pricemasters.
 4. Stipulation number eleven (11) of the Agreed Settlement under Docket Number 89-548, as subsequently modified by Docket Number 90-547R, shall be modified as follows:
 11. The Hospital shall take all measures to insure that the approved capital cost of \$7,848,954, with no capitalized financing costs, is not exceeded. In the event that the scope of the project is changed or that the Hospital learns of potential cost increases or expects final project costs will be higher than that approved, the Hospital shall immediately cease implementation of the project,

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Greenwich Hospital Association
Docket Number 90-547R

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and advise the Commission in writing of such change in scope or cost increase. The hospital shall file with the Commission a request for approval of the changed scope or cost increase. The Hospital shall neither incur a financial obligation nor expend funds in excess of the maximum capital cost as approved by the Commission herein, nor change the scope of the project without prior written approval of the Commission. Should the final capital cost be less than the amount approved by the commission, the Hospital is expressly limited to the cost which is the lesser of \$7,848,954, with no capitalized financing costs, or the actual project cost. Any amount in excess of the actual project cost shall not be transferred to any other project or capital expenditure without the express written approval of the Commission. Within thirty (30) day of completion of the project, the Hospital shall report the final project cost and functional space allocation to the Commission. This report shall be in a format determined by the Commission.

5. All other stipulations contained in the Commission Order issued under Docket Number 89-548, as subsequently modified by Docket Number 90-547R, not amended by this agreement, will remain in effect.
6. The Commission and Greenwich Hospital Association agree that this represents a final agreement between the Commission and Greenwich Hospital Association with respect to this request. The signing of this Agreed Settlement resolves all objections, claims and disputes which may have been raised by the Hospital, with regard to Docket Number 89-548, as amended by Docket Number 90-547R.
7. This Agreed Settlement is an Order of the Commission with all the rights and obligations attendant thereto, and the Commission may enforce this Agreed Settlement pursuant to the provisions of Section 19a-159 of the Connecticut General Statutes, if the Hospital fails to comply with its terms.

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Greenwich Hospital Association
Docket Number 91-547R

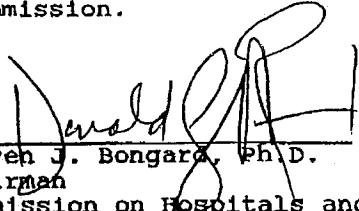
Page 6

Date

Eugene Colucci
Duly Authorized Agent for
Greenwich Hospital Association

The above Agreed Settlement having been presented to the
Commission at its meeting held on October 24, 1991 is hereby
accepted and so ordered by the Commission.

10/24/91
Date

VICE 
Steven J. Bongard, Ph.D.
Chairman
Commission on Hospitals and
Health Care

SJB/SG/pw 34

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Greenwich Hospital Association
Docket Number 91-547R

Attachment I

<u>Project Components</u>	<u>Project Capital Cost</u>
Equipment	\$3,017,954
Leased Space	\$4,831,000
Capital Cost (less capitalized financing)	<u><u>\$7,848,954*</u></u>
Capitalized Financing Costs	\$ 0
TOTAL CAPITAL COST	<u><u>\$7,848,954*</u></u>

*Fair market value of leased assets.

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Attachment I

Greenwich Hospital Association
Freestanding Outpatient Cancer Treatment Center

<u>Project Components</u>	<u>Corrected Costs</u>	<u>Amounts from Original Attachment I to Agreed Settlement</u>
1. Construction Cost of Lease Space	\$4,831,000	\$1,121,927*
2. Equipment Cost		
Dual Energy Lin. Acc.	\$1,370,750	
Simulator	627,500	
Treatment Planning Computer System	0	
Oper/Maint. Phy. Equip't.	79,200	
Non-Treatment Equipment	357,677	
Furnishing & Equipment	270,312	
Drapes/artwork/etc.	5,187	
Laser Lights	27,664	
Clinical Equip't. Computer Sys.	252,000	
Laser Lights	27,664	
Total Moveable Equipment	<u>\$3,017,954</u>	<u>\$1,544,819</u>
<u>Total Capital Cost</u>	<u>\$7,848,954</u>	<u>\$2,666,746</u>

* Original incorrect reference to limited components of leased space.

For example, original references included the following inaccurate area and cost estimates:

1. Medical building construction
for cancer center support space:

5,400 GSF @ \$118/SF	\$637,200
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2. Linear accelerator vault
construction:

1,250 GSF @ \$275/SF	\$343,750
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3. Simulator room construction:

440 GSF @ \$185/SF	\$81,350
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Total	<u>\$1,062,300</u>
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The corresponding corrected totals are as follows:

1. Medical building construction for cancer center support space:

6,107 GSF @ \$474/SF \$2,895,500

2. Linear accelerator vault construction:

1,414 GSF @ \$1,107/SF \$1,565,000

3. Simulator room construction:

497 GSF @ \$745/SF \$ 370,500

Total \$4,831,000

Lease payments will be unaffected by correction of construction cost totals.

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Greenwich Hospital Association
Docket Number 91-547R012/014
Attachment IIFreestanding Outpatient Cancer Center Treatment Charges*Continuing Radiological Physics**Treatment Planning*

Simple

Intermediate

Complex

*Basic Dosimetry**Teletherapy Isodose Plans*

Simple

Intermediate

Complex

*Port Film Verification**Simulation*

Simple

Intermediate

Complex

Daily Treatment

Simple

Intermediate

Complex

Superficial

Treatment Device

Simple

Intermediate

Complex

Brachytherapy Isodose Plan

Simple

Intermediate

Complex

Brachytherapy

Intracavity Simple

Intracavity Intermed

Intracavity Complex

Intersitital Simple

Intersitital Intermed

Intersitital Complex

*Surface Application**Supr., Handing, Loading*

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Greenwich Hospital Association
P. N. 91-547R

Attachment III

Greenwich Hospital Association
Freestanding Outpatient Cancer Center Treatment Center

Square Feet of Center

1. Radiation Therapy Space

Chief Tech Office	120
Waiting Room	280
Workmold	150
Treatment Planning	150
RT Physician's Office	160
Exam Rooms (3 to 2 rooms)	200
RT Nursing Station	120 (Reception and Registration)
Mammography & Chest X-ray	460 (2 rooms)
Janitor/Storage (Soiled Utility)	36
Staff Toilet (staff and patient)	72
Gurney Hold	0
Dressing Room (4 rooms)	144
Toilets in Dressing Room	0
RT Storage Room	0
Darkroom	72
Accelerator/Simulator Control	72
Simulator Room	400
Accelerator/Treatment Vault	1,230
Linac Control	100
Sub Wait	144
Records	<u>160</u>
Radiation Therapy Net Sq. Ft.	<u>4,070</u>

2. Chemotherapy Suite

Chemo Treatment Area	510
Nurse/Med-Station	264
Storage	0
Toilet	0
Janitor/Storage	0
Private Treatment Areas	100
Waiting	240
Utility Room	72
Nurses' Office	100
Lab/Blood Drawing	<u>264</u>
Chemotherapy Net Sq. Ft.	<u>1,150</u>

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3. Patient Service and Support Area

Waiting Area	0
Toilets	108
Reception/Storage	0
Business Office	0
Business Manager	0
Counseling Office	100
ACS/Hospice Office	200
Tumor Registry Office	0
Medical Records Office	0
Lounge/Conference	500
Lockers	96
Janitor's Closet	25
Kitchen Area	60
Storage	25
 Service and Support Net Sq. Ft.	 <u>1,114</u>
 Total Net Square Feet	 6,734
 Shell and Circulation	 1,284
 Total Gross Square Feet	 <u>8,018</u>

ATTACHMENT III
VENDOR QUOTE



Quotation

RAB20050323-002D

Page: 1

Quotation For:

Domenico Delli-Carpini Ph.D.
 Greenwich Hospital
 Dept. of Radiation Therapy
 77 Fayette Place
 Greenwich, CT 06830
 (203) 863 - 3742 FAX: (203) 863 - 3723

Please address inquiries and replies to:

Janet S. Marshall
 Varian Medical Systems
 2804 College View Drive
 Churchville, MD 21028
 (410) 638 - 6800 FAX: (410) 638 - 6811

Your Reference:	Quotation Firm Until: December 29, 2006
FOB Point: ORIGIN	Shipping Allocation: 03/06/2006
Payment Terms: 10%/85%/ 5%	Varian Terms and Conditions of Sale 1652S Attached

High Energy Clinac iX
Additional Items
Software Support Agreement Conversion Pricing*

<p>Greenwich Hospital Quotation Total of: USD \$2,745,191 Accepted by:</p> <p>Signature: _____</p> <p>Name: _____</p> <p>Title: _____</p> <p>Date: _____</p> <p>For this purchase, we designate <u>DIRECTMED</u> as our Institution's Primary Group Purchasing Organization Affiliation. Any change will be indicated below:</p> <table> <tr> <td><input type="checkbox"/> AmeriNet</td> <td><input type="checkbox"/> Aptium</td> <td><input type="checkbox"/> Broadlane</td> <td><input type="checkbox"/> Consorta</td> </tr> <tr> <td><input type="checkbox"/> Direct Med</td> <td><input type="checkbox"/> HPG</td> <td><input type="checkbox"/> KP Select</td> <td><input type="checkbox"/> Magnet</td> </tr> <tr> <td><input type="checkbox"/> Matrix</td> <td><input type="checkbox"/> MedAssets</td> <td><input type="checkbox"/> Novation</td> <td><input type="checkbox"/> Premier</td> </tr> <tr> <td><input type="checkbox"/> ROI</td> <td><input type="checkbox"/> Sutter</td> <td><input type="checkbox"/> UHS</td> <td><input type="checkbox"/> US Cancer</td> </tr> <tr> <td><input type="checkbox"/> USO</td> <td><input type="checkbox"/> VA Gov</td> <td colspan="2"><input type="checkbox"/> None</td> </tr> </table>	<input type="checkbox"/> AmeriNet	<input type="checkbox"/> Aptium	<input type="checkbox"/> Broadlane	<input type="checkbox"/> Consorta	<input type="checkbox"/> Direct Med	<input type="checkbox"/> HPG	<input type="checkbox"/> KP Select	<input type="checkbox"/> Magnet	<input type="checkbox"/> Matrix	<input type="checkbox"/> MedAssets	<input type="checkbox"/> Novation	<input type="checkbox"/> Premier	<input type="checkbox"/> ROI	<input type="checkbox"/> Sutter	<input type="checkbox"/> UHS	<input type="checkbox"/> US Cancer	<input type="checkbox"/> USO	<input type="checkbox"/> VA Gov	<input type="checkbox"/> None		<p>Varian Medical Systems Submitted by:</p> <p>(Signature)</p> <p>Name: Janet S. Marshall</p> <p>Title: District Sales Manager</p> <p>Date: June 19, 2006</p>
<input type="checkbox"/> AmeriNet	<input type="checkbox"/> Aptium	<input type="checkbox"/> Broadlane	<input type="checkbox"/> Consorta																		
<input type="checkbox"/> Direct Med	<input type="checkbox"/> HPG	<input type="checkbox"/> KP Select	<input type="checkbox"/> Magnet																		
<input type="checkbox"/> Matrix	<input type="checkbox"/> MedAssets	<input type="checkbox"/> Novation	<input type="checkbox"/> Premier																		
<input type="checkbox"/> ROI	<input type="checkbox"/> Sutter	<input type="checkbox"/> UHS	<input type="checkbox"/> US Cancer																		
<input type="checkbox"/> USO	<input type="checkbox"/> VA Gov	<input type="checkbox"/> None																			

This document is confidential and intended solely for the information and benefit of the immediate recipient and Varian

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VMS SALES

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Quotation

RAB20050323-002C

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Greenwich Hospital, Greenwich, CT

Item	Qty	Product Description	Standard Price	Offer Price
Section 1 High Energy Clinac iX				

iX Clinac

1.01	1	iX Package	4,013,560.00	2,583,302.00
1.02	1	High Energy Clinac iX High energy Clinac iX		Included

High performance foundation for image-guided radiotherapy.

Standard features include:
 Fine beam performance per RAD 9510
 Dual independent collimators
 Dynamic arc photon treatment
 Accessory System, including
 Accessory Mount
 Mechanical front pointer (holder and 4 rods)
 Electron beam shaping kit (per RAD 2045)
 TEN (10) Drilled Star trays (0.635 cm thick)
 In-room monitor
 Ergonomic command center
 Digital gantry display
 Port film graticule
 Standard spare parts
 Product manuals
 One (1) year full warranty

1.03	2	INCLUDED EDUCATION: Clinac Operations or Clinac Support For High Energy Clinac	Included
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The choice of one of the following Education Courses is included with the purchase of a Clinac.

- Includes Tuition and Materials for ONE person,
- Travel and Living is responsibility of the customer unless otherwise stated.
- Course is non-refundable and non-transferable.
- Offer is valid for 18 months after installation.

EDUCATION: Clinac Operations:

Clinac Operations is a course designed for those personnel responsible for the routine operation and/or supervision of the daily clinical use of the Clinac. It is directed primarily towards Radiation Therapists and Radiation Oncologists. It is recommended that students attend the Clinac Operations course shortly before clinical use and patient's treatments commence.

Course provides a general overview of the machine concepts, familiarity with controls and features and an understanding of the interlock matrix. The emphasis throughout the course is to present the subject matter from a clinical use

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Item	Qty	Product Description	Standard Price	Offer Price
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perspective, however the primary emphasis is not on the day-to-day console programming, but rather an overall understanding of the Clinac function and operation. Extensive hands-on laboratory exercises are included.

Prerequisites: None

Length & Location:

4 days

Varian Education Center, Milpitas, CA

OR

EDUCATION: Clinac Support:

Clinac Support is a course designed for those personnel responsible for the equipment maintenance. It is directed primarily towards Physicists and Biomedical Engineers, however it may be appropriate for Dosimetrists and/or Radiation Therapists who have a background in electronics.

Course acquaints and familiarizes the student with the general accelerator function, operation and routine support. Provides a basic understanding of the machine concepts and day-to-day maintenance while also providing a working vocabulary for communication with service personnel.

Prerequisites: None

Length & Location:

3 days

Varian Education Center, Milpitas, CA

For detailed course information and on-line registration, visit the Varian website at <http://www.varian.com/otrn/index.html>.

1.04 1 INCLUDED APPLICATIONS TRAINING: Clinac iX Operations

Included

- On-site applications training for up to (8) users.
- Training is non-refundable and non-transferable.
- Offer is valid for 18 months after installation of product.

Clinac iX Operations includes up to a 2-day clinical training at the customer's facility focusing on operations of the Clinac, Exact Couch and Millennium MLC, PortalVision image acquisition (See Note 1) and treatment methodologies to promote safe clinical operation of the Clinac. For larger facilities with more than 8 users, additional training days may be necessary to meet specific facility training objectives. Additional training days are available for purchase in increments of up to 8 users, to be delivered in conjunction with the included training.

1) Actual number of on-site days will depend on selection of Clinac iX options including MLC and PortalVision. Offer is for ONE site visit by a Varian Clinical Support Specialist for up to 2 days consecutively.

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Item	Qty	Product Description	Standard Price	Offer Price
		Prerequisites: none		
		Length & Location: Up to 2 days at Customer Facility		
		For detailed course information visit the Varian website at http://www.varian.com/otrn/index.html		
1.05	1	Dual Photon Energy: 6/15 MV Two Photon Energies as defined by BJR 17		Included
1.06	1	Display of Photon Energy: BJR11 Photon energies are displayed as defined by BJR11. 6/16MV is displayed as 6/15MV. 6/23MV is displayed as 6/18MV. 6/25MV is displayed as 6/20MV.		Included
1.07	1	Photon Dose Rate: 600 MU/Min Photon dose rate (6-25MV): 100, 200, 300, 400, 500 and 600MU/min		Included
1.08	1	5 Electron Energies: Group 3 6, 9, 12, 16, 20 MeV		Included
1.09	1	Electron Dose Rate: 1000 MU/Min Maximum Electron Dose Rate (4-22MeV), 100, 200, 300, 400, 500, 600 and 1000MU/min		Included
1.10	1	Size of Electron Applicators: 6cm x 6cm Size of electron applicators (cm): 6x6, 10x10, 15x15, 20x20, 25x25		Included
1.11	1	Bi-directional Wedge: 30cm x 40cm Field Size 15 and 30 degree wedges with a maximum field size of 30 cm x 40 cm; 45 degree wedge with a maximum field size of 20 cm x 40 cm, 60 degree wedge with a maximum field size of 15 cm x 40 cm.		Included
1.12	1	Energy of Special Electron Procedures: 6MeV		Included
1.13	1	Target-to-Tray Distance: 65.4cm		Included
1.14	1	Scale Convention: IEC601 Scale convention per IEC Publication 601-2-1, 1981		Included
1.15	1	Counterweight		Included
1.16	1	Three Piece Breakdown		Included
1.17	1	New Universal Baseframe with 52" Fixed Floor Turntable		Included

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Item	Qty	Product Description	Standard Price	Offer Price
1.18	1	Exact Couch Exact Couch with Indexed Immobilization treatment table Exact Couch treatment table with carbon fiber couch top, two universal accessory clamps, two removable accessory rails, patient straps, and two universal pendants.		Included
<i>Millennium Multileaf Collimator</i>				
1.19	1	Millennium Multileaf Collimator, 120 Leaf 120 Leaf Millennium Multileaf Collimator System includes: Controller MLC workstation (Note: Provided only if purchased separately from 4D Integrated Treatment Console) Millennium MLC 3rd Party RV Interface (Note: The 3rd Party RV Vendor is responsible for the installation and configuration of the Interface.) Multileaf Collimator Accessory System (Provided in lieu of non-MLC Accessory System) including Accessory Mount (65.4cm Source to Tray Distance Only) Compensator Mount, ONE (1) Upper compensator tray Mechanical front pointer (holder and 4 rods) Electron applicators, one of each; 6x6 or 6x10, 10x10, 15x15, 20x20, 25x25 Electron beam shaping kit (per RAD 2048) TEN (10) Lower Compensator trays TEN (10) Drilled Star trays (0.635 cm thick) Upper & Lower Bi-directional Wedge Sets (20 cm or 30cm) OTHER: MLC Standard Spare Parts Kit Product Manuals Installation ONE (1) year full warranty		Included
1.20	1	MLC Communication System: With Shaper		Included
1.21	1	Preparation for Removable mMLC: No		Included
<i>PortalVision</i>				
1.22	1	PortalVision: aS1000 aS1000 for 4D Integrated Treatment Console PortalVision.aS1000 uses amorphous-silicon imaging technology to offer ultra performance, high resolution, high contrast images with the MV treatment beam using less dose to the patient. This aids in immediate and confident setup verification for both simple and complex treatments including IMRT. High-resolution images with better definition of small structures allow the treatment field edges and included anatomy and surrogate targets to be more easily viewed. Systematic errors may be calculated and later eliminated or reduced, which in turn helps to speed the delivery and improve the accuracy of conformal and IMRT treatment delivery. PortalVision may also be used for pre-treatment QA of IMRT plans using		Included

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Item	Qty	Product Description	Standard Price	Offer Price
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optional software. The aS1000 imaging system, used for IMRT integrated Imaging, can be used at higher dose rates with greater resistance to saturation than the aS500 imaging system.

PortalVision aS1000 for 4D Integrated Treatment Console

Description PortalVision is a hardware and software package designed to provide the linear accelerator with Electronic Portal Imaging capabilities. The package includes the Image acquisition hardware and robotic arm to position Imager, Image Acquisition and Vision review applications software including Match and Review capabilities.

Features

Image acquisition task includes: Image acquisition before, during, or after treatment beam; image review with manual matching software, and RT Chart access

- Review software provides image enhancement and analysis tools for PortalVision images; automated matching tools for treatment setup verification; image approval; archive/restore and system administration capabilities
- Compatible with VARIS Vision database
- Hardware: IAS3 High performance Image Acquisition H/W
- Image detector unit:
- 1024 x 768 Amorphous Silicon detector
- 400 x 300 mm active imaging area
- Amplifier, switching and console electronics
- Retractable robotic arm with motorized vertical, longitudinal, and lateral movements to hold and position detector; IR hand pendant controller

License

1. PortalVision acquisition and review capability for 4D Integrated Treatment Console
2. Vision Image Manager license for ONE (1) concurrent user

Notes

1. Includes 90 day software warranty;
2. ONE (1) year hardware warranty beginning on day of acceptance
3. Includes 2 days applications training up to 8 users;
4. PortalVision software is limited to ONE control workstation; Vision Image Manager software may float within Vision network
5. VARIS Vision hardware and software is sold separate from PortalVision
6. PortalVision is compatible with a full VARIS Vision system (requires additional hardware and software licenses).

1.23 1 **PortalVision Configuration: Vision Network 6.5 or Higher** Included

On-Board Imager

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Item	Qty	Product Description	Standard Price	Offer Price
1.24	1	On-Board Imager On-Board Imager Provides high-quality kV images in the treatment room for target localization, patient positioning and motion management. The following clinical capabilities and hardware are included: A. Online setup correction based on two kV radiographs, a kV and a MV radiograph or two gated kV radiographs B. Automated and manual alignment of a pair of radiographs to their reference images C. Online setup correction based on radio-opaque markers D. Pre-treatment verification of gated treatment portals using kV fluoroscopy E. Two motorized Exact robotic arms to hold and position the kV source and kV imager, with Infrared hand pendant control F. X-Ray source, 40-150 kVp G. Image Detector, amorphous silicon device with 400 x 300mm active imaging area H. On-Board Imager workstation and dedicated keyboard		Included
		Prerequisites: A. PortalVision with Exact Arm; B. VARIS Vision Information System or compatible 3rd-party information system C. RPM Respiratory Gating System (for gated image applications) D. SomaVision Treatment Planning (for Marker Match application) E. Remote Couch Motion		
1.25	2	INCLUDED EDUCATION: On-Board Imaging Clinical Implementation - Includes Tuition and Materials for ONE person. - Travel and Living not included unless otherwise stated - Course is non-refundable and non-transferable. - Offer is valid for 18 months after installation.		Included
		The On-Board Imaging (OBI) Clinical Implementation course provides the initial training for the individual who is responsible for the implementation and the departmental training of the OBI system, typically a Physicist or senior Therapist. The course will provide an overview of how the OBI system communicates with the Clinac and the verification system, basic OBI maintenance procedures, and hands-on training for customer acceptance and quality assurance procedures.		
		The OBI course will also provide hands-on training on how to prepare the plan for treatment utilizing the OBI system, how to acquire kV and MV images, acquisition and evaluation of Cone-Beam CT and how to perform a marker match utilizing 3D image sets from Eclipse.		
		An additional half-day of training is offered to experienced users of RPM Respiratory Gating. The additional half-day of training is geared towards users that will be implementing the OBI system as part of their established RPM treatment protocol. The half-day training will cover a basic review of the OBI System and		

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Item	Qty	Product Description	Standard Price	Offer Price
		RPM Integration in the clinical environment. It is highly recommend that all users intending to participate in the additional half-day of training to have previously attended the RPM course. The training is an extension to the RPM Respiratory Gating course and is not an acceptable replacement for RPM product training.		
		Prerequisites:		
		<ul style="list-style-type: none"> - Experience users of Varian Clinac Linear Accelerator - VARIS Vision, version 6.5 or 7.0 or Treatment RV for OBI - PortalVision - Working knowledge of Eclipse for OBI Marker Match - RPM Respiratory Gating Education course (if applicable) 		
		Length & Location:		
		3.5 Days, plus optional 1/2 day for RPM Respiratory Gating Varian Education Center, Las Vegas, NV		
		For detailed course information and on-line registration, visit the Varian website at http://www.varian.com/otm/index.html .		
1.26	1	INCLUDED APPLICATIONS TRAINING: OBI		Included
		<ul style="list-style-type: none"> - On-site applications training for up to (4) users. - Training is non-refundable and non-transferable. - Offer is valid for 18 months after installation of product. 		
		The OBI purchase includes a 2-day clinical training at the customer's facility focusing on OBI functionality to promote safe clinical practices. On-site training supplements the OBI Clinical implementation course. For larger facilities with more than 4 users, additional training days may be necessary to meet specific facility training objectives. Additional training days are available for purchase and will be delivered in conjunction with the included training.		
		Prerequisites:		
		- Attend OBI Clinical Implementation Course: same participant must be present for the on-site training component.		
		Length & Location:		
		2 days at Customer Facility		
		For detailed information visit the Varian website at http://www.varian.com/otm/index.html .		
1.27	1	Cone Beam CT for On-Board Imager		Included
		FEATURES:		
		Cone-beam CT acquires a volumetric CT dataset, while the patient is on the treatment couch, and allows the patient to be repositioned - by comparing the locations of soft-tissue and bony anatomy visible in the cone-beam CT images with the locations of the same anatomy in the planning (reference) CT Images.		
		INCLUDED:		
		Hardware and software to acquire and reconstruct 3D volumetric datasets and		

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Item	Qty	Product Description	Standard Price	Offer Price
match these with reference 3D CT images.				
PRE-REQUISITES: On-Board Imager hardware, with software version 1.0.15 or later.				
1.28	1	Remote Couch Motion Control of couch motion at the treatment console for; Corrective motions: small couch translations (in x,y, and z) and small rotations of the couch to fine tune patient set-up. Planned motions: large rotations of the couch to sequence between non-coplanar fields and arcs		Included
		Prerequisites: Universal baseframe with a 52 inch turntable for full functionality Baseframe with a 36 inch turntable supported for translational motion ONLY.		
<i>Dynamic Treatment Procedures</i>				
1.29	1	Enhanced Dynamic Wedge Delivers wedged dose distributions by varying the independent collimators during the photon treatment. Seven wedge angles (10, 15, 20, 25, 30, 45, and 60 degrees), asymmetric field sizes, and up to 30 cm field width are provided.		Included
<i>Automation</i>				
1.30	1	Auto Field Sequencing Automates set up of all mechanical axes and beam parameters for each treatment field when used with a compatible record-and-verify system, such as VARIS Vision.		Included
		Requires Extended Clinac Interface (EXCI)		
<i>Dynamic MLC Techniques</i>				
1.31	1	Advanced Dynamic MLC Includes Arc Dynamic MLC, Dose Dynamic MLC per RAD 5610		Included
<i>Verification</i>				
1.32	1	EXCI Interface to R&V System		Included
<i>Optional Treatment Procedures</i>				
1.33	1	Electron Arc Therapy: TBI, TBE and HDTSE A portfolio of special treatment procedures, including Total Skin Electron Treatment, Total Body Electron Irradiation, Total Body Photon Irradiation, and Electron Arc Treatment.		Included
		Electron beam for high dose total skin electron (HDTSE) mode and total body electron (TBE) mode as selected in Energy for Special Electron Procedures.		
<i>Beam Accuracy</i>				

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Item	Qty	Product Description	Standard Price	Offer Price
1.34	1	Beam Isocenter Accuracy: Standard		Included
		Argus		
1.35	1	Argus Base System (for 3 machines) Argus Base System		Included
		The Argus Base System is the core system for an Argus quality assurance information management system. It includes a software license for up to three machines to be covered by Argus, unlimited instrument interfaces for supported test and measurement devices (see below), and a network license for up to 5 concurrent users.		
		Machines that can be covered by Argus include:		
		<ul style="list-style-type: none"> • Linear Accelerators (Varian or non-Varian) including IMRT • Simulators (including necessary Film Processor tests) • CT Simulators • HDR Brachytherapy Units • Mammography Units (MQSA 1999 - including necessary Film Processor tests) • CT Scanners • R&F Unit (including necessary Film Processor tests) 		
		Argus interfaces to a wide variety of test and measurement devices. The complete list of devices may be found at:		
		http://www.varian.com/argusinterfaces		
		Features: A centralized quality assurance data repository with tools for automation of data acquisition, data analysis, tools for tracking, trending, graphing and reporting of QA data. Administrative tools for scheduling, oversight and communications are also included.		
		Linear Accelerator QA includes tests specific to IMRT QA, including static and dynamic MLC QA. Also included are tests for analysis of fields and plans through use of DynaLog files (limited to Varian accelerators and MLCs)		
		On-site Installation of the Argus software at the licensed facility.		
		On-site Training: Two days of User training and configuration support		
1.36	1	Configured for LINAC (with Argus IMRT)		Included
1.37	1	Configured for CT		Included
1.38	1	Configured for Sim		Included
1.39	1	Configured for R&F		Included
1.40	1	INCLUDED APPLICATIONS TRAINING: Argus		Included
		<ul style="list-style-type: none"> - On-site applications training for up to (2) users. - Training is non-refundable and non-transferable. - Offer is valid for 18 months after installation of product. 		

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Item	Qty	Product Description	Standard Price	Offer Price
		<p>The Argus Base System purchase includes clinical training at the customer's facility focusing on Argus functionality to promote safe clinical practices. For larger facilities with more than 2 users, additional training days may be necessary to meet specific facility training objectives. Additional training days are available for purchase to be delivered in conjunction with the included training.</p> <p>Prerequisites: Argus Base System</p> <p>Length & Location: 2 days at Customer Facility</p> <p>For detailed information visit the Varian website at http://www.varian.com/otrn/index.html.</p> <p>Additional Options</p>		
1.41	1	Respiratory Gating for Clinac Respiratory Gating for Clinac		Included
		<p>The RPM Respiratory Gating System is an accessory to the Varian Clinac radiation therapy treatment system. Device is to be used to characterize (in simulation) the patient's respiratory patterns, and aid in the visualization of internal organ or lesion motion and then, in treatment, to trigger beam-hold and limit the beam-on time to those points in the respiratory cycle where the target volume is within acceptable motion limits.</p> <p>FEATURES:</p> <ul style="list-style-type: none"> -Accurate tumor tracking allows maximum dose to tumor and minimum dose to normal tissue -Quick and easy set respiratory monitoring minimizes treatment time -Lightweight marker ensures patient comfort -Predictive filter automatically holds treatment delivery when respiration deviates from normal pattern -Superior Clinac design eliminates dark current during gating -Treatment beam gating integrated with dynamic MLC leaf motion <p>NOTE: Customer is responsible for prepping the system as instructed in the Respiratory Gating Pre-Install Guide.</p>		
1.42	1	Configured for Clinac Includes video tracking and image analysis system, high performance workstation, respiratory gating interface to Clinac system, Respiratory Gating software, patient marker blocks, and User Manual.		Included

Compatible with C-series software version 5.4 and higher.

Prerequisite for MLC-Equipped Systems: Advanced Dynamic MLC

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Item	Qty	Product Description	Standard Price	Offer Price
1.43	1	INCLUDED EDUCATION: RPM Respiratory Gating <ul style="list-style-type: none"> - Includes Tuition and Materials for ONE person. - Travel and Living is not included unless otherwise stated. - Course is non-refundable and non-transferable. - Offer is valid for 18 months after installation. <p>The RPM Respiratory Gating course covers basic operations, physics and QA of respiratory gating systems. Practical training will cover use of RPM Respiratory Gating on a simulator and a linear accelerator, QA tests and basic system maintenance. The aim of this course is to give the participants sufficient theoretical and practical knowledge of the principles and practice of respiratory gating in radiation oncology.</p> <p>Prerequisites:</p> <ul style="list-style-type: none"> - Basic knowledge of linear accelerator function and clinical use. <p>Length & Location:</p> <p>2 days</p> <p>Varian Education Center, Las Vegas, NV</p> <p>For detailed course information and on-line registration, visit the Varian website at http://www.varian.com/otrn/index.html.</p>		Included
1.44	1	Additional Respiratory Gating Additional Respiratory Gating System		Included

The Additional RPM Respiratory Gating System is an attachment to the Varian Clinac radiation therapy treatment system or a Simulation System (Standard or Virtual.) Device is to be used to characterize (in simulation) the patient's respiratory patterns and aid in the visualization of internal organ or lesion motion and then, in treatment, to trigger beam-hold and limit the beam-on time to those points in the respiratory cycle where the target volume is within acceptable motion limits. Clinac system includes breathing phantom assembly.

FEATURES:

- Accurate tumor tracking allows maximum dose to tumor and minimum dose to normal tissue
- Quick and easy set respiratory monitoring minimizes treatment time
- Lightweight marker ensures patient comfort
- Predictive filter automatically holds treatment delivery when respiration deviates from normal pattern
- Superior Clinac design eliminates dark current during gating
- Treatment beam gating integrated with dynamic MLC leaf motion

SPECIAL NOTE: RPM Respiratory Gating unit configured for a CT Simulator does not include the necessary hardware and software components required to make the CT Scanner Respiratory Gating-ready. Additional equipment purchases may be necessary from the CT vendor. Please contact your Varian Imaging Manager for more information.

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Item	Qty	Product Description	Standard Price	Offer Price
<p>NOTE: Customer is responsible for prepping the system as instructed in the Respiratory Gating Pre-Install Guide.</p>				
1.45	1	Configured for Standard Simulation - Acuity includes video tracking and image analysis system, high performance workstation, respiratory gating interface to Clinac system, Respiratory Gating software, patient marker blocks, and User Manual. Compatible with Varian Acuity Simulator.		Included
1.46	1	INCLUDED EDUCATION: RPM Respiratory Gating - Includes Tuition and Materials for ONE person. - Travel and Lodging is not included unless otherwise stated. - Course is non-refundable and non-transferable. - Offer is valid for 18 months after installation. The RPM Respiratory Gating course covers basic operations, physics and QA of respiratory gating systems. Practical training will cover use of RPM Respiratory Gating on a simulator and a linear accelerator, QA tests and basic system maintenance. The aim of this course is to give the participants sufficient theoretical and practical knowledge of the principles and practice of respiratory gating in radiation oncology. Prerequisites: - Basic knowledge of linear accelerator function and clinical use. Length & Location: 2 days Varian Education Center, Las Vegas, NV For detailed course information and on-line registration, visit the Varian website at http://www.varian.com/otm/index.html .		Included
<p>Services</p>				
1.47	1	Remote Access (Smart Connect)		Included
1.48	1	Factory Data Set Factory-provided representative physical wedge profiles, machine mechanical parameters, and representative beam scans from Clinac iX systems.		Included
<p>Warranties</p>				
1.49	1	Millennium Warranty Three Year Warranty on Klystron, Electron Gun, Standing Wave Guide, Bend Magnet, and Solenoid Energy Switch, provided Varian is sole service provider.		Included

Section Total \$	4,013,560.00	2,583,302.00
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Item	Qty	Product Description	Standard Price	Offer Price
Section 2 Additional Items				

Treatment Room Options:

2.01	1	Single Input, Dual Output HE & OBI Power Conditioner Single Input, Dual Output HE & OBI	42,044.00	30,690.00
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This Transtector power conditioner (P.C.) is designed specifically for any Varian Dual Energy Clinac shipped with OBI. This single P.C., allows the customer to have a single input voltage of either 208V or 480V, then deliver output voltages of both 208V and 480V.

Lasers

2.02	1	Gammex Ther-A-Cross Green Lasers (Set of Four) Gammex Ther-A-Cross Green Lasers (Set of Four)	17,769.00	13,420.00
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A790 Turret style
3 Cross-Line Lasers
1 Line Laser

Maintenance, Installation and Freight

2.03	1	Clinac iX Installation: 3 Piece Rigging INSTALLATION RESERVES: THESE PRICES ARE FOR GROUND LEVEL ACCESS ONLY. THE SHORING OF FLOORS, WIDENING OF DOORWAYS, AND ANY OTHER NON-STANDARD RIG-IN REQUIREMENTS ARE EXCLUDED AND WILL BE QUOTED SEPARATELY IF REQUIRED.	12,150.00	10,692.00
2.04	1	Clinac iX Installation: Baseframe Rigging	3,375.00	2,970.00
2.05	1	Clinac iX Freight & Insurance: Northeast	8,310.00	9,141.00
2.06	6	Reserve for Travel and Lodging	3,000.00	19,800.00

Section Total \$ 101,648.00 86,713.00

Section 3 Software Support Agreement Conversion Pricing*

VARIS Vision SSA

3.01	1	VARIS 2 Year Support Software Agreement (SSA)	25,176.00	25,176.00
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Varian will provide the following services for covered products during the Software Support Agreement period.

- o Upgrade* releases

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Item	Qty	Product Description	Standard Price	Offer Price
		<ul style="list-style-type: none"> o Installation and training associated with upgrades o Help Desk telephone support o Remote software support o SmartConnect™ technology o Maintenance releases** o 40% purchase options*** discount o 30% discount on classroom education and additional on-site training days o 25% discount on billable labor o On-site software support o Hardware support (if purchased from Varian) o Preferred response 		

Upgrade releases

Varian will make available software upgrade releases for the covered software at no charge, as defined and available, during the Software Support Agreement. Upgrade releases may in some cases be installed remotely. Labor to install and applications training necessary to accommodate upgrade releases are included in the Software Support Agreement.

Installation and training associated with upgrades

Installation included with all new upgrade releases to ensure the correct operation of the software. Training may be provided via WebEx sessions, multi-media (DVDs for example), or on-site applications training.

Contacting the Varian Customer Support Center

Varian provides clinical and technical support for products covered under the support agreement. The Customer Support Center consists of two teams:

- 1) The Oncology Help Desk employs clinically trained therapists, physicists, and dosimetrists to support clinical and technical product- and process-based questions;
- 2) The Service Help Desk (dispatch) initiates service calls for all Varian products, quickly connecting customers with the technical product support expert needed to address technical issues/concerns.

Both support teams work together to minimize wait time and maximize clinic up-time.

Visit the Varian website for further information.

Hours of operation:

Oncology Help Desk 8 am to 8 pm EST, Monday-Friday

Service Help Desk 7 am to 9 pm EST, Monday-Friday

Contact us at 1-888-VARIAN-5

SmartConnect technology

SmartConnect is a new secure technology that uses the Internet to provide access to software systems for the purpose of remote monitoring, problem diagnosis, and remote software upgrades. Support via SmartConnect is included in the Software

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Item	Qty	Product Description	Standard Price	Offer Price
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Support Agreement

Maintenance releases**

Maintenance releases for covered software are included at no charge (including labor for installation during normal business hours). Maintenance releases may be installed remotely or on-site by a Varian support representative, at Varian's discretion.

Purchasable options*** discount

Varian will provide a 40% discount from list price on purchase options for the covered software during the Software Support Agreement.

Education and training discount

The customer will receive a 30% discount from list price on all education courses and any additional on-site training provided by Varian for the covered products.

Billable labor discounts

All labor charges arising from work outside the scope of this contract will receive a 25% discount off published rates.

On-site software support

Varian will provide basic software support during normal business hours, including on-site support, for the covered software installed by Varian.

Hardware support

Varian will provide basic on-site and telephone support during normal business hours for the computer workstations purchased from Varian and on the covered software installed by Varian and subject to the terms and conditions of the hardware manufacturer.

Preferred response

Varian will provide prioritized response to the customer's service requests with a Varian Support Agreement or Software Support Agreement.

The customer is responsible for purchasing any additional hardware, network capacity or other system components required to operate any upgrade releases or purchasable options. Varian shall not be required to provide or support any upgrade release or purchasable option during the initial software support period, or during the term of any Support Agreement, if the customer has not obtained the required hardware, network capacity and other system components.

Subject to Varian Medical Systems support schedule to Terms & Conditions of sale, MGM 1580, and software schedule to Terms & Conditions of Sale, RAD 2750.

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VMS SALES

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Greenwich Hospital, Greenwich, CT

Item	Qty	Product Description	Standard Price	Offer Price
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Pre-requisites may apply and will be confirmed during a site survey. Some pre-requisites may be covered under an existing Support Agreement. Be sure to check with your local Service Manager. The customer is responsible for costs associated with computer platform (HW) upgrades necessary to meet system specifications, labor to install, and applications training associated with any prerequisites.

The SSA for a system new install sale has the following pre-requisites:

SYSTEM PRE-REQUISITES (not included): 1) Current version of Windows operating system installed on VARIS Vision Server (customer responsibility). 2) SmartConnect application to allow remote monitoring and service support (Varian responsibility). 3) Site Survey to identify hardware specifications and system configuration. 4) The latest software updates and /or upgrades for affiliated products may be required to maximize the benefits of the latest features and functionality of system integration.

TREATMENT PRE-REQUISITES (not included): 1) Treatment Hardware and Verification Interface computer must meet recommended hardware specifications - Replacement computers must be purchased through Varian Medical Systems. 2) Clinac C-Series Software current version.

“Upgrade release” means upgrades, enhancements and improvements to the features or functionality of the purchased software that are released and marketed by Varian as upgrade releases.

“Maintenance releases” means bug fixes, patches, and other error corrections to a software covered product designed to enable the software to conform to its documentation and that are made generally available by Varian at no additional cost to the licensees of such covered product while covered by warranty or an agreement to provide services.

“Purchase options” means software applications or modules not included in the covered software or releases of the covered software that include new features or functionality and that are marketed by Varian as purchase options.

Section Total \$	25,176.00	25,176.00
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Quotation Total \$	4,140,384.00	2,895,191.00
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Terms & Conditions of Sale

This offer is subject to credit approval and is exclusive of any applicable sales taxes or duties.

This quotation is subject to Varian Medical Systems Standard Terms and Conditions of Sale, document RAD 1652, current version.

Varian payment terms are as follows:

10% with purchase order

85% upon shipment to hospital or storage

5% upon installation

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VMS SALES

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Greenwich Hospital, Greenwich, CT

Item	Qty	Product Description	Standard Price	Offer Price
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For orders equal or less than \$75K, 100% upon shipment, net 30.

SHIPPING Terms: Origin

ADDITIONAL TERMS AND CONDITIONS FOR SECTION 3 - Service Contract conversion to a Software Support Agreement

1. Payment Terms: Pro-rated annual payments of \$12,588 commencing upon at the issuance of this purchase order. A minimum of two years is required.
2. The Software Support Agreement presented in this quotation is valid only for the equipment described in Varian Quotation HKA20030319-003S; the system configuration covered by this agreement is also listed below.
3. This quotation is subject to Varian Medical Systems Standard Terms and Conditions of Sale, document RAD1652, current version, and Customer Support Terms and Conditions, MGM 1580, current version
4. Any licenses or modules that are purchased in addition to those listed below may require a change in the pricing of the SSA. Please contact your local Integrated Systems Specialist with any questions.

The Gold Service Contract Conversion to an SSA is based on a term from October 7, 2006 - October 6, 2008, the final two years of the current Software Service Agreement at Greenwich Hospital. The annual cost of the existing Gold Service Contract is \$28,080 per year. In order for Greenwich Hospital to convert their current Gold Service Agreement to an SSA, the balance of \$12,588/yr is required in addition to the payment of the Gold Service Agreement. Original term of Gold Service Contract was October 7, 2005 - October 6, 2008. Currently, the service contract is paid until October 7, 2006.

VARiS Vision Database Upgrade	1	UP2801
Treatment Application Upgrade	1	UP2806
Clinic Application Upgrade to	10	UP2817
Schedule Application Upgrade t	10	UP2818
Charges Application Upgrade to	10	UP2819
ACE Application Upgrade	1	UP2836
Reports Author Application Upg	1	UP2821
RTP Exchange Application Upgra	1	UP2831
Dynamic Documents	6	IM1911
Clinical Assessment	1	IM1910
Vision	1	IM2001

FINANCING AVAILABLE: For lease and finance plans, call Tony Suse, Director - Varian Customer Finance, at (508) 668-4609.

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ATTACHMENT IV
AFFIDAVIT

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AFFIDAVIT

To be completed by each Applicant

Applicant: Greenwich Hospital

Project Title: Replacement of Radiation Oncology Linear Accelerator

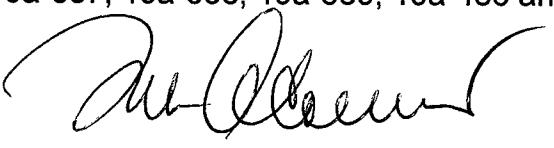
I, Frank A. Corvino, President/CEO
(Name) (Position – CEO or CFO)

of Greenwich Hospital being duly sworn, depose and state that the
(Organization Name)

information provided in this CON Waiver Form (2040) is true and accurate to

the best of my knowledge, and that Greenwich Hospital
(Facility Name)

complies with the appropriate and applicable criteria as set forth in the Sections 19a-630,
19a-637, 19a-638, 19a-639, 19a-486 and/or 4-181 of the Connecticut General Statutes.


Signature

11/2/06
Date

Subscribed and sworn to before me on November 2, 2006


Notary Public/Commissioner of Superior Court

SHEILA G. VENTO
NOTARY PUBLIC
MY COMMISSION EXPIRES MAR. 31, 2007

My commission expires: March 31, 2007

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APPENDIX I

HOSPITAL LICENSE

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HEALTH CARE ACCESS

STATE OF CONNECTICUT

Department of Public Health

LICENSE

License No. 0045

General Hospital

In accordance with the provisions of the General Statutes of Connecticut Section 19a-493:

Greenwich Hospital of Greenwich, CT, d/b/a Greenwich Hospital is hereby licensed to maintain and operate a General Hospital.

Greenwich Hospital is located at 5 Perryridge Rd, Greenwich, CT 06830

The maximum number of beds shall not exceed at any time:

32 Bassinets

174 General Hospital beds

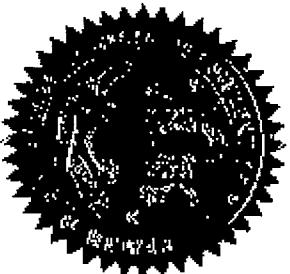
This license expires September 30, 2007 and may be revoked for cause at any time.

Dated at Hartford, Connecticut, October 1, 2005. RENEWAL

Satellites

The Endoscopy Center of Greenwich Hospital, 200 West Putnam Avenue, Greenwich, CT
Holly Hill Campus, 31 Holly Hill Greenwich, CT

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J. Robert Galvin, M.D., M.P.H.

J. Robert Galvin, M.D., M.P.H.,
Commissioner