

The William W. Backus
Hospital

October 22, 2004

VIA FEDERAL EXPRESS

Ms. Cristine A. Vogel
Commissioner
State of Connecticut
Office of Health Care Access
410 Capital Avenue, MS #13HCA
P.O. Box 340308
Hartford, CT 06134-0308

RE: The William W. Backus Hospital
Addition of Second Linear Accelerator with IMRT

CONNECTICUT OFFICE OF
HEALTH CARE ACCESS

2004 OCT 25 PM 1:00

RECEIVED

Dear Ms. Vogel:

Enclosed are an original and five (5) copies of our Letter of Intent for the addition of intensity modulated radiation therapy (IMRT) with a second linear accelerator. We are looking forward to working with your staff in the Certificate of Need process.

Please feel free to contact me at (860) 889-8331, extension 2722 should you require additional information or have any questions concerning this matter.

Sincerely,

David A. Whitehead
Vice President, Planning



State of Connecticut Office of Health Care Access Letter of Intent/Waiver Form Form 2030

All Applicants must complete a Letter of Intent (LOI) form prior to submitting a Certificate of Need application, pursuant to Sections 19a-638 and 19a-639 of the Connecticut General Statutes and Section 19a-643-79 of OHCA's Regulations. Please submit this 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 there are more than two Applicants, please attach a separate sheet of paper and provide additional information in the format below.

	Applicant One	Applicant Two
Full legal name	The William W. Backus Hospital	
Doing Business As	The William W. Backus Hospital	
Name of Parent Corporation	Backus Corporation	
Mailing Address, if Post Office Box, include a street mailing address for Certified Mail	326 Washington Street, Norwich, CT 06360	
Applicant type (e.g., profit/non-profit)	Non-profit	
Contact person, including title or position	David A. Whitehead VP - Planning	
Contact person's street mailing address	326 Washington Street, Norwich, CT 06360	
Contact person's phone #, fax # and e-mail address	860-889-8331, ext. 2722; 860-892-2728; dwhitehead@wwbh.o	

	rg	
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SECTION II. GENERAL APPLICATION INFORMATION

a. Proposal/Project Title:

Addition of IMRT with a second linear accelerator.

b. Type of Proposal, please check all that apply:

X Change in Facility (F), Service (S) or Function (Fnc) pursuant to Section 19a-638, C.G.S.:

- | | | |
|--|--|--|
| <input type="checkbox"/> New (F, S, Fnc) | <input type="checkbox"/> Replacement | X Additional (F, S, Fnc) |
| <input type="checkbox"/> Expansion (F, S, Fnc) | <input type="checkbox"/> Relocation | <input type="checkbox"/> Service Termination |
| <input type="checkbox"/> Bed Addition` | <input type="checkbox"/> Bed Reduction | <input type="checkbox"/> Change in Ownership/Control |

X Capital Expenditure/Cost, pursuant to Section 19a-639, C.G.S.:

X Project expenditure/cost greater than \$ 1,000,000

X Equipment Acquisition greater than \$ 400,000

- | | | |
|----------------------------------|--------------------------------------|--|
| X New | <input type="checkbox"/> Replacement | <input type="checkbox"/> Major Medical |
| <input type="checkbox"/> Imaging | X Linear Accelerator | |

Change in ownership or control, pursuant to Section 19a-639 C.G.S., resulting in a capital expenditure over \$1,000,000

c. Location of proposal (Town including street address):
330 Washington Street, Norwich, CT 06360

d. List all the municipalities this project is intended to serve:
The hospital's primary service area consists of the following:
Bozrah, Canterbury, Franklin, Griswold/Jewett City, Lisbon, Norwich, Preston, Sprague and Voluntown..

The hospital's total market catchment area for radiation therapy services include the primary service area towns listed above and the following:

Ashford, Brooklyn, Central Village, Chaplain, Colchester, Columbia, Danielson, Dayville, Gales Ferry, Hampton, Hanover, Killingly, Ledyard, Lebanon, Mansfield, Montville, Moosup, North Grosvenordale, North Stonington, Plainfield, Pomfret, Putnam, Salem, Scotland, Sterling, Storrs, Thompson, Uncasville, Waterford, Windham, Woodstock.

- e. Estimated starting date for the project: June 2005
- f. Type of project: 22, 27 (Fill in the appropriate number(s) from page 7 of this form)

Number of Beds (to be completed if changes are proposed)

Type	Existing Staffed	Existing Licensed	Proposed Increase (Decrease)	Proposed Total Licensed

SECTION III. ESTIMATED CAPITAL EXPENDITURE INFORMATION

- a. Estimated Total Capital Expenditure: \$4,671,996
- b. Please provide the following breakdown as appropriate:

Construction/Renovations	\$2,062,650
Medical Equipment (Purchase)	
Imaging Equipment (Purchase)	\$2,576,996
Non-Medical Equipment (Purchase)	\$32,350
Sales Tax	
Delivery & Installation	Included in above
Total Capital Expenditure	\$4,671,996
Fair Market Value of Leased Equipment	
Total Capital Cost	\$4,671,996

Major Medical and/or Imaging equipment acquisition:

Equipment Type	Name	Model	Number of Units	Cost per unit
Linear Accelerator with IMRT	Varian	Clinac 21 EX	1	2,174,496
Conebeam CT for OBI	Varian	TOPP	1	100,000
Eclipse DX workstation	Varian	Eclipse	1	68,420
Portal Dosimetry	Varian		1	44,800
Vision System	Varian	TPS Server	1	33,100
Interface System	IMPAC		1	156,180

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

c. Type of financing or funding source (more than one can be checked):

- X Applicant's Equity Lease Financing Conventional Loan
- X Charitable Contributions X CHEFA Financing Grant Funding
- Funded Depreciation Other (specify): _____

SECTION IV. PROJECT DESCRIPTION

Please attach a separate 8.5" X 11" sheet(s) of paper and provide no more than a 2 page description of the proposed project, highlighting all the important aspects of the proposed project. Please be sure to address the following (if applicable):

1. Currently what types of services are being provided? If applicable, provide a copy of each Department of Public Health license held by the Petitioner.
2. What types of services are being proposed and what DPH licensure categories will be sought, if applicable?
3. Who is the current population served and who is the target population to be served?

4. Identify any unmet need and how this project will fulfill that need.
5. Are there any similar existing service providers in the proposed geographic area?
6. What is the effect of this project on the health care delivery system in the State of Connecticut?
7. Who will be responsible for providing the service?
8. Who are the payers of this service?

If requesting a Waiver of a Certificate of Need, please complete Section V.

SECTION V. WAIVER OF CON FOR REPLACEMENT EQUIPMENT

I may be eligible for a waiver from the Certificate of Need process because of the following:
(Please check all that apply)

- This request is for Replacement Equipment.
 - The original equipment was authorized by the Commission/OHCA in Docket Number: _____.
 - The cost of the equipment is not to exceed \$2,000,000.
 - The cost of the replacement equipment does not exceed the original cost increased by 10% per year.

Please complete the attached affidavit for Section V only.

AFFIDAVIT

Applicant: The William W. Backus Hospital

Project Title: Addition of IMRT with a second linear accelerator.

I, Daniel E. Lohr, Senior Vice President and CFO
(Name) (Position – CEO or CFO)

of The William W. Backus Hospital being duly sworn, depose and state that the information provided in this CON Letter of Intent/Waiver Form (2030) is true and accurate to the best of my knowledge, and that The William W. Backus Hospital complies with the appropriate and

(Facility Name)

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.

Daniel E Lohr
Signature

10/22/04
Date

Subscribed and sworn to before me on 10/22/04

Wanda B. Herrick
Notary Public/Commissioner of Superior Court

WANDA B. HERRICK
NOTARY PUBLIC
MY COMMISSION EXPIRES FEB. 28, 2005

My commission expires: _____

Project Type Listing

Please indicate the number or numbers of types of projects that apply to your request on the line provided on the Letter of Intent Form (Section II, page 2).

Inpatient

1. Cardiac Services
2. Hospice
3. Maternity
4. Med/ Surg.
5. Pediatrics
6. Rehabilitation Services
7. Transplantation Programs
8. Trauma Centers
9. Behavioral Health (Psychiatric and Substance Abuse Services)
10. Other Inpatient

Outpatient

11. Ambulatory Surgery Center
12. Birthing Centers
13. Oncology Services
14. Outpatient Rehabilitation Services
15. Paramedics Services
16. Primary Care Clinics
17. Urgent Care Units
18. Behavioral Health (Psychiatric and Substance Abuse Services)
19. MRI
20. CT Scanner
21. PET Scanner
22. Other Imaging Services
23. Lithotripsy
24. Mobile Services
25. Other Outpatient
26. Central Services Facility

Non-Clinical

27. Facility Development
28. Non-Medical Equipment
29. Land and Building Acquisitions
30. Organizational Structure (Mergers, Acquisitions, Affiliations, and Changes in Ownership)
31. Renovations
32. Other Non-Clinical

PROJECT DESCRIPTION

1. Currently what types of services are being provided? If applicable, provide a copy of each Department of Public Health license held by the Petitioner.

As approved by OHCA under Docket Number 96-514, The William W. Backus Hospital radiation therapy program currently offers, under the Hospital's license, treatments via external beam radiation therapy on a Varian 2100C linear accelerator, simulator, treatment planning computer and record and verify system. This program is offered in the Hospital's Medical Office Building located at 330 Washington Street, Norwich, CT.

The current program offers conventional radiation therapy treatments in a series averaging twenty-eight sessions per patient over a six-week period. The current program has grown to a volume of fifty patients a day.

2. What types of services are being proposed and what DPH licensure categories will be sought, if applicable?

The William W. Backus Hospital seeks to expand radiation therapy services as part of its comprehensive community cancer program to add intensity modulated radiation therapy (IMRT) through the purchase and installation of a second linear accelerator.

IMRT is a cancer modality that delivers high doses of radiation directly to cancer cells in a targeted fashion. IMRT allows Radiation Oncologists to customize each patient's treatment taking into account tumor size, tumor depth, vital organs surrounding the tumor and each patient's individual anatomy. IMRT will increase quality of treatment via decreasing co-morbidities, such as damage to healthy tissue, damage to vital organs and burning/redness of skin.

The addition of a second linear accelerator will require a 2,500 gross square foot expansion of the current program space.

3. Who is the current population served and who is the target population to be served?

The current population is made up of individuals that are referred for external beam treatment with 28% of patients residing in the Hospital's primary service area, 60% residing in the Hospital's secondary service area and 12% residing in other geographic locations. The target population for this additional service is projected to be the same as the current population served.

4. Identify any unmet need and how this project will fulfill that need.

The current radiation therapy program, utilizing only one linear accelerator, has a current waiting period of thirty-two business days (five day operation per week) with a backlog averaging 23 patients. The current program offers conventional radiation therapy treatments in a series averaging twenty-eight sessions per patient over a six week period. The current program has grown to a volume of fifty patients a day. In order to meet the demand for radiation therapy services within the Hospitals total market catchment area the expansion of

the program to include a second linear accelerator is needed to improve access for the patient population we serve.

The expansion of this program with IMRT technology will improve the quality of patient care by allowing radiation oncologists to deliver a more accurate dosage in targeting cancer cells for direct radiation resulting in higher cure rates.

The addition of a second linear accelerator with IMRT capability will provide The William W. Backus Hospital with the ability to serve its patient population with improved patient care treatment modalities and outcomes while offering the same level of access service as other area providers

5. Are there any similar existing service providers in the proposed geographic area?

Lawrence and Memorial Hospital has a radiation therapy department consisting of two linear accelerators, one with IMRT.

6. What is the effect of this project on the health care delivery system in the State of Connecticut?

The addition of a second linear accelerator equipped with IMRT will make available the provision of treatment starts within industry norms, most advanced treatment techniques, optimal photon compatibility (photon and tumor type) and improve patient throughput.

7. Who will be responsible for providing the service?

The service will continue to be provided by the staff of The William W. Backus Hospital Radiation Therapy department as currently supplemented by a support services agreement with the Yale School of Medicine and Yale New Haven Hospital.

8. Who are the payers of this service?

The payer mix of the service will be consistent with the Hospital and the current Radiation Therapy department profile.

STATE OF CONNECTICUT
Department of Public Health

LICENSE

License No. 0037

General Hospital

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

The William W. Backus Hospital of Norwich, CT, d/b/a The William W. Backus Hospital is hereby licensed to maintain and operate a General Hospital.

The William W. Backus Hospital is located at 326 Washington Street, Norwich, CT 06360

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

20 Bassinets

213 General Hospital beds

This license expires **March 31, 2006** and may be revoked for cause at any time.

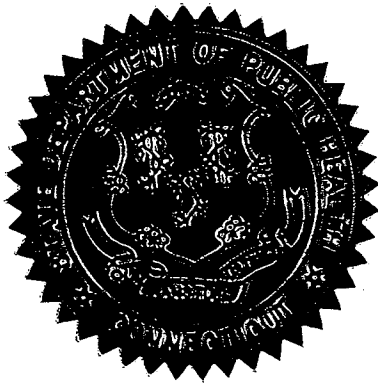
Dated at Hartford, Connecticut, April 1, 2004.

License revised to reflect:

*Removed (2) Sätellites effective 8/4/04

Satellites

Backus Infectious Disease & Std Clinics, 107 Lafayette Street, Norwich, CT
Mobile Health Resource Van, Colchester Town Hall, Colchester, CT



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

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

Quotation For:

Roxanne Hale
 William W. Backus Hospital
 Department of Radiation Therapy
 Dr. Sultan Ahamed Cancer Center
 326 Washington Street
 Norwich, CT 06360
 (860) 892 - 2777 FAX: (860) 892 - 2772

Please address inquiries and replies to:

Janet S. Marshall
 Varian Medical Systems
 1700 Gatehouse Court
 Bel Air, MD 21014
 (410) 638 - 6800 FAX: (410) 638 - 6811

Your Reference: RFP	Quotation Firm Until: February 25, 2005
FOB Point: ORIGIN	Shipping Allocation: 08/26/2005
Payment Terms: 10%/80%/10%	Terms and Conditions for Sale Varian RAD 1652R Attached.

**21EX Conversion to iX
 Extended Warranty Options**

<p>William W. Backus Hospital</p> <p>Accepted by:</p> <p>Signature: _____</p> <p>Name: _____</p> <p>Title: _____</p> <p>Date: _____</p> <p>For this purchase, we designate NOVATION _____ as our Institution's Primary Group Purchasing Organization Affiliation. Any change will be Indicated below:</p> <p> <input type="checkbox"/> AmeriNet <input type="checkbox"/> Broadlane <input type="checkbox"/> Consorta <input type="checkbox"/> Direct Med <input type="checkbox"/> HPG <input type="checkbox"/> Magnet <input type="checkbox"/> MedAssets <input type="checkbox"/> Novation <input type="checkbox"/> Premier <input type="checkbox"/> Salick <input type="checkbox"/> Sutter <input type="checkbox"/> UHS <input type="checkbox"/> US Cancer <input type="checkbox"/> USO <input type="checkbox"/> VA DPSC <input type="checkbox"/> VA Gov <input type="checkbox"/> None </p>	<p>Varian Medical Systems</p> <p>Submitted by:</p> <p>_____</p> <p>(Signature)</p> <p>Name: Janet S. Marshall</p> <p>Title: District Sales Manager</p> <p>Date: September 20, 2004</p>
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Item	Qty	Product Description	Standard Price	Offer Price
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Section 1 21EX Conversion to iX

1.01	1	CLINAC 21EX - 6/23 MV Clinac 21EX - 6/23MV	1,838,037.00	2,174,496.00
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Two (2) Photon Energies as defined by BJR 17

100 to 600 MU/min Photon Dose Rate in 6 Steps
100 to 1000 MU/min Electron Dose Rate in 7 Steps

5 Electron Energies

Upper Independent Collimators: Upper collimators move independently for a total travel range of 30cm each

Exact Couch with Indexed Immobilization includes: Universal Accessory Clamps (pair), Removable Accessory Rails (pair), Patient Straps, Two (2) Universal Pendants

Accessory System Type III includes: Accessory Mount, Bi-direction Wedge Set (30 cm), Mechanical Front Pointer (holder and 4 rods), Electron Applicators includes one of each: 6x6, 10x10, 15x15, 20x20, 25x25cm, Electron Beam Shaping Kit (Per RAD 2045), Drilled MEDTEC Star trays (Quantity 50 - .635 cm thickness)

Dual Independent Collimators: Upper and Lower Collimators move independently.

High Energy Special Procedures includes:

STATIC Procedures:

1. Total Body Irradiation Mode: TBI option provides large field x-ray treatment capability at extended distances consistent with the requirement of accepted clinical techniques. The TBI option allows delivery of an x-ray dose of up to 9000 MU at isocenter in a single treatment.
2. Total Body Electron Mode: TBE provides large field electron treatment capability at extended distances. The TBE option allows delivery of an electron dose of up to 9000 MU at isocenter in a single treatment.
3. High Dose Total Skin Electron Mode: HDTSE provides high dose rates for the purpose of total body skin irradiation at a dose rate of 888 MU/Minute at 1.6 meters or 2500 MU/Minute at isocenter.

DYNAMIC Procedure:

Dynamic Arc Electron Mode: The gantry rotates to deliver any of the standard electron energies with a preset gantry rotation of up to 360 degrees.

Dynamic Arc Photon Mode: The Clinac is capable of delivering 0.50 to 16MU per degree over a preset gantry rotation of up to 360 degrees

Advanced Dynamic Procedures includes: Arc Dynamic MLC Mode, Dose Dynamic MLC Mode

Enhanced Dynamic Wedge will deliver wedged dose distributions by varying the

Item	Qty	Product Description	Standard Price	Offer Price
		<p>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 is provided. New PHYSICS commission procedure is EASIER and an Implementation Guide is included</p> <p>Extended Head Rotation: Extending Collimator rotation from +/- 95 degrees to +/- 165 degrees is accomplished through hardware and software changes</p> <p>Auto Field Sequencing: Provides the capability for the Clinac to automatically set up all mechanical axes and beam parameters for each treatment field when a compatible record-and-verify system, such as VARIS, sends treatment parameters to a Clinac. Requires Compliant Record-and-Verify Version and Extended Clinac Interface (EXCI)</p> <p>Extended Clinac Interface (EXCI): The Extended Clinac Interface, provides all Clinac parameters to an independent computer workstation, such as VARIS, or other Information Systems workstations. It also provides Auto Field Sequencing Data and other IMRT related information.</p> <p>Remote Access</p> <p>Gold Standard Beam Matching provides Fine Beam Matching for Photons and Electrons between two EX Series Clinacs.</p> <p>EX Machine Factory Data Set including beam scans, numerical tables, drawings of physical wedges, and accelerator head drawings with dimensions relevant to a treatment planning system. Data is presented in both Wellhofer Scan format and Microsoft Excel spreadsheets.</p> <p>Three Year Warranty on Klystron, Electron Gun, Standing Wave Guide, Bend Magnet, and Solenoid Energy Switch, provided Varian is sole service provider.</p> <p>Gantry Counterweight</p> <p>Turntable and Universal Baseframe with Fixed Floor - Isocenter @51 in.</p> <p>Standard Spare Parts</p> <p>Product Manuals</p> <p>Installation</p> <p>One (1) year full warranty</p> <p>Two (2) Tuition for Varian Clinac Operations Course or Clinac Support Course (valid for 1 year after installation)</p> <p>One (1) day Applications Training for up to 8 Users</p>		

Item	Qty	Product Description	Standard Price	Offer Price
1.02	1	<p>Clinac 21EX to Clinac iX 21EX to Clinac iX Conversion Package</p> <p>Includes the following performance and feature upgrades</p> <ul style="list-style-type: none"> In-room Monitor Port Film Graticule 4D Integrated Treatment Console Ergonomic command center Customizability for easy upgrade Remote couch motion-preparation Portal imaging and on-board imaging preparation <p>Does not include new feature prerequisites Does not include other optional features previously purchased</p>	155,000.00	Included
1.03	1	<p>Electron Group 3 Group 3: 6, 9, 12, 16, and 20 MeV.</p>		Included
1.04	1	Scales: IEC		Included
1.05	1	Applicator Size: 6x6		Included
1.06	1	Accessory System: 30cm		Included
1.07	1	Special Procedures Mode: 6E		Included
1.08	1	Target-to-Tray Distance: 65.4cm		Included
1.09	1	Photon Beam Energy Display: BJR 17		Included
1.10	1	<p>Argus High Energy Linac QA Package Argus HE Linac QC Package includes:</p> <p>Argus LINAC Base System:</p> <p>Argus LINAC Base System is the core system for an Argus quality control information management system. It includes a software license for the first linear accelerator, one instrument interface for a specific (user identified) test and measurement device, a network license for up to 5 concurrent users.</p> <p>Features: Tools for automation of data acquisition, a centralized quality control data repository, data analysis, tools for tracking, trending, graphing and reporting of QC data. Administrative tools for scheduling, oversight and communications are also included.</p> <p>On-Site Installation:</p> <p>Features: On-site installation of the QCIM software at the licensed facility.</p> <p>8 hours remote training. ASRT CE credits for Therapists.</p>		Included

Item	Qty	Product Description	Standard Price	Offer Price
		1 year of Help Desk Support.		
		Notes: Licenses for additional machines, instrument interfaces, IMRT capability or concurrent users are to be selected from the listing below.		
1.11	1	<p>On-Board Imager System</p> <p>The 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:</p> <ul style="list-style-type: none"> 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 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 <p>Pre-requisites:</p> <ul style="list-style-type: none"> 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) 	438,750.00	Included
1.12	2	<p>INCLUDED EDUCATION: On-Board Imaging System Implementation</p> <p>INCLUDED EDUCATION: On-Board Imaging System Implementation</p> <p>Course Description:</p> <p>The On-Board Imaging (OBI) Implementation course provides the initial training for the individual who is responsible for the implementation and the departmental training of the OBI system. 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. Course is designed for the Physicist or Senior Therapist.</p> <p>Course Scope:</p> <p>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, and how to perform a marker match utilizing 3D image sets from Eclipse.</p> <p>An additional half-day of training is offered to the 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 RPM integration in the clinical environment. It is highly recommend that all users</p>		Included

Item	Qty	Product Description	Standard Price	Offer Price
		<p>intending to participate in the additional half-day of training to have previously attended the RPM course offered at Virginia Commonwealth University Hospital. The training is an extension to the RPM Respiratory Gating course and is not an acceptable replacement for RPM product training.</p> <p>Prerequisites:</p> <ul style="list-style-type: none"> - Experience users of Varian Clinac Linear Accelerator - VARiS Vision, version 6.5 or 7.0 - PortalVision - RPM Respiratory Gating course -- for RPM users - Working knowledge of Eclipse for OBI Marker Match <p>Length & Location:</p> <p>3 Days, optional ½ day for RPM Respiratory Gating Varian Medical Systems Education facility, Las Vegas, NV</p> <p>For detailed course information and on-line registration, visit the Varian website at www.varian.com/onc/trn152.html</p>		
1.13	1	<p>INCLUDED APPLICATIONS TRAINING: On-Board Imaging INCLUDED APPLICATIONS TRAINING: On-Board Imaging</p> <p>Included on-site applications training for On-Board Imaging is designed to promote safe clinical operation of the purchased product. On-Board Imaging on-site training specifically caters to the radiation therapist focusing on product functionality and integration between the On-Board Imager and the VARiS Vision 4D Integrated Treatment Console.</p> <p>On-site applications training accommodates up to 4 users per Varian Applications trainer. For larger facilities with multiple Clinacs or more than 4 users, additional training days may be necessary to provide the additional training to meet specific facility training objectives. Additional training days are available for purchase to be delivered in conjunction with the included training.</p> <ul style="list-style-type: none"> - Included training offer is valid for up to ONE year after date of purchase. - Included training is non-transferable and non-refundable. <p>Prerequisites:</p> <ul style="list-style-type: none"> - VARiS Vision 4D Integrated Treatment Console experience <p>Duration & Location:</p> <p>2 days; Customer facility</p>		Included
1.14	1	<p>Remote Couch Position Enable Remote Couch Position Enable</p>	20,250.00	Included
1.15	1	<p>Millennium Multileaf Collimator, 120 leaf 120 Leaf Millennium Multileaf Collimator System includes: Controller computer MLC Workstation computer SHAPER Workstation</p>	610,650.00	Included

Item	Qty	Product Description	Standard Price	Offer Price
		Digitizer (Requires 22cmx17cm Lightbox) 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 includes: - Accessory Mount (65.4cm Source to Tray Distance Only) - Compensator Mount & ONE (1) Upper compensator tray - TEN (10) Lower Compensator trays - Upper & Lower Wedge Sets (30cm) - Port Film Graticule is an Option OTHER: MLC Standard Spare Parts Kit TWO (2) sets of Product Manuals Installation ONE (1) year full warranty ONE (1) day Applications Training for up to 8 users		
1.16	1	Diacor Red Diode Lasers (Set of 4) Diacor Red Diode Lasers (Set of 4): 3 Red Diode Cross Lasers 1 Red Diode Sagittal Laser	10,350.00	Included
1.17	1	Spare C-Series Universal Pendant	3,670.00	Included
1.18	1	PortalVision aS500 System Factory Installed PortalVision aS500 System Factory Installed · PortalVision System for connection to VARiS/Vision networks: ° Personal computer with Pentium III Intel processor, image processing and display PC boards, and CD-ROM, and Windows NT operating system ° 17" high-resolution monitor and mouse ° Image Acquisition H/W I ° Image detector unit: ° 512 x 384 Amorphous Silicon detector ° 400 x 300 mm active viewing area ° Amplifier, switching and console electronics ° Retractable arm with motorized vertical, longitudinal, and lateral movements to hold and position detector ° Image acquisition and processing software, including: ° Low/high band pass ° Edge enhancements ° Linear contrast adjustments ° Field edge detection ° Image matching ° Cine mode · Includes installation and warranty · Includes TWO (2) days Applications Training for up to 8 Users	293,000.00	Included

Item	Qty	Product Description	Standard Price	Offer Price
1.19	1	<p>DICOM Query/Retrieve License DICOM Query/Retrieve License</p> <p>DESCRIPTION: DICOM Query/Retrieve License provides image data transfer using the standards defined by National Electrical Manufacturers Association (NEMA).</p> <p>LICENSE: DICOM Query/Retrieve License installed on ONE (1) database server.</p> <p>PREREQUISITES: 1. Vision server license (not necessary when purchased with standalone SomaVision, CadPlan, Eclipse, XimaVision, ScanVision or PortalVision).</p> <p>FEATURES: 1.Import/Export in the following formats: CART (Computer Aided Radiotherapy), PortalVision Mark 1, Varian CT Option, BMP (Bitmap), TIFF (Tag Image File Format), Vision file and Raw Pixel Data. 2. DICOM Query/Retrieve and 3. DICOM Storage</p> <p>NOTES: 1. Software will be the latest at time of shipment 2. Conformance statements should be checked and matched by the customer. Conformance Statements not matching require special pricing. Conformance statements can be located on Varian's Website at www.varian.com</p>	19,900.00	Included
1.20	1	Laser Backpointer for PortalVision Arm	3,730.00	Included
1.21	1	<p>Transtector Power Conditioner, High Energy Transtector Power Conditioner, High Energy</p> <p>One Unit System with TVSS Inside</p>	24,100.00	Included
1.22	1	<p>HE Clinac 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.</p>	12,200.00	Included
1.23	1	HE Clinac Installation: Utility Connection	2,700.00	Included
1.24	1	HE Clinac Installation: Baseframe Rigging	3,380.00	Included

Item	Qty	Product Description	Standard Price	Offer Price
1.25	1	HE Clinac Installation: Grouting	2,030.00	Included
1.26	1	HE Clinac Freight & Insurance: Northeast	8,310.00	Included
Section Total \$			3,446,057.00	2,174,496.00

Section 2 Extended Warranty Options

2.01	1	Clinac 21EX/23EX with MLC and PV One Year <i>Optional Item NOT included in Offer price</i>	102,670.00	83,710.00
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Clinac 21EX/23EX with MLC and PV One Year Extended Warranty Option:

The One Year Extended Warranty Option extends the initial one year warranty for an additional one year, for a total warranty of two years.

The Extended Warranty Option includes:

- 1) On-site Support - Emergency & Scheduled
- 2) SmartConnect - Remote Access/Diagnosis
- 3) All Parts Included
- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions, MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.

On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.

Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.

Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.

Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).

Item	Qty	Product Description	Standard Price	Offer Price
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12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.

Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.

Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales management. Including, when required, involvement of Product Engineering Support.

Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.

Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.

Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.

2.02	1	Clinac 21EX/23EX with MLC and PV Two Year Optional Item NOT included in Offer price Clinac 21EX/23EX with MLC Two Year Extended Warranty Option:	205,340.00	167,310.00
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The Two Year Extended Warranty Option extends the initial one year warranty for an additional two years, for a total warranty of three years.

The Extended Warranty Option includes:

- 1) On-site Support - Emergency & Scheduled
- 2) SmartConnect - Remote Access/Diagnosis
- 3) All Parts Included
- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions,

Item	Qty	Product Description	Standard Price	Offer Price
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MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.

On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.

Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.

Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.

Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).

12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.

Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.

Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales management. Including, when required, involvement of Product Engineering Support.

Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.

Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.

Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.

Item	Qty	Product Description	Standard Price	Offer Price
2.03	1	Clinac 21EX/23EX with MLC and PV Three Year Optional Item NOT included in Offer price Clinac 21EX/23EX with MLC Three Year Extended Warranty Option:	314,160.00	255,970.00

The Three Year Extended Warranty Option extends the initial one year warranty for an additional three years, for a total warranty of four years.

The Extended Warranty Option includes:

- 1) On-site Support - Emergency & Scheduled
- 2) SmartConnect - Remote Access/Diagnosis
- 3) All Parts Included
- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions, MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.

On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.

Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.

Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.

Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).

12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.

Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.

Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales

Item	Qty	Product Description	Standard Price	Offer Price
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management. Including, when required, involvement of Product Engineering Support.

Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.

Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.

Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.

2.04	1	Clinac 21EX/23EX with MLC and PV Four Year	420,940.00	342,980.00
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Optional Item NOT included in Offer price

Clinac 21EX/23EX with MLC Four Year Extended Warranty Option:

The Four Year Extended Warranty Option extends the initial one year warranty for an additional four years, for a total warranty of five years.

The Extended Warranty Option includes:

- 1) On-site Support - Emergency & Scheduled
- 2) SmartConnect - Remote Access/Diagnosis
- 3) All Parts Included
- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions, MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.

On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.

Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered

Item	Qty	Product Description	Standard Price	Offer Price
		Product, for service of a defect or error that cannot be resolved by telephone.		
		Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.		
		Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).		
		12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.		
		Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.		
		Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales management. Including, when required, involvement of Product Engineering Support.		
		Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.		
		Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.		
		Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.		
2.05	1	Clinac 21EX/23EX with MLC, PV, OBI One Year Optional Item NOT included in Offer price Clinac 21EX/23EX with MLC, PV, OBI One Year Extended Warranty Option:	158,020.00	128,810.00
		The One Year Extended Warranty Option extends the initial one year warranty for an additional one year, for a total warranty of two years.		
		The Extended Warranty Option includes:		
		1) On-site Support - Emergency & Scheduled		
		2) SmartConnect - Remote Access/Diagnosis		
		3) All Parts Included		

Item	Qty	Product Description	Standard Price	Offer Price
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- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions, MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.

On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.

Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.

Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.

Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).

12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.

Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.

Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales management. Including, when required, involvement of Product Engineering Support.

Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.

Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.

Item	Qty	Product Description	Standard Price	Offer Price
		<p>Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.</p>		
2.06	1	<p>Clinac 21EX/23EX with MLC, PV, OBI Two Year Optional Item NOT included in Offer price Clinac 21EX/23EX with MLC, PV, OBI Two Year Extended Warranty Option:</p> <p>The Two Year Extended Warranty Option extends the initial one year warranty for an additional two years, for a total warranty of three years.</p> <p>The Extended Warranty Option includes:</p> <ol style="list-style-type: none"> 1) On-site Support - Emergency & Scheduled 2) SmartConnect - Remote Access/Diagnosis 3) All Parts Included 4) Normal-Hours Periodic Maintenance Inspections 5) 12 x 7 Technical Phone Support 6) Preferred Response 7) Formal Escalation Protocol 8) Product Engineering Support 9) NFO & Special Freight Handling Included 10) Maintenance Releases <p>Subject to Varian Oncology Systems Customer Support Terms and Conditions, MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.</p> <p>On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.</p> <p>Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.</p> <p>Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.</p> <p>Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).</p> <p>12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support</p>	316,040.00	257,510.00

Item	Qty	Product Description	Standard Price	Offer Price
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available to contract and warranty customers.

Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.

Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales management. Including, when required, involvement of Product Engineering Support.

Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.

Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.

Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.

2.07	1	Clinac 21EX/23EX with MLC, PV, OBI Three Year Optional Item NOT included in Offer price	483,530.00	394,020.00
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Clinac 21EX/23EX with MLC, PV, OBI Three Year Extended Warranty Option:

The Three Year Extended Warranty Option extends the initial one year warranty for an additional three years, for a total warranty of four years.

The Extended Warranty Option includes:

- 1) On-site Support - Emergency & Scheduled
- 2) SmartConnect - Remote Access/Diagnosis
- 3) All Parts Included
- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions,

Item	Qty	Product Description	Standard Price	Offer Price
		<p>MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.</p> <p>On-site Support. Varian, through its Medical Systems Customer Support organization, will provide onsite support at no additional labor charge during Normal Business Hours for service requests that cannot be resolved by telephone or through remote support.</p> <p>Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.</p> <p>Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.</p> <p>Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).</p> <p>12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.</p> <p>Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.</p> <p>Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales management. Including, when required, involvement of Product Engineering Support.</p> <p>Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.</p> <p>Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.</p> <p>Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.</p>		

Item	Qty	Product Description	Standard Price	Offer Price
2.08	1	Clinac 21EX/23EX with MLC, PV, OBI Four Year Optional Item NOT included in Offer price	647,880.00	527,890.00

Clinac 21EX/23EX with MLC, PV, OBI Four Year Extended Warranty Option:

The Four Year Extended Warranty Option extends the initial one year warranty for an additional four years, for a total warranty of five years.

The Extended Warranty Option includes:

- 1) On-site Support - Emergency & Scheduled
- 2) SmartConnect - Remote Access/Diagnosis
- 3) All Parts Included
- 4) Normal-Hours Periodic Maintenance Inspections
- 5) 12 x 7 Technical Phone Support
- 6) Preferred Response
- 7) Formal Escalation Protocol
- 8) Product Engineering Support
- 9) NFO & Special Freight Handling Included
- 10) Maintenance Releases

Subject to Varian Oncology Systems Customer Support Terms and Conditions, MGM 1580, incorporated herein and made a part hereof by this reference, current versions at date of execution.

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Remote Support. Varian will provide remote diagnostic and remedial support during Normal Business Hours via SmartConnect, if available for the Covered Product, for service of a defect or error that cannot be resolved by telephone.

Parts. Varian will provide all parts necessary to maintain the Covered Equipment in good working order. Shipping and handling costs are covered under the Extended Warranty Option.

Normal-Hours PMI's. Varian will provide "normal-hours" Periodic Maintenance Inspections (PMI's) with the Covered Equipment provided to Varian by 1 P.M (local time).

12 x 7 Technical Phone Support. 7 AM to 7 PM (local time) phone support available to contract and warranty customers.

Preferred Response. Varian will provide prioritized response to Customer's service requests over the service requests of non-contract or non-warranty customers.

Formal Escalation Protocol. In the event of extended downtime for a Covered Product, Varian's Customer Support Manager will notify senior Service and Sales

Item	Qty	Product Description	Standard Price	Offer Price
		management. Including, when required, involvement of Product Engineering Support.		
		Maintenance Releases. Maintenance Releases for the Covered Software are included at no charge.		
		Help Desk Support. Varian provides application help desk support for each of the Covered Products at no additional charge. Help desk hours will be at least eight hours per day Monday through Friday, except Varian official holidays. Calls requiring remote or onsite support or additional technical telephone support, and after hours calls, will be forwarded or may be made to service dispatch.		
		Buyer's sole and exclusive remedy for any failure of a Product to perform shall be repair or at Varian's option replacement of defective parts or accessories. If in Varian's sole opinion such repair or replacement is not feasible, or if such remedy fails of its essential purpose, Varian may refund or credit a portion of any sums paid by Buyer for the Product or service. In-warranty repair or replacement parts are warranted only for the unexpired portion of the original warranty period.		
Section Total \$			0.00	0.00
Quotation Total \$			3,446,057.00	2,174,496.00

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
- 80% upon shipment to hospital or storage
- 10% upon installation

For orders equal or less than \$75K, 100% upon shipment, net 30.

SHIPPING Terms: Origin

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

Quotation For:

Roxanne Hale
William W. Backus Hospital
Department of Radiation Therapy
Dr. Sultan Ahamed Cancer Center
326 Washington Street
Norwich, CT 06360
(860) 892 - 2777 FAX: (860) 892 - 2772

Please address inquiries and replies to:

Janet S. Marshall
Varian Medical Systems
1700 Gatehouse Court
Bel Air, MD 21014
(410) 638 - 6800 FAX: (410) 638 - 6811

Your Reference:	Quotation Firm Until: November 24, 2004
FOB Point: ORIGIN	Shipping Allocation: 09/20/2005
Payment Terms: 10%/80%/10%	Terms and Conditions for Sale Varian RAD 1652R Attached.

**Future Technology Upgrades for William W. Backus Hospital
Budgetary Pricing**

Technology Obsolescence Protection Program

<p>William W. Backus Hospital</p> <p>Accepted by:</p> <p>Signature: _____</p> <p>Name: _____</p> <p>Title: _____</p> <p>Date: _____</p> <p>For this purchase, we designate ** NONE ** as our Institution's Primary Group Purchasing Organization Affiliation. Any change will be Indicated below:</p> <p> <input type="checkbox"/> AmeriNet <input type="checkbox"/> Broadlane <input type="checkbox"/> Consorta <input type="checkbox"/> Direct Med <input type="checkbox"/> HPG <input type="checkbox"/> Magnet <input type="checkbox"/> MedAssets <input type="checkbox"/> Novation <input type="checkbox"/> Premier <input type="checkbox"/> Salick <input type="checkbox"/> Sutter <input type="checkbox"/> UHS <input type="checkbox"/> US Cancer <input type="checkbox"/> USO <input type="checkbox"/> VA DPSC <input type="checkbox"/> VA Gov <input type="checkbox"/> None </p>	<p>Varian Medical Systems</p> <p>Submitted by:</p> <p>_____</p> <p>(Signature)</p> <p>Name: Janet S. Marshall</p> <p>Title: District Sales Manager</p> <p>Date: September 20, 2004</p>
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Item	Qty	Product Description	Standard Price	Offer Price
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Section 1 Technology Obsolescence Protection Program

1.01	1	Conebeam CT for OBI - Pricing Option	135,000.00	100,000.00
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TOPP:

Varian Medical Systems is developing technology to provide Conebeam CT for OBI. While no product is currently available, Varian reasonably anticipates the availability of this capability within approximately one year, or less, based on current development schedules and contingent on approval by the appropriate regulatory agencies. Varian agrees to provide an option, limited as to time, to purchase and/or license this capability, if and when it becomes commercially available, at a set price not to exceed that listed below.

TOPP Pricing:

Varian agrees to provide the above pricing option/license components, if and when they become commercially available, for a price not to exceed \$100,000 U.S. Dollars. If and when commercially available, Varian will issue appropriate notification and the option holder must provide a purchase order or otherwise execute documentation at that time to exercise the pricing option.

TOPP Length of Option Agreement:

The length of this option agreement is one year. The one-year period begins on the signing date of this agreement. If Varian is unable to commercialize its Conebeam CT for OBI technology efforts or achieve appropriate regulatory approvals within this time frame, or if the product is available and a purchase order or other ordering documentation is not received, then this option agreement on pricing expires, and Varian will not have any further obligation to provide the Conebeam CT for OBI at the option price.

Section Total \$	135,000.00	100,000.00
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Quotation Total \$	135,000.00	100,000.00
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This offer is subject to credit approval and is exclusive of any applicable sales taxes or duties.

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

Quotation For:

Roxanne Hale
William W. Backus Hospital
Department of Radiation Therapy
Dr. Sultan Ahamed Cancer Center
326 Washington Street
Norwich, CT 06360
(860) 892 - 2777 FAX: (860) 892 - 2772

Please address inquiries and replies to:

Harris S. Targovnik PhD
Varian Medical Systems
100 Walnut Ave.
Suite 201
Clark, NJ 07066
(732) 340 - 9346 FAX: (732) 381 - 1060

Your Reference:	Quotation Firm Until: September 30, 2005
FOB Point: DESTINATION	Shipping Allocation:
Payment Terms: See Terms and Conditions	Terms and Conditions for Sale Varian RAD 1652R Attached.

Budgetary Quote
Eclipse Treatment Planning Expansion

<p>William W. Backus Hospital</p> <p>Accepted by:</p> <p>Signature: _____</p> <p>Name: _____</p> <p>Title: _____</p> <p>Date: _____</p> <p>For this purchase, we designate ** NONE ** as our Institution's Primary Group Purchasing Organization Affiliation. Any change will be Indicated below:</p> <p> <input type="checkbox"/> AmeriNet <input type="checkbox"/> Broadlane <input type="checkbox"/> Consorta <input type="checkbox"/> Direct Med <input type="checkbox"/> HPG <input type="checkbox"/> Magnet <input type="checkbox"/> MedAssets <input type="checkbox"/> Novation <input type="checkbox"/> Premier <input type="checkbox"/> Salick <input type="checkbox"/> Sutter <input type="checkbox"/> UHS <input type="checkbox"/> US Cancer <input type="checkbox"/> USO <input type="checkbox"/> VA DPSC <input type="checkbox"/> VA Gov <input type="checkbox"/> None </p>	<p>Varian Medical Systems</p> <p>Submitted by:</p> <p>_____</p> <p>(Signature)</p> <p>Name: Harris S. Targovnik PhD</p> <p>Title: Senior Clinical Physics Specialist</p> <p>Date: September 29, 2004</p>
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Item	Qty	Product Description	Standard Price	Offer Price
Section 1 Eclipse Treatment Planning Expansion				
1.01	1	Additional Eclipse DX Workstation Additional Eclipse DX Workstation Description: Additional complete 3D planning edition of Eclipse Integrated Treatment Planning capable of supporting all treatment planning software options. Pre-Requisites: <ul style="list-style-type: none"> · The software version of the Eclipse network must be current. Hardware: <ul style="list-style-type: none"> · Dell Precision Workstation with single processor, modem, and flat panel monitor Software/Interface: <ul style="list-style-type: none"> · 3D Treatment Planning Software including multi-modality image support, image registration, advanced segmentation, virtual simulation, beam placement, plan evaluation, electronic plan approval, electronic chart, image match and review. · 2D Calculation Client (IRREG) · 3D Dose Calculation Client · Dose Calculation Server · Beam Configuration · 2D BrachyVision · DICOM 3.0 CT/MR Image Import · DICOM RT License · RTOG DICOM export 	99,800.00	56,980.00
1.02	1	Eclipse Voltage Kit - 120V		Included
1.03	1	Software Under Service Contract		Included
1.04	1	TPS Server License TPS 6.5 Server License TPS 6.5 Server License is required whenever more than one treatment planning software module is connected together. For networks with more than four (4) Eclipse stations as a separate hardware server is also required for optimum performance. Note: The TPS Server License only works for Eclipse stations. If other Vision products are on the network, then a Vision server license is required instead of the TPS Server	29,900.00	11,440.00
Section Total \$			129,700.00	68,420.00
Quotation Total \$			129,700.00	68,420.00

Item	Qty	Product Description	Standard Price	Offer Price
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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

80% upon shipment to hospital or storage

10% upon installation

For orders equal or less than \$75K, 100% upon shipment, net 30.

SHIPPING Terms: Origin

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

Quotation For:

Roxanne Hale
William W. Backus Hospital
Department of Radiation Therapy
Dr. Sultan Ahamed Cancer Center
326 Washington Street
Norwich, CT 06360
(860) 892 - 2777 FAX: (860) 892 - 2772

Please address inquiries and replies to:

Tracey L. Butler
Varian Medical Systems
Sales
100 Walnut Ave.
Suite 201
Clark, NJ 07066
(732) 340 - 9346 FAX: (732) 381 - 1060

Your Reference:	Quotation Firm Until: February 25, 2004
FOB Point: FOB	Shipping Allocation: 10/14/2005
Payment Terms: See Terms and Conditions	Terms and Conditions for Sale Varian RAD 1652R Attached.

**Vision System
Optional Items**

<p>William W. Backus Hospital</p> <p>Accepted by:</p> <p>Signature: _____</p> <p>Name: _____</p> <p>Title: _____</p> <p>Date: _____</p> <p>For this purchase, we designate ** NONE ** as our Institution's Primary Group Purchasing Organization Affiliation. Any change will be Indicated below:</p> <p> <input type="checkbox"/> AmeriNet <input type="checkbox"/> Broadlane <input type="checkbox"/> Consorta <input type="checkbox"/> Direct Med <input type="checkbox"/> HPG <input type="checkbox"/> Magnet <input type="checkbox"/> MedAssets <input type="checkbox"/> Novation <input type="checkbox"/> Premier <input type="checkbox"/> Salick <input type="checkbox"/> Sutter <input type="checkbox"/> UHS <input type="checkbox"/> US Cancer <input type="checkbox"/> USO <input type="checkbox"/> VA DPSC <input type="checkbox"/> VA Gov <input type="checkbox"/> None </p>	<p>Varian Medical Systems</p> <p>Submitted by:</p> <p>_____</p> <p style="text-align: center;">(Signature)</p> <p>Name: Tracey L. Butler</p> <p>Title: Integrated Systems Specialist</p> <p>Date: October 13, 2004</p>
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Item	Qty	Product Description	Offer Price
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Section 1 Vision System

1.01	1	TPS Server License To a VARiS Vision Database License	21,900.00
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Upgrade TPS 6.5 Server License to a VARiS Vision Database License

DESCRIPTION: Upgrade existing TPS 6.5 Server License to a full VARiS Vision Database License.

FEATURES:

1. Supports connectivity to the medical oncology product offered by Varian Medical Systems;
2. Supports connectivity to the tumor registry product offered by IMPATH Information Services;
3. Uses OpenClient 11.1.1 and Sybase 11.9.2 for multi-access to database;
4. Based on client/server architecture for fast data access capability;
5. Full logging and data integrity protection;
6. Transaction logging configurable;
7. Backup system includes database dump to tape or optical disc (includes images);
8. Remote monitoring and service support (using SmartConnect tool) of VARiS Vision database via software installed on VARiS Vision workstations; and
9. Uninterruptible Power Supply (Varian recommends Powerchute).

LICENSE: VARiS Vision Database for ONE (1) site.

PREREQUISITES:

1. Networked environment;
2. VARiS Vision-compatible server hardware (For a detailed description of hardware requirements, please refer to: <http://www.varisvision.varian.com>);
3. Internet access for remote monitoring and support via SmartConnect; and
4. Windows 2000 operating system installed on server.

CUSTOMER RESPONSIBILITY:

1. A properly networked environment (For detailed information on network requirements, refer to the VARiS Network Configuration Guidelines at <http://www.varian.com/onc/prd072a.html>);
2. VARiS Vision-compatible hardware, if purchased by customer (for detailed information on hardware requirements, refer to <http://www.varian.com/onc/prd072a.html>); and
3. Initiate use of SmartConnect application to allow remote monitoring and service support.

INCLUDED TRAINING:

Training is included with the purchase of the TPS 6.5 Server to the VARiS Vision Integrated System. A customized training program, which will include on-site and/or classroom education components, will be provided based on the final configuration of the VARiS Vision system. On-site training can accommodate up to (4) users. Additional VARiS Vision training days can be purchased for larger

Item	Qty	Product Description	Offer Price
		<p>groups and will be delivered consecutively to extend training included with product purchase. For detailed information, visit the Varian website at http://www.varian.com/otr/index.html.</p> <p>NOTE(S):</p> <ol style="list-style-type: none"> 1. Latest software release will be shipped; 2. Includes a 90-day software warranty; 3. Includes an additional 9 months of free service for software products; and 4. Hardware is not included. 	
1.02	1	<p>Vision Vision:</p> <p>DESCRIPTION:</p> <p>Vision is the image management component of the VARiS Vision system. Vision is a comprehensive image review; image management and treatment plan management application. It provides enhancement and analysis tools for diagnostic, simulation, treatment planning and portal images.</p> <p>FEATURES:</p> <ol style="list-style-type: none"> 1. Patient Viewing allows viewing of multi-modality diagnostic images simultaneously; 2. Folder Viewing enables the user to create reference folders for imaging studies; 3. Treatment plan management includes plan data and reference images in a tabular format for quick editing, review and easy navigation; 4. Multi-leaf Collimator (MLC) Overlay supports adjustments of MLC field shaping overlays on treatment field reference images; 5. Image enhancement tools for more flexibility in visualizing critical structures including image contrast/brightness/sharpness adjustments, color maps, zoom/pan/rotate/flip, image annotation, and region of interest; 6. Image analysis tools for more precise patient positioning including measurements, Digital Graticule, line/area/histogram of pixel values, cine, image blending for reference and Portal images; 7. Manual and automatic quantitative comparative matching analysis of acquired or imported reference and portal images; 8. Image approval and status changes with messaging back to Treatment; and 9. Administration provides access to license management, user rights and machine configurations. <p>LICENSE: Vision license for ONE (1) concurrent user.</p> <p>PREREQUISITES:</p> <ol style="list-style-type: none"> 1. VARiS Vision Database; 2. Vision image server hardware (For a detailed description of hardware requirements, please refer to: http://www.varisvision.com); 3. VARiS Vision-compatible workstation in a networked environment; and 4. Windows 2000 operating system installed on workstation(s). <p>INCLUDED TRAINING:</p> <p>Vision will be trained as part of the VARiS Vision System training program.</p>	11,200.00

Item	Qty	Product Description	Offer Price
		<p>Depending on the final system configuration, the clinical training program may vary. For detailed information, visit the Varian website at http://www.varian.com/otrn/index.html.</p> <p>If the Vision module is purchased after the initial system is in clinical use, new features and functionality will be trained during an on-site clinical session at the customer's facility for use within the existing VARiS Vision environment. Actual number of on-site days will vary based on VARiS Vision modules purchased. On-site training can accommodate up to (4) users. Additional VARiS Vision training days can be purchased for larger groups and will be delivered consecutively to extend training included with product purchase.</p>	
Section Total \$			33,100.00

Section 2 Optional Items

2.01	1	<p>Portal Dosimetry Package <i>Optional Item NOT included in Offer price</i></p> <p>Portal Dosimetry Package:</p>	44,800.00
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Provides capability to perform pre-treatment IMRT QA.
Provides the ability to generate dose prediction images with the Eclipse planning system, to acquire dose images with the PortalVision electronic imager, and the ability to view and evaluate the correlation between images.

Includes:

- One (1) Portal Dosimetry license (Dose Image Acquisition at one PortalVision, and one Vision Dosimetry Review license)
- One (1) Eclipse Portal Dose Calculation license
- Additional Eclipse Dose Calculation and Vision Dosimetry Review licenses can be purchased separately.

Pre-Requisites:

- Eclipse 3D Treatment Planning System (not including SV)
- PortalVision amorphous silicon imaging system, or LC250 liquid ion imaging system
- Compatible version of VARiS Vision Information Management system, or
- Compatible version of Vision Image Management system
- Dedicated Vision image management server hardware.

2.02	1	<p>INCLUDED EDUCATION: Portal Dosimetry <i>Optional Item NOT included in Offer price</i></p>	
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- 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.

The Portal Dosimetry course will cover commissioning, calibration and operation of

Item	Qty	Product Description	Offer Price
		<p>Portal Dosimetry system. Course intended for the Physicist.</p> <p>Among covered topics are: introduction to Portal Dosimetry system covering hardware and software, Portal Dosimetry calibration, acquisition of conventional portal images, acquisition of portal dose images for dynamic delivery, analysis of portal dose images, recommended QA tests. Data transfer to and from non-Varian equipment will be discussed. Course curriculum includes practical exercises with live beam using aSi500 Portal imager.</p> <p>Prerequisites:</p> <ul style="list-style-type: none"> - User of Varian PortalVision system, basic knowledge of Vision system <p>Length & Location:</p> <p>2 Days 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/otr/index.html.</p>	
2.03	1	<p>Additional Portal Dosimetry License <i>Optional Item NOT included in Offer price</i></p> <p>Additional Portal Dosimetry license (for additional PortalVision electronic portal imagers):</p> <p>Provides IMRT dose image acquisition and dose evaluation capabilities for additional Clinacs with PortalVision.</p> <p>Includes:</p> <ul style="list-style-type: none"> - One (1) PortalVision Dose Image Acquisition capability for additional PortalVision imaging unit, for use with networked Portal Dosimetry system; also includes one (1) Vision Dosimetry Review license. <p>Pre-Requisites:</p> <ul style="list-style-type: none"> - PortalVision amorphous silicon imaging system, or LC250 liquid ion imaging system - Compatible version of VARiS Vision database and network - for pre-Treatment IMRT QA uses, at least one Eclipse Portal Dose Prediction - for Machine QA (consistency checks) uses, no dose prediction capability is required - One(1) Portal Dosimetry Package 	16,800.00
2.04	2	<p>Vision <i>Optional Item NOT included in Offer price</i></p> <p>Vision:</p> <p>DESCRIPTION:</p> <p>Vision is the image management component of the VARiS Vision system. Vision is a comprehensive image review; image management and treatment plan management application. It provides enhancement and analysis tools for diagnostic, simulation, treatment planning and portal images.</p>	22,400.00

Item	Qty	Product Description	Offer Price
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FEATURES:

1. Patient Viewing allows viewing of multi-modality diagnostic images simultaneously;
2. Folder Viewing enables the user to create reference folders for imaging studies;
3. Treatment plan management includes plan data and reference images in a tabular format for quick editing, review and easy navigation;
4. Multi-leaf Collimator (MLC) Overlay supports adjustments of MLC field shaping overlays on treatment field reference images;
5. Image enhancement tools for more flexibility in visualizing critical structures including image contrast/brightness/sharpness adjustments, color maps, zoom/pan/rotate/flip, image annotation, and region of interest;
6. Image analysis tools for more precise patient positioning including measurements, Digital Graticule, line/area/histogram of pixel values, cine, image blending for reference and Portal images;
7. Manual and automatic quantitative comparative matching analysis of acquired or imported reference and portal images;
8. Image approval and status changes with messaging back to Treatment; and
9. Administration provides access to license management, user rights and machine configurations.

LICENSE: Vision license for ONE (1) concurrent user.

PREREQUISITES:

1. VARiS Vision Database;
2. Vision image server hardware (For a detailed description of hardware requirements, please refer to: <http://www.varisvision.com>);
3. VARiS Vision-compatible workstation in a networked environment; and
4. Windows 2000 operating system installed on workstation(s).

INCLUDED TRAINING:

Vision will be trained as part of the VARiS Vision System training program. Depending on the final system configuration, the clinical training program may vary. For detailed information, visit the Varian website at <http://www.varian.com/otrn/index.html>.

If the Vision module is purchased after the initial system is in clinical use, new features and functionality will be trained during an on-site clinical session at the customer's facility for use within the existing VARiS Vision environment. Actual number of on-site days will vary based on VARiS Vision modules purchased. On-site training can accommodate up to (4) users. Additional VARiS Vision training days can be purchased for larger groups and will be delivered consecutively to extend training included with product purchase.

Section Total \$ 0.00

Quotation Total \$ 33,100.00

Item	Qty	Product Description	Offer Price
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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, with exception to the term of the warranty, paragraph 10. Warranty is specified for each upgrade. This quotation is in accordance with the terms of the Varian/NOVATION National Account master agreement. Parts for which replacements have been provided by Varian shall, at Varian's option become the property of Varian.

Any upgrade product being installed on property originally manufactured by Varian Medical Systems and serviced in any way by a 3rd party vendor is subject to a system performance audit prior to installation of upgrade. If system audit results in specifications below OEM standards, installation may be postponed. Parts and labor required to bring system back to OEM specifications to meet product installation pre-requisites will be at an additional cost to the current property owner.

- Freight and Insurance for upgrade products included
- Installation included in upgrade price
- Hardware not included unless specified in product description
- Price excludes any applicable sales tax


NOVATION payment terms are as follows:

- 10% with purchase order
- 80% upon shipment to hospital or storage
- 10% upon installation

For orders equal or less than \$75K, 100% upon shipment, net 30.

SHIPPING Terms: Destination

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

<p><i>Prepared For:</i> CAROL MASON Cheif Therapist William W. Backus Hospital DEPARTMENT OF RADIATION ONCOLOGY NORWICH, CT 06360 USA (t) 860 892 2777 (f) 860-892-2772 cmason@wwbh.org</p>		<p style="text-align: right;"><i>Prepared By:</i> Anne Dreyer Northeast District Sales Manager IMPAC Medical Systems, Inc. Two Canal Park, Suite 500 Cambridge, MA 02141 USA (t) 617 761 3510 (f) 617 494 5997 adreyer@impac.com</p>
<p>Expiration Date: 9/15/2005</p>		<p style="text-align: right;">Quote #: 737AD</p>
<p>Currency: USD</p>		

Part #	Name	Qty	Price
50200-000000-RO	ViewStation Enable	1	\$ 75,000.00
<p>Medical Image Import/Management System DICOM-compliant medical image import and management system. Licensed by concurrent user. Price includes one interface to Vidar Scanner. Additional interface licenses must be purchased (per device) to facilitate import from other image sources.</p>			
50201-000000-RO	ViewStation Users	6	\$ 18,000.00
<p>User licenses for Viewstation DICOM-compliant medical image import and management system. Licensed by concurrent user.</p>			
40500-001000-RO	DICOM RT TBD	2	\$ 10,000.00
<p>DICOM RT (TBD) Ability to transfer DICOM RT formatted treatment plans and images with Treatment Planning System (TPS) or Virtual Sim. <i>Interface to 1 treatment planning system and 1 CT-Sim (Vendors To Be Determined)</i></p>			
50502-011001-RO	DICOM CR Import from Acceletronics	1	\$ 5,000.00
<p>DICOM CR Image Import from Acceletronics/Cablon TheraView Import of DICOM-formated images from Computed Radiography (CR) device</p>			
50506-001001-RO	DICOM SIM Import from Varian	1	\$ 5,000.00
<p>DICOM SIM Image Import from Varian XimaVision Import of DICOM-formated images from Simulation Imaging device</p>			
91100-000000	Product Transfer: Remote Install	1	\$ 3,000.00
<p>Transfer Product from Installed to Another Remote installation & testing to switch from one installed product model to another (done remotely) <i>TRansfer RTPConnect to Dicom RT Plan-does not include hardware</i></p>			
Existing License Credit			(\$ 3,000.00)

41000-001400-RO	SEQUENCER 4D	1	\$ 99,000.00
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Verify & Record for Varian 4D (TBD)

Extension of radiation therapy charting to include auto-setup, pre-treatment verification and post-treatment validation recording of treatment parameters including MLC, IMRT and portal and reference images.

42500-001001-RO	SEQ PPV for Varian OBI	1	\$ 16,000.00
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PPV Support for Varian On-Board Imager (OBI)

Standard Price	\$ 231,000.00
Referral Site Discount	\$ 71,820.00
	\$ 3,000.00
Quote Total	\$ 156,180.00

Payment Terms are as follows: upon signing the Purchase and Sale agreement, 50% of software total is due along with a purchase order; 100% of third party items is also due at signing; the remaining software total is due upon acceptance of software.

Maintenance & Support is included for a period of 12 months beyond acceptance of IMPAC software products. Annual maintenance is calculated at 15% of the standard software price.

Anne Dreyer
Northeast District Sales Manager

- 1. Subject to IMPAC Medical Systems, Inc. General Terms & Conditions.*
- 2. Freight and other shipping charges, state, local and other taxes, and import/export licenses are not included in this quotation.*
- 3. Unless otherwise indicated, procurement, installation, and maintenance of network cabling, switches, routers, workstations, servers, and operating systems are not covered by this quotation.*
- 4. Unless otherwise indicated, treatment machine interfaces, simulator interfaces, digital image source devices, and any other third-party interfaces are not covered by this quotation.*
- 5. If not specified in the quotation, the customer must specify the manufacturer, model, and version of all treatment machines, simulators, and digital image sources..*