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CONNECTICUT OFFICE OF  
HEALTH CARE ACCESS

January 26, 2010

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

***Re: Letter of Intent for Linear Accelerator Replacement***

Dear Commissioner Vogel:

Enclosed is the original Letter of Intent (Form 2030) for the linear accelerator replacement. Also enclosed are six copies of the Letter of Intent.

I look forward to working with you and your staff during the review process.

Please do not hesitate to contact me at (860) 442-0711, Ext. 2073 if you have any questions regarding this Letter of Intent.

Sincerely,

A handwritten signature in black ink, appearing to read "Crista F. Durand".

Crista F. Durand  
Vice President/Strategic Planning

Enclosures



## State of Connecticut Office of Health Care Access Letter of Intent Form Form 2030

All Applicants involved with the proposal must be listed for identification purposes. A proposal's Letter of Intent (LOI) form must be submitted prior to a Certificate of Need application submission to OHCA by the Applicant(s), pursuant to Sections 19a-638 and 19a-639 of the Connecticut General Statutes and Section 19a-643-79 of OHCA's Regulations. Please complete and submit Form 2030 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	<b>Lawrence &amp; Memorial Hospital</b>	
Doing Business As	<b>Lawrence &amp; Memorial Hospital</b>	
Name of Parent Corporation	<b>Lawrence &amp; Memorial Corporation</b>	
Applicant's Mailing Address, if Post Office (PO) Box, include a street mailing address for Certified Mail (Zip Code Required)	<b>365 Montauk Avenue New London, CT 06320</b>	
Identify Applicant Status: P for Profit or NP for Nonprofit	<b>NP</b>	
Does the Applicant have Tax Exempt Status?	<b>Yes</b>	
Contact Person, including Title/Position: This Individual will be the Applicant Designee to receive all correspondence in this matter.	<b>Crista Durand Vice President, Strategic Planning</b>	
Contact Person's Mailing Address, if PO Box, include a street mailing address for Certified Mail (Zip Code Required)	<b>365 Montauk Avenue New London, CT 06320</b>	
Contact Person Telephone Number	<b>(860) 442-0711 x 2073</b>	
Contact Person Fax Number	<b>(860) 444-3716</b>	

Contact Person e-mail Address	cdurand@lmhosp.org	
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## SECTION II. GENERAL APPLICATION INFORMATION

- a. Project Title: **Linear Accelerator Replacement**
- b. Project Proposal: **Replacement of an existing Linear Accelerator approved under Docket Number 90-568 et seq.**
- c. Type of Project/Proposal, please check all that apply:

### Inpatient Service(s):

Medical/Surgical       Cardiac       Pediatric       Maternity  
 Trauma Center       Transplantation Programs  
 Rehabilitation (specify type) \_\_\_\_\_  
 Behavioral Health (Psychiatric and/or Substance Abuse Services)  
 Other Inpatient (specify) \_\_\_\_\_

### Outpatient Service(s):

Ambulatory Surgery Center       Primary Care       Oncology  
 New Hospital Satellite Facility       Emergency       Urgent Care  
 Rehabilitation (specify type) \_\_\_\_\_       Central Services Facility  
 Behavioral Health (Psychiatric and/or Substance Abuse Services)  
 Other Outpatient (specify) \_\_\_\_\_

### Imaging:

MRI       CT Scanner       PET Scanner  
 CT Simulator       PET/CT Scanner       **Linear Accelerator**  
 Cineangiography Equipment       New Technology: \_\_\_\_\_

### Non-Clinical:

Facility Development       Non-Medical Equipment       Renovations  
 Change in Ownership or Control       Land and/or Building Acquisitions  
 Organizational Structure (Mergers, Acquisitions, & Affiliations)  
 Other Non-Clinical: \_\_\_\_\_

- d. Does the proposal include a Change in Facility (F), Service (S)/Function (Fnc) pursuant to Section 19a-638, C.G.S.?

Yes       No

If you checked "Yes" above, please check the appropriate box below:

<input type="checkbox"/> New (F, S, Fnc)	<input type="checkbox"/> Additional (F, S, Fnc)	<b>X Replacement</b>
<input type="checkbox"/> Expansion (F, S, Fnc)	<input type="checkbox"/> Relocation	<input type="checkbox"/> Termination of Service
<input type="checkbox"/> Reduction	<input type="checkbox"/> Change in Ownership/Control	

e. Will the Capital Expenditure/Cost of the proposal exceed \$3,000,000, pursuant to Section 19a-639, C.G.S.?

**X Yes**       No

If you checked "Yes" above, please check the boxes below, as appropriate:

New equipment acquisition and operation  
**X Replacement equipment with disposal of existing equipment**  
 Major medical equipment  
 Change in ownership or control

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

**Lawrence & Memorial's main campus, within its Community Cancer Center, 365 Montauk Avenue, New London, CT 06320.**

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

**Primary Service Area**

New London  
Groton  
Stonington  
North Stonington  
Ledyard  
Montville  
Lyme  
East Lyme  
Old Lyme  
Waterford

**Secondary Service Area**

Westerly (RI)  
Voluntown  
Griswold  
Lisbon  
Norwich  
Franklin  
Bozrah  
Salem  
Colchester  
Old Saybrook

h. Estimated starting date for the project: **October 1, 2010**

i. If the proposal includes change in the number of beds provide the following information: **N/A**

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

### SECTION III. ESTIMATED CAPITAL EXPENDITURE/COST INFORMATION

a. Estimated Total Project Expenditure/Cost: **\$ 4,600,410**

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

Major Medical Equipment Purchases*	<b>\$3,619,987</b>
Medical Equipment Purchases*	<b>\$50,600</b>
Non-Medical Equipment Purchases*	<b>\$311,587</b>
Land/Building Purchases	
Construction/Renovation	<b>\$526,236</b>
Other (Non-Construction) Specify: Commissioning/Acceptance	<b>\$92,000</b>
<b>Total Capital Expenditure</b>	<b>\$4,600,410</b>
Major Medical Equipment – Fair Market Value of Leases Medical Equipment – Fair Market Value of Leases	
Non-Medical Equipment – Fair Market Value of Leases*	
Fair Market Value of Space – Capital Leases Only	
<b>Total Capital Cost</b>	
<b>Total Project Cost</b>	<b>\$4,600,410</b>
Capitalized Financing Costs (Informational Purpose Only)	<b>N/A</b>

\* Provide an itemized list of all medical and non-medical equipment to be purchased and leased. Refer to Attachment I (please note: costs have been updated since submission of Form 2040 to OHCA by Lawrence & Memorial Hospital).

c. If the proposal has a total capital expenditure/cost exceeding \$20,000,000 or if the proposal is for major medical equipment exceeding \$3,000,000, you may request a Waiver of Public Hearing pursuant to Section 19a-643-45 of OHCA's Regulations? Please check your preference.

Yes  No

1. If you checked "Yes" above: please check the appropriate box below indicating the basis of the projects eligibility for a waiver of hearing  
 Energy Conservation  Health, Fire, Building and Life Safety Code  
 Non Substantive
2. Provide supporting documentation from elected town officials (i.e. letter from Mayor's Office).

d. Major Medical and/or Imaging Equipment Acquisition:

Equipment Type	Name	Model	Number of Units	Cost per unit
Linear Accelerator	Varian Medical Systems	Novalis Tx Accelerator	One	\$3,619,987

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Note: Provide a copy of the vendor contract or quotation for each major medical/imaging equipment.  
Refer to Attachment II (please note: costs have been updated since submission of Form 2040 to OHCA by Lawrence & Memorial Hospital).

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

**X Applicant's Equity**       Capital Lease       Conventional Loan  
 Charitable Contributions       Operating Lease       CHEFA Financing  
 Funded Depreciation       Grant Funding  
 Other (specify) \_\_\_\_\_

#### **SECTION IV. PROJECT DESCRIPTION**      Refer to Attachment III

In **paragraph format**, 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 are currently being provided. If applicable, provide a copy of each Department of Public Health (DPH) license held by the Applicant.
  
2. List the types of services being proposed and what DPH licensure categories will be sought, if applicable.
  
3. Identify the current population served and the target population to be served.
  
4. Identify any unmet need and describe how this project will fulfill that need.
  
5. Are there any similar existing service providers in the proposed geographic area?
  
6. Describe the anticipated effect of this proposal on the health care delivery system in the State of Connecticut.
  
7. Who will be responsible for providing the service?
  
8. Who are the current payers of this service and identify any anticipated payer changes when the proposed project becomes operational?

## HOSPITAL AFFIDAVIT

Applicant: Lawrence & Memorial Hospital

Project Title: Linear Accelerator Replacement

I, Bruce Cummings, President and Chief Executive Officer of Lawrence & Memorial Hospital being duly sworn, depose and state that the information provided in this CON Letter of Intent (Form 2030) is true and accurate to the best of my knowledge, and that Lawrence & Memorial Hospital, 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

1/26/10

Date

Subscribed and sworn to before me on

January 26, 2010

Margaret L. Trakas  
Notary Public/Commissioner of Superior Court

My commission expires: Nov. 30, 2010

MARGARET L. TRAKAS  
NOTARY PUBLIC  
MY COMMISSION EXPIRES NOV. 30, 2010

RECORDED  
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CONNECTICUT OFFICE OF  
HEALTHCARE ACCESS

## **ATTACHMENT I**

**Lawrence & Memorial Hospital  
Project Management  
Linear Accelerator "C" Replacement - Cost Estimate**

	<b>FY09 Capital Expenditures</b>	<b>FY10 Capital Request</b>	<b>Total Project Cost</b>
Architecture/Engineering	\$ 44,200	\$ -	\$ 44,200
Misc: Drawing Copies	\$ 250	\$ -	\$ 250
Shielding design	\$ 500	\$ -	\$ 500
Equipment			
Varian Linear Accelerator	\$ -	\$ 3,619,987	\$ 3,619,987
RPM/3D/Gating System	\$ -	\$ 50,600	\$ 50,600
Misc:			
IMRT RadCalc	\$ 16,500	\$ -	\$ 16,500
Electron Density Phantom	\$ 3,145	\$ -	\$ 3,145
CT Simulation Phantom	\$ 4,130	\$ -	\$ 4,130
Radiation Scanning System	\$ 4,143	\$ -	\$ 4,143
Bellyboard Horizon	\$ -	\$ 7,650	\$ 7,650
Breastboard Contoura	\$ -	\$ 7,990	\$ 7,990
Information Systems			
IMPAC Upgrade to MOSAIC	\$ -	\$ 153,079	\$ 153,079
Software for MLC	\$ -	\$ 3,000	\$ 3,000
PC/Workstation Upgrades	\$ -	\$ 3,000	\$ 3,000
Server for Sequencer	\$ -	\$ 4,000	\$ 4,000
Image Storage	\$ -	\$ 60,000	\$ 60,000
Renovations			
Removal of Existing Machine	\$ -	\$ 12,000	\$ 12,000
Renovations	\$ -	\$ 376,650	\$ 376,650
Tel/data Cabling	\$ -	\$ 4,500	\$ 4,500
Shielding Testing	\$ -	\$ 500	\$ 500
Design Contingency (15%)	\$ -	\$ 56,500	\$ 56,500
Construction Contingency (15%)	\$ -	\$ 56,500	\$ 56,500
Inflation (4%)	\$ -	\$ 19,586	\$ 19,586
Commissioning/Acceptance	\$ -	\$ 92,000	\$ 92,000
<b>TOTAL</b>	<b>\$ 72,868</b>	<b>\$ 4,527,542</b>	<b>\$ 4,600,410</b>

## **ATTACHMENT II**



## Quotation

RXV20080506-001E



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Quotation For:

Lynn Wilson  
Lawrence & Memorial Hospital  
Community Cancer Center  
365 Montauk Avenue  
New London, CT 06320 USA  
(860) 442 - 0711 FAX: ( ) -

Please address inquiries and replies to:

Richard VanSaun  
Varian Medical Systems  
1580 Baltimore Road  
Dillsburg, PA 17019 USA  
(617) 501 - 1135 FAX: (717) 432 - 3249

Your Reference:	Quotation Firm Until: December 30, 2008
FOB Point: 02 FOB DESTINATION	Shipping Allocation: 180 DAYS ARO
Payment Terms: 10%/85%/5%	
Customer acknowledges that it is entering into two separate contracts for products purchased hereunder. Varian Terms and Conditions of Sale 1652 VTX and 1580 AD apply for products manufactured by Varian. BrainLAB Terms and Conditions of Sale 1652 BTX apply for products manufactured by BrainLAB.	

*Quotation for Novalis Tx with On-Board Imaging*

*ExacTrac X-ray System is not included in price.*

*BrainLAB ETX pre-install kit and floor boxes included.*

Lawrence & Memorial Hospital	Varian Medical Systems (for itself and on behalf of BrainLab)
Quotation Total of: USD \$3,619,987	Accepted by:
Signature: _____	Submitted by:
Name: _____	Signature: _____
Title: _____	Name: Richard VanSaun
Date: _____	Title: District Manager
For this purchase, we designate <u>NOVATION</u> as our Institution's Primary Group Purchasing Organization Affiliation. Any change will be indicated below:	Date: December 31, 2008
<input type="checkbox"/> AmeriNet <input type="checkbox"/> Aptium <input type="checkbox"/> BJC <input type="checkbox"/> Broadlane <input type="checkbox"/> CHW <input type="checkbox"/> Consortia/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"/> USO <input type="checkbox"/> VA Gov <input type="checkbox"/> None	<b>RECEIVED</b> <b>DEC 31 2008</b> <b>PROJECT</b> <b>MANAGEMENT</b>

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



**Quotation**  
RXV20080506-001E



Lawrence & Memorial Hospital New London, CT

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Item	Qty	Product Description	Offer Price
<b>Section 1 Novalis Tx</b>			

**1.01 1 Novalis Tx Package**

**FEATURES:**

The Novalis Tx™ radiosurgery package combines advanced imaging and treatment technologies for fast image-guided radiosurgery treatment delivery with unprecedented precision and efficiency.

**INCLUDED:**

The Novalis Tx™ package is equipped with a highly-accurate radiation beam focal point and the highest dose rate available. Novalis Tx™ is also capable of Intensity Modulated Radiosurgery (IMRS). A multi-leaf collimator, which is used as both a beam-shaping and beam-modulating device, allows the user to sculpt the dose precisely to the target.

Novalis Tx™ includes a highly versatile digital imaging system, that offers 3D cone-beam CT, 2D radiographic, and fluoroscopic imaging for image-guided patient positioning and highly-accurate target localization.

**1.02 1 Novalis Tx Accelerator**

The Novalis Tx™ accelerator is a highly-accurate, high dose rate medical linear accelerator that includes 3 photon beams and 6 electron beams.

**Included**

Novalis Tx™ accelerator highlights:

Isocenter:

- 0.5mm radius for gantry and collimator axes
- 0.75mm radius for gantry, collimator and couch axes

One photon beam for Stereotactic Radiosurgery (SRS) and Stereotactic Body

Radiotherapy (SBRT)

- Energy 6MV
- Dose rate 1000MU/min
- Maximum field size 15cm x 15cm

Two photon beams for Intensity Modulated Radiotherapy (IMRT) and 3D Conformal

Radiotherapy (3D-CRT)

- Maximum dose rate 600MU/min

- Maximum field size 40cm x 40cm

Six electron beams

- Maximum dose rate 1000MU/min

Remote couch motion, including translations in x, y and z, and rotation

Included with the Novalis Tx™ accelerator:

- Command Console

- One (1) year full warranty



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Item	Qty	Product Description	Offer Price
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**PRE-REQUISITES:**

- " Aria v8.1 or a comparable third-party information system
- " 52" base frame is required to achieve the accelerator isocenter specification of 0.75mm radius for gantry, collimator and couch axes, and full functionality of remote couch motion.
- " PortalVision is required for Fine Beam Isocenter.

**1.03 2 INCL ED: Clinac Ops**

Included

The choice of one of the following Education Courses is Included with the purchase of a Clinac.

- Includes Tuition and Materials for ONE person.
- Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals), unless otherwise stated.
- Training is non-refundable and non-transferable.
- Offer is valid for 18 months after installation of product.

**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 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, Las Vegas, NV

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



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Item	Qty	Product Description	Offer Price
		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, Las Vegas, NV	
		For detailed course information and on-line registration, visit the Varian website at <a href="http://www.varian.com/otm/index.html">http://www.varian.com/otm/index.html</a> .	

1.04 1 INCL APS: Clinac iX Ops

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, PortalVarian 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.

Prerequisites: none

Length & Location:  
Up to 2 days at Customer Facility

For detailed course information visit the Varian website at  
<http://www.varian.com/otm/index.html>



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Item	Qty	Product Description	Offer Price
1.05	1	<b>Dual Photon Energy: 6/10 MV</b> Two Photon Energies as defined by BJR 17	Included
1.06	1	<b>Display of Photon Energy: BJR11</b> 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	<b>Photon Dose Rate: 600 MU/Min</b> Photon dose rate (6-25MV): 100, 200, 300, 400, 500 and 600MU/min	Included
1.08	1	<b>6 Electron Energies: Group 1</b> 6, 9, 12, 15, and 18MeV 16 20	Included
1.09	1	<b>Electron Dose Rate: 1000 MU/Min Maximum</b> Electron Dose Rate (4-22MeV): 100, 200, 300, 400, 500, 600 and 1000MU/min	Included
1.10	1	<b>Size of Electron Applicators: 6cm x 6cm</b> Size of electron applicators (cm): 6x6, 10x10, 15x15, 20x20, 25x25	Included
1.11	1	<b>Upper Bi-directional Wedges: 30cm x 40cm</b> 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	<b>Energy of Spec Electron Procedures: 6MeV</b>	Included



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Item	Qty	Product Description	Offer Price
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 52" Fixed Floor	Included
1.18	1	Exact IGRT Couch Top The Exact IGRT Couch Top is designed specifically to facilitate state-of-the-art image-guided radiation therapy (IGRT) treatments. The couch which replaces the standard Exact® couch top has been designed for ultra-precise imaging and patient positioning. Manufactured from robust carbon fiber, the Exact IGRT Couch top is free of metal or other obstructions that can obscure the imaging process, thereby reducing artifacts in advanced IGRT imaging techniques such as Cone-Beam CT.	Included

FEATURES:

- Robust, Advanced, carbon fiber composite construction optimized for IMRT & IGRT.
- Clinically usable section of 120.0 cm, free of image artifact creating materials.
- More rigid than IEC deflection standards supporting patients up to 500 lbs (227 kg).
- Fully compatible with existing Indexed Immobilization® accessories for accurate patient positioning.
- Head-end hook for attaching accessories such as SRS head frames.
- Emergency off buttons on both sides of couch.
- Grab handles for easy manual motion.

NOTES

- For use with all current Clinac, Trilogy, and Acuity systems.
- Identical couch for simulation and treatment aids in duplicating patient setup.
- Available as an easy upgrade for the Exact couch (replace couch top only).
- Automated repositioning without re-entering the vault.
- Side panel controls to adjust all couch motions.
- Switches for wall and back-pointer lasers, as well as room, field and range-finder lights.



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Item	Qty	Product Description	Offer Price
1.19	1	BL Novalis Tx Launch Support Pkg-\$50,000	Included
1.20	1	20" LCD Monitor 20" LCD Monitor	Included
1.21	1	In-Room 20" Monitor with Mounting Kit In Room 20" LCD Monitor, Wall Mount, and Cable Kit	Included
<b>HARDWARE INCLUDED:</b>			
1. 20" LCD Display Monitor for Treatment Room			
2. Wall Mount; and			
3. In-Room Monitor Cable Kit including 100 foot (30.48 meter video cable and video switch.)			
<b>NOTE:</b>			
1. One required for each Treatment module and Linac.			
1.22	1	High Definition Multi-Leaf Collimator High Definition 120 Multileaf Collimator System includes: Controller 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 2045) TEN (10) Lower Compensator trays Upper Bi-directional Wedge Sets (20 cm or 30cm)	Included
<b>OTHER:</b>			
MLC Standard Spare Parts Kit			
Product Manuals			
Installation			
ONE (1) year full warranty Controller			



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Item	Qty	Product Description	Offer Price
1.23	1	20" LCD Monitor 20" LCD Monitor	Included

1.24	1	PortalVision: aS1000 PortalVision aS1000	Included
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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 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 Image 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 PortalVarian Images; automated matching tools for treatment setup verification; image approval; archive/restore and system administration capabilities
- + Compatible with Varian 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



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Item	Qty	Product Description	Offer Price
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controller

License:

- + PortalVision acquisition and review capability for 4D Integrated Treatment Console
- + Varian Image Manager license for ONE (1) concurrent user

Notes

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

1.25	1	<b>Portal Vision for 4DITC</b> 4DITC PortalVision for Varian networks	<b>Included</b>
------	---	--	-----------------

Description:

- + Image acquisition task includes: image acquisition before, during, or after treatment beam
- + Online and Offline 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 Varian network and database

License:

- + PortalVision acquisition and review capability
- + ARIA Offline Review or Vision Image Manager license for ONE (1) concurrent user

Prerequisites:

Trilogy Image-Guided accelerator or Clinac accelerator

If networked in a Varian network, network must be ARIA or Vision version 6.5 or higher



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Item	Qty	Product Description	Offer Price
1.26	1	<b>On-Board Imager</b> On-Board Imager Provides high-quality kV images in the treatment room for target localization, patient positioning and motion management.	Included
<p>The following image acquisition modes are included:</p> <ol style="list-style-type: none"><li>1. Radiographic 2D images</li><li>2. Fluoroscopic images</li><li>3. Gated radiographic images</li></ol>			
<p>The following clinical software capabilities are included:</p> <ol style="list-style-type: none"><li>1. Online setup correction based on two kV radiographs, a kV and a MV radiograph or two gated kV radiographs</li><li>2. Automated and manual alignment of a pair of radiographs to their reference images</li><li>3. Online setup correction based on radio-opaque markers</li><li>4. Pre-treatment verification of gated treatment portals using kV fluoroscopy</li></ol>			
<p>The following hardware is included:</p> <ol style="list-style-type: none"><li>1. Two motorized Exact robotic arms to hold and position the kV source and kV Imager, controlled by infrared hand pendant</li><li>2. X-Ray source<ol style="list-style-type: none"><li>a. 40-125 kVp; 2-250 ms @ 80 mA</li><li>b. Housing cooling 2000 W @ maximum dissipation; Anode cooling 2000 W @ 100% anode heat and 1000 W @ 80% anode heat</li><li>c. ~20 Standard dose CBCT scans per hour; ~100 low dose CBCT scans per hour</li></ol></li><li>3. Image Detector<ol style="list-style-type: none"><li>a. amorphous silicon device with 400 x 300mm active imaging area</li></ol></li><li>4. On-Board Imager workstation and dedicated keyboard</li></ol>			
<p>Prerequisites:</p> <ol style="list-style-type: none"><li>A. PortalVision with Exact Arm</li><li>B. Varian Information system or compatible 3rd-party Information System</li><li>C. RPM Respiratory Gating System (for gated image applications)</li><li>D. To enable MarkerMatch and CBCT functionality when using Varis Vision as the information system, either...<ol style="list-style-type: none"><li>i. Eclipse Treatment Planning is required, or</li><li>ii. DICOM Translator for Third Party TPS is required when the customer uses third party TPS.</li></ol></li></ol> <p>Eclipse Treatment Planning or DICOM Translator for Third Party TPS are NOT pre-requisites if the customer has ARIA or compatible 3rd party information system.</p>			
<p>E. Remote Couch Motion</p>			
<p>Optional Image acquisition modes:</p> <ol style="list-style-type: none"><li>1. Cone beam CT 3D images</li></ol>			



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Item	Qty	Product Description	Offer Price
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**1.27 1 INCL ED: OBI Physicist**

Included

- Includes Tuition and Materials for ONE person.
- Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals), unless otherwise stated.
- Training is non-refundable and non-transferable.
- Offer is valid for 18 months after installation of product.

The course provides the initial training for the individual responsible for the implementation and departmental training of the OBI system. Course provides an overview of OBI system Clinac communication and verification system and basic OBI maintenance procedures – specifically designed for Physicists.

Course provides hands-on training on how to prepare for treatment utilizing the OBI system, acquisition of KV and mV images, performing marker match using Eclipse 3D image sets, and using the RPM system with OBI and CBCT.

Prerequisites:

- Experienced users of the Varian Clinac
- VARIS Vision, version 6.5+
- PortalVision
- RPM Respiratory Gating course - for RPM users
- Working knowledge of Eclipse for OBI Marker Match

Length & Location:

3 days

Varian Education Center, Las Vegas, NV

Course details and registration are available at <http://www.varian.com/index.html>.

**1.28 1 INCL ED: OBI RT**

Included

- Includes Tuition and Materials for ONE person.
- Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals), unless otherwise stated.
- Training is non-refundable and non-transferable.
- Offer is valid for 18 months after installation of product.

The course provides the initial training for the individual responsible for the implementation and departmental training of the OBI system. Course provides an overview of OBI system Clinac communication and verification system – specifically designed for Therapists.

Course provides hands-on training on how to prepare for treatment utilizing the OBI system, acquisition of KV and mV images, performing marker match using Eclipse 3D image sets, and using the RPM system with OBI and CBCT.



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Item	Qty	Product Description	Offer Price
		<p>Prerequisites:</p> <ul style="list-style-type: none"><li>- Experienced users of the Varian Clinac</li><li>- VARiS Vision, version 6.5+</li><li>- PortalVision</li><li>- RPM Respiratory Gating course - for RPM users</li><li>- Working knowledge of Eclipse for OBI Marker Match</li></ul>	
		<p>Length &amp; Location:</p> <p>2 days</p> <p>Varian Education Center, Las Vegas, NV</p>	
		<p>Course details and registration are available at <a href="http://www.varian.com/index.html">http://www.varian.com/index.html</a>.</p>	
1.29	1	<b>INCL APS: OBI</b>	<b>Included</b>
		<ul style="list-style-type: none"><li>- On-site applications training for up to (4) users.</li><li>- Training is non-refundable and non-transferable.</li><li>- Offer is valid for 18 months after installation of product.</li></ul>	
		<p>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.</p>	
		<p>Prerequisites:</p> <ul style="list-style-type: none"><li>- Attend OBI Clinical Implementation Course: same participant must be present for the on-site training component.</li></ul>	
		<p>Length &amp; Location:</p> <p>2 days at Customer Facility</p>	
		<p>For detailed information visit the Varian website at <a href="http://www.varian.com/otm/index.html">http://www.varian.com/otm/index.html</a>.</p>	
1.30	1	<b>Cone-Beam CT for On-Board Imager</b>	<b>Included</b>
		<p>FEATURES:</p> <p>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.</p>	
		<p>INCLUDED:</p> <ul style="list-style-type: none"><li>- Hardware and software to acquire and reconstruct 3D volumetric datasets and match these with reference 3D CT images.</li></ul>	
		<p>PRE-REQUISITES:</p>	



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Item	Qty	Product Description	Offer Price
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On-Board Imager hardware, with software version 1.0.15 or later.

**1.31 1 Remote Couch Motion**

**Included**

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

Prerequisites: Universal baseframe with a 52 inch turntable for full functionality  
Baseframe with a 36 inch turntable supported for translational motion ONLY.

**1.32 1 RapidArc Delivery Capability**

**Included**

RapidArc Delivery for a single linear accelerator provides the Varian accelerator with the capability to simultaneously modulate aperture shape, dose rate, and gantry speed continuously through 360 degrees of gantry rotation, during an arc beam delivery. When coupled with RapidArc Planning and a RapidArc-compatible information system, the Varian accelerator has the capability to generate IMRT-quality dose distributions in a single, optimized arc around the patient.

**FEATURES:**

- Simultaneous modulation of MLC aperture shape, beam dose rate, and gantry rotation speed during beam delivery
- Clinac beam is continuously and smoothly modulated for dose rate
- Provides IMRT-quality dose distributions in a single arc delivery in less than 2 minutes.

**PREREQUISITES:**

- On-Board Imager kV Imaging System (OBI) with OBI Advanced Imaging Software
- Millennium 120 MLC or High Definition MLC (HDMLC) with dynamic MLC option
- ARIA Oncology Information System v8.5 or later, or RapidArc-compatible, 4DITC-compatible 3rd party information system
- Eclipse Treatment Planning With RapidArc treatment planning software license

**TRAINING:**

- Clinical training on RapidArc Delivery will be provided via LiveMeeting.

Upgrades to installed Eclipse and ARIA information systems are an integral part of the upgrade to RapidArc. The pricing reflected in this RapidArc quotation is contingent upon these upgrades. If you currently have a Software Support Agreement, or other agreement with Varian that includes the upgrade as a benefit, this agreement must be currently valid at the time you place your RapidArc order. If you do not currently have such an agreement in place, you will need to purchase a Software Support Agreement, or otherwise purchase an upgrade to your software systems, as a prerequisite to the installation of RapidArc.

ARO:



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Item	Qty	Product Description	Offer Price
<p>The current best estimate for installation lead time is 150 days.</p>			
1.33	1	<b>BrainLAB Stereotactic Radiosurgery Pkg</b> BrainLAB Stereotactic Radiosurgery Package	Included
		BrainLAB Novalis Planning Platform	
		10958 IPLAN WORKSTATION PREMIUM WITH FLATSCREEN AND PRINTER	
		31000-0 TRANSFER CT DICOM NET / CD / MOD	
		35000-0 ITRANSFER MR DICOM NET / CD / MOD	
		38100-0 TRANSFER X-RAY DICOM	
		36002 TRANSFER PET/SPECT DICOM NET	
		36020 TRANSFER "ANALYZE" NET (MRI)	
		30045 DICOM RT STRUCTURE IMPORT	
		30050 DICOM RT STRUCTURE EXPORT	
		30051 DICOM RT PLAN EXPORT	
		30053 DICOM RT DRR EXPORT	
		30034 DICOM QUERY AND RETRIEVE	
		10911 QTY 2 - IPLAN NET REMOTE PLANNING SERVER SOLUTION	
		21254 QTY 2 - IPLAN NET ANYWHERE PASS CLIENT SOFTWARE (5 USER LICENSES)IPLAN NET LOAD BALANCING	
		21249 IPLAN NET LOAD BALANCING	
		21248 QTY 2 - IPLAN NET SESSION SHARING	
		BrainLAB Novalis Planning Software	
		21211 IPLAN RT IMAGE PLATFORM 3.0	
		21221 IPLAN RT ANGIOGRAPHIC REGISTRATION	
		21223 IPLAN RT DSA PROCESSING	
		21340 IPLAN AUTOMATIC IMAGE FUSION	
		21220 IPLAN SMART BRUSH SEGMENTATION	
		21280 IPLAN AUTOMATIC SEGMENTATION SOFTWARE	
		21217 IPLAN RT FIBERTRACKING	
		21213 IPLAN RT DOSE PLATFORM 3.0	
		20630 CIRCULAR ARC SRS/SRT PLANNING	
		23015 CONFORMAL AND DYNAMIC CONFORMAL SRS / SRT	
		23065 HIGH RESOLUTION INVERSE PLANNING	
		BrainLAB Novalis Treatment Hardware	
		40210 NOVALIS COUCHMOUNT	
		41200 STEREOTACTIC HEADRING	
		41099 STEREOTACTIC MASK SYSTEM & UPPER JAW SUPPORT	
		41100 QTY 10 - MASK-SET FOR ONE PATIENT	
		41350 CT/X-RAY LOCALIZER AND SUPPORT	
		40700-0 STEREOTACTIC TARGET POSITIONER	
		40952 NOVALIS TX QA EQUIPMENT	
		60111 IMRS/IMRT VERIFICATION PHANTOM	



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Item	Qty	Product Description	Offer Price
		40500-3 COLLIMATOR MOUNT VARIAN WITH MLC	
		41611 NOVALIS TX CONICAL COLLIMATOR SET (4, 6, 7.5, 10, 12.5, 15)	
		BrainLAB Novalis Services	
		82993-10 NOVALIS TX PRE-INSTALLATION VISIT	
		50756 iPLAN WORKSTATION CONFIGURATION	
		50757 iPLAN RT SOFTWARE INSTALLATION	
		81001-07 QTY 2 - iPLAN NET SERVER INSTALLATION	
		50795-01 EXACTRAC XRAY INSTALLATION	
		50540-1 QTY 6 - CASE COVERAGE / CLINICAL TRAINING ON-SITE (1 DAY BRAINLAB APPL.SPECIALIST)	
		50764 QTY 5 - PENCIL BEAM DATA ACQUISITION SUPPORT (PER MLC & PER ENERGY)	
		82012-01 QTY 4 - BRAINLAB ACADEMY CHICAGO: TREATMENT PLANNING AND PHYSICS (1 PERSON /1 WEEK)	
		50795-02 NOVALIS FREIGHT, INSURANCE AND FEES	
1.34	1	<b>Enhanced Dynamic Wedge</b> 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.	<b>Included</b>
1.35	1	<b>Auto Field Sequencing</b> 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 Varian.	<b>Included</b>
		Requires Extended Clinac Interface (EXCI)	
1.36	1	<b>Advanced Dynamic MLC</b> Includes Arc Dynamic MLC, Dose Dynamic MLC per RAD 5610	<b>Included</b>
1.37	1	<b>EXCI Interface to R&amp;V System</b>	<b>Included</b>



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Item	Qty	Product Description	Offer Price
1.38	1	4D Integrated Treatment Console gX 4D Integrated Treatment Console gX	Included

**DESCRIPTION:**

Varian's 4D Integrated Treatment Console gX provides a streamlined front end to the treatment delivery process. The 4D Console gX integrates the user controls of the linear accelerator, multi-leaf collimator (MLC), and electronic portal imager into one application on a single workstation and provides the imaging control to manage advanced treatment processes such as 3D CRT, IMRT, and Dynamic Targeting™ IGRT. The 4D Console gX is required for On Board Imaging.

**FEATURES:**

1. Treatment delivery functionality including setup and record & verify
2. Treatment delivery, Multi-leaf Collimator (MLC) setup and portal image acquisition from single application
3. Supports auto field sequencing for uninterrupted treatment delivery
4. Provides support for IMRT treatment techniques including sliding window, step-and-shoot and dynamic arc
5. Supports 4-slot accessories for complex treatment techniques
6. Supports imaging of setup fields for pre-treatment plan verification
7. Supports image only sessions keeping treatment sessions in sync with fractionation pattern
8. Supports imaging of treated fields, before, during or after the treatment beam, for treatment verification needs
9. Photos, activity and patient note display on treatment queue
10. Interface hardware and software for C-Series Clinac (if not already installed).

**HARDWARE INCLUDED:**

1. ONE (1) dedicated 4D Integrated Treatment Console gX workstation;
2. ONE (1) 20"LCD Monitor for Treatment workstation; and
3. ONE (1)-Verification-Interface-computer-and-cables.

**LICENSE:** 4D Integrated Treatment Console gX license for ONE (1) C-Series Clinac.

**PREREQUISITES:**

1. Clinac C-Series Software version 6.x, or later;
2. Extended Clinac Interface (EXCI);
3. In-room monitor;
4. Millennium MLC 6.4 software, or later;
5. Mark Series MLC 5.0 software, or later;
6. Mark Series MLC Controller must be minimum Pentium architecture;
7. Computer replacement must be purchased through Varian Medical Systems.

**NOTE (S):**

1. Includes First Year Software Support Agreement covering software and hardware purchased from Varian;
2. No third party software may be installed on the 4D Console gX by the user;
3. Anti-Virus software SHOULD NOT be installed on VI, AVI, or EVI computers; and



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Item	Qty	Product Description	Offer Price
		4. Anti-Virus software can be installed on the 4D Console gX but cannot be set to run in real-time mode.	
1.39	1	4D ITC gX Configuration: IMPAC Network	Included
1.40	1	20" LCD Monitor 20" LCD Monitor	Included
1.41	1	<b>Stereotactic Option</b> 6MV SRS photon beam for stereotactic treatments Fixed or arc treatments 60 MU/degree Maximum field size of 15cm x 15cm	Included
1.42	1	<b>Stereotactic Option: 1000 MU/Min</b>	Included
1.43	1	<b>Stereotactic Motion Disable: Exact Couch</b>	Included
1.44	1	<b>Remote Access Smart Connect Ready</b>	Included
1.45	1	<b>Factory Data Set</b> Factory-provided representative physical wedge profiles, machine mechanical parameters, and representative beam scans from Clinac iX systems.	Included
1.46	2	<b>Fine Photon Match to non-EX : Per Beam</b> Fine photon beam matching of new Clinac iX system to an existing Clinac which is not EX or iX series or a Trilogy per RAD 9510 and 9515. Price is for factory setup and verification, field demonstration, and acceptance of included feature.	Included



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Item	Qty	Product Description	Offer Price
1.47	5	<b>Fine Electron Match to non-EX : Per Beam</b> Fine electron beam matching of new Clinac iX system to an existing Clinac which is not EX or iX series or a Trilogy per RAD 9510 and 9515. Price is for factory setup and verification, field demonstration, and acceptance of included feature.	Included
1.48	1	<b>Millennium Warranty</b> Three Year Warranty on Klystron, Electron Gun, Standing Wave Guide, Bend Magnet, and Solenoid Energy Switch, provided Varian is sole service provider.	Included
<b>Section Total \$</b>			<b>3,358,224.00</b>

**Section 2 Rigging and Installation**

2.01	1	<b>HE Clinac Maintenance Per Year</b> 98% Uptime Guarantee	7,507.00
2.02	1	<b>HE Clinac Installation: 3 Piece Rigging</b> 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.	8,280.00
2.03	1	<b>HE Clinac Installation: Utility Connect.</b>	1,840.00
2.04	1	<b>HE Clinac Installation: Baseframe Rig</b>	2,300.00
2.05	1	<b>HE Clinac Installation: Grouting</b>	1,380.00



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Item	Qty	Product Description	Offer Price
2.06	1	HE Clinac Freight & Insurance: Northeast	7,645.00
		Section Total \$	28,952.00

**Section 3 Novalis Tx Accessories**

3.01 1 **Patient Intercom** 1,455.00  
Patient Intercom system including one substation, one master station, power supplies, cabling, and installation.

3.02 1 **4 LAP Apollo Red Lasers** 9,914.00  
LAP Apollo Red Lasers

Includes:

3 Apollo Red Remote Controlled Crosshair Lasers  
1 Apollo Red Remote Controlled Sagittal Line Laser

Warranty for 2 years from ship date.

3.03 1 **Transtector Power Cond., Dual HE & OBI** 24,228.00  
Transtector Power Conditioner Single Input, Dual Output, HE & OBI

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.

3.04 1 **208 Volts Input** **Included**



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Item	Qty	Product Description	Offer Price
3.05	1	Black and White CCTV System, 13" Black and White CCTV System, 13"	3,016.00
<p>Two in-room black and white cameras, one camera with fixed lens, one camera with pan, tilt and zoom capabilities, controllers, mounting brackets, power supplies, two 13" black and white monitors, cabling and installation.</p>			
<b>Section Total \$</b>			<b>38,613.00</b>

#### Section 4 Eclipse Treatment Planning

4.01 4.01.1 **Eclipse DX SFW - Additional** 44,137.00

Description:

An additional software package for an Eclipse Integrated Treatment Planning for 2D and 3D planning.

FEATURE(S):

1. Base treatment planning software which includes multi-modality image support, image registration and blending, clinical protocols, advanced segmentation, virtual simulation, beam placement, plan evaluation, electronic plan approval, electronic chart and configurable printing of plan documentation.
2. 2D and 3D dose-calculation-on-a-distributed-calculation-framework including beam configuration, IRREG, 3D conformal and field in field planning using Anisotropic Analytical Algorithm (AAA) or pencil beam convolution, and electron calculation using Generalized Gaussian Pencil Beam
3. 2D BrachyVision for film based brachytherapy planning
4. Virtual Simulation Laser Interface

LICENSE(S):

One (1) set of license of the above features

PRE-REQUISITE(S):

1. An Eclipse Calculation Workstation must be on order with this package (this workstation must be purchased from Varian Medical Systems).
2. Latest software version must be installed on each Eclipse in the network.



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Item	Qty	Product Description	Offer Price
4.02	1	<b>Eclipse Calculation Workstation</b> Dell Precision Workstation with dual quad core processors, modem, and flat panel monitor	5,911.00
<p><b>NOTE:</b> Varian reserves the right to upgrade the hardware to the current model available at time of shipment.</p>			
<p><b>4.03 1 Electron Monte Carlo</b></p>			
<p><b>Description:</b> Site license for a fast Monte Carlo algorithm.</p>			
<p><b>FEATURE(S):</b></p>			
<p>1. Algorithm for calculation of dose for electron fields on Varian accelerators.</p>			
<p><b>LICENSE(S):</b></p>			
<p>1. Electron Monte Carlo</p>			
<p><b>PRE-REQUISITE(S):</b></p>			
<p>1. Latest software version must be installed on all Eclipse in the network. 2. Varian accelerator</p>			
4.04	1	<b>Eclipse RapidArc Planning License 1st</b>	135,000.00
<p><b>DESCRIPTION:</b> This includes one (1) Eclipse Dose Dynamic Arc module for RapidArc planning</p>			
<p><b>FEATURE(S):</b></p>			
<p>1. Eclipse Dose Dynamic Arc option for RapidArc planning supports dynamic arc treatments produced through volumetric dose optimization. 2. This option uses Dynamic MLC, variable dose rate, and variable gantry speed to generate intensity modulated dose distributions in optimized arcs. 3. Supports coplanar and non-coplanar arcs. 4. Supports full arcs, partial arcs and avoidance sectors.</p>			
<p><b>LICENSE(S):</b></p>			
<p>1. Eclipse Dose Dynamic Arc software option and license 2. Conformal Arc for dMLC</p>			
<p><b>PRE-REQUISITE(S):</b></p>			
<p>1. Eclipse version 8.6 or higher must be installed on all Eclipse workstations in the network 2. Interactive IMRT Planning on Eclipse workstations 3. Varian Linear Accelerator with RapidArc Delivery 4. Minimum hardware requirements as per <a href="http://www.varian.com/oobs/hws001.html">http://www.varian.com/oobs/hws001.html</a></p>			



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Item	Qty	Product Description	Offer Price
ARO: The current best estimate for installation lead time is 150 days.			
4.05	1	<b>INCL REMOTE TRNG: Eclipse RapidArc Upg</b> BrainLAB Software per quotation QN-CKGDU-ABU-1-Novalis Tx. This line item is REQUIRED and includes components to perform Extracranial SRS/SRT and the accompanying planning system from BrainLAB. This line item DOES NOT include Intracranial SRS capabilities.	Included
			Section Total \$ 209,198.00

**Section 5 Stand Alone Accessories**

5.01	1	Outside Vendor Item	15,000.00
Section Total \$ 15,000.00			

**Section 6 Removal of BrainLAB items**

6.01	1	Fiber tracking, IMRT, etc	-30,000.00
Section Total \$ -30,000.00			

**Section 7 4 piece Rigging / Breakdown (if necessary)**

7.01	1	Reserve In the event that a 4 piece breakdown and rigging are necessary, Varian will provide this.	Included
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Item	Qty	Product Description	Offer Price
		Section Total \$	0.00

### Section 8 Additional OBI training for Therapists

#### 8.01 2 ED: On-Board Imaging - RT

Included

These Courses are included at no additional cost and, therefore, are non-refundable and cannot be exchanged for other Varian courses, services or products.

- Includes Tuition and Materials for ONE person.
- Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals), unless otherwise stated.

The course provides the initial training for the individual responsible for the implementation and departmental training of the OBI system. Course provides an overview of OBI system Clinac communication and verification system - specifically designed for Therapists.

Course provides hands-on training on how to prepare for treatment utilizing the OBI system, acquisition of kV and mV images, performing marker match using Eclipse 3D image sets, and using the RPM system with OBI and CBCT.

**Prerequisites:**

- Experienced users of the Varian Clinac
- VARIS Vision, version 6.5+
- PortalVision
- RPM Respiratory Gating course - for RPM users
- Working knowledge of Eclipse for OBI Marker Match

**Length & Location:**

2 days

Varian Education Center, Las Vegas, NV.

Course details and registration are available at <http://www.varian.com/index.html>.

Section Total \$ 0.00

Quotation Total \$ 3,619,987.00



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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.

Lawrence and Memorial Hospital commits to purchase all items listed on this quotation. This order is acknowledged to be contingent on the approval by the Lawrence and Memorial Board of Directors by May 19th, 2009. This contingency is based on the necessary action of the Board to approve the proposed project. This order can not be canceled by the hospital to choose another vendor's product. A delivery date will be committed to once the Board has approved the project and the contingency has been lifted.

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 14. Warranty is specified for each upgrade. Parts for which replacements have been provided by Varian shall, at Varian's option become the property of Varian.

- 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

Varian payment terms are as follows:

- 10% with purchase order
- 85% upon shipment to hospital or storage
- 5% upon installation

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

**SHIPPING Terms: Origin**

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

**Applicable Terms and Conditions and Additional Contract Provisions**

**A. The following Varian terms and conditions shall apply to the Varian manufactured products and the services provided by Varian:**

Varian Terms and Conditions of Sale 1652 VTX subtitled "Varian Accessories for Novalis Tx and Varian Products with BrainLAB SRS Accessories"

Software Schedule to Terms and Conditions of Sale pages S1-S4 of 1652 VTX subtitled "Varian Accessories for Novalis Tx and Varian Products with BrainLAB SRS Accessories," and

Support Schedule (MGM 1580AD).

**B. The following BrainLAB terms and conditions shall apply to the BrainLAB manufactured products (identified in the Quotation by "BrainLAB" or "BL" designation) and the services provided by BrainLAB:**

BrainLAB Terms and Conditions of Sale 1652 BTX subtitled "BrainLAB Accessories for Novalis Tx or BrainLAB SRS"

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



**Quotation**  
RXV20080506-001E



Lawrence & Memorial Hospital New London, CT

Page: 25

Item	Qty	Product Description	Offer Price
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Accessories;" and

Software Schedule to Terms and Conditions of Sale pages S1-S4 of 1652 VTX subtitled "BrainLAB Accessories for Novalis Tx or BrainLAB SRS Accessories."

C. Customer acknowledges that Varian shall not be deemed to have sold the products in this Quotation that have been manufactured by BrainLAB (those identified in the Quotation by "BrainLAB" or "BL" designation), and BrainLAB shall not be deemed to have sold the products in this Quotation that have been manufactured by Varian, even though both products are listed on this combined Quotation to the Customer, and that there exists two separate sales and purchase contracts pertaining to each set of products. Customer further acknowledges that Varian, acting for itself and as agent for BrainLAB, may (i) at Varian's discretion, invoice separately for these products or may invoice for the aggregate Novalis TX solution or stereotactic components upon delivery of the accelerator and (ii) collect and receive payment on such invoice. Customer also acknowledges that failure of either BrainLAB or Varian to perform on its obligations under its contract with Customer shall not, in itself, be deemed to cause a breach by other party under its agreement with Customer and shall not give Customer a right to reject or return such other party's products (if it is otherwise in conformance with the contract with Customer).

## **ATTACHMENT III**

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## PROJECT DESCRIPTION

The Lawrence & Memorial Hospital is in need of replacing a linear accelerator that was previously approved by the Office of Health Care Access in September 1991 under Docket Number 90-568 et. seq. The service would be provided by Lawrence & Memorial Hospital in its Community Cancer Center located at the Hospital's main campus (365 Montauk Avenue, New London, CT). This equipment is over 15 years old and is at the point where it is experiencing excessive maintenance and repair down-time, difficulty at times in locating replacement parts, and has exceeded its useful life. The proposed unit will provide greater efficiency while enabling greater applications of use versus the current unit as shown in the comparison below.

### Proposed Linear Accelerator - Novalis Tx with On-Board Imaging

- The ability to choose from a broad range of external beam therapies, including DART, Intensity Modulated Radiosurgery (IMRS), one photon beam for Stereotactic Radiosurgery (SRS) and Stereotactic Body Radiotherapy (SBRT), and two photon beams for Intensity Modulated Radiotherapy (IMRT) and 3-D Conformal Radiotherapy (3D-CRT).
- The functionality of multiple dose rate options – up to 1000mu/min for efficient SRS delivery.
- The enhancement of 2D and 3D KV image guided radiation therapy (IGRT) for higher quality imaging at lower doses.
- Full 360° range of treatment delivery angles with positional couch angles.
- Stereotactic frame or frameless immobilization for patient positioning - treat any area of the body.
- Real-time Position Management™ (RPM) system - for gating perfectly timed beam delivery with minimal margins.
- Portal Dosimetry IMRT treatment delivery verification.
- Dynamic high resolution Multi-Leaf Collimator (MLC) for exquisite beam sculpting.
- Delivery verification and quality assurance in Argus Linac and Argus IMRT quality assurance software.
- The ability of On Board Portal Imaging
- Various clinical benefits, including 1) highest dose rate for shorter sessions, 2) tight isocenter alignments on all three axes (targets the smallest lesions), 3) rapid on-board imaging (reposition patients quickly and accurately), 4) Cone-Beam CT, which fine-tunes patient set-ups with ultra-precise CT scans 5) three photon

beams and six electron beams, 6) remote couch motion including translations in x,y, and z, and rotation, and 7) the Respiratory Gating System

**Varian 2100 C (Existing Accelerator)**

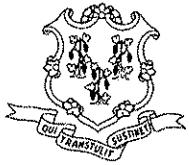
- No on board Imager (Portal Vision)
- Two Photon beams
- No MLF (need to construct blocking fields with lead blocks)
- No cone beam CT Imager
- Cannot treat IMRT, IGRT, CRT
- Treatment Couch Outdated
- No indexing on Couch for accuracy of patient set-up
- Limit treatment Planning options due to limitations of couch
- No Dynamic Wedges
- Cannot treat stereotactic Body or Brain-Radio surgery
- No Respiratory Gating

No new DPH licensure category will be sought for this replacement of an existing linear accelerator and there are no anticipated changes in populations served. There would be no defined fulfilled unmet needs. No other providers in Lawrence & Memorial Hospital's primary service area utilize linear accelerators. Backus Hospital, located in Norwich and in Lawrence & Memorial's secondary service area, operates a linear accelerator unit.

Regarding impact on the health care delivery system in the State of Connecticut, the proposed unit would improve health care delivery to oncology patients via such areas as improved functionality of multiple dose rates of Radiosurgery, greater image quality, and patient positioning during stereotactic immobilization for the ability to treat any part of the body.

The current payers of this service are estimated to approximate the payer mix of the Hospital and there is no estimated change in payer mix with the proposed unit.

Attachments I and II include the quotation from the vendor for the linear accelerator and the complete set of capital costs including the budgeted amount for the unit as well as the needed removal of the existing unit, renovations, etc. Although the vendor quotation was prepared in December 2008, the vendor will honor this price quote.



STATE OF CONNECTICUT  
DEPARTMENT OF PUBLIC HEALTH  
*Office of Health Care Access*

February 9, 2010

Facsimile Only

Crista Durand  
Vice President, Strategic Planning  
Lawrence & Memorial Hospital  
365 Montauk Avenue  
New London, CT 06320

Re: Letter of Intent; Docket Number: 10-31532  
Lawrence & Memorial Hospital  
Acquisition of a Replacement Linear Accelerator

Dear Ms. Durand,

On January 28, 2010, the Office of Health Care Access (“OHCA”) received the Letter of Intent (“LOI”) Form of Lawrence & Memorial Hospital (“Applicant”) for the acquisition of a replacement Linear Accelerator in New London, with a total capital expenditure of \$4,600,410.

A notice to the public regarding OHCA’s receipt of a LOI was published in *The Day Publishing Company* pursuant to Section 19a-639 of the Connecticut General Statutes. Enclosed for your information is a copy of the notice to the public.

Sincerely,

A handwritten signature in black ink, appearing to read "Kimberly R. Martone".

Kimberly R. Martone  
Director of Operations

KRM:lmg



STATE OF CONNECTICUT  
DEPARTMENT OF PUBLIC HEALTH  
*Office of Health Care Access*

February 9, 2010

Requisition # 30304

The Day Publishing Company  
47 Eugene O'Neill Drive, Box 1231  
New London, CT 06360

Gentlemen/Ladies:

Please make an insertion of the attached copy, in a single column space, set solid under legal notices, in the issue of your newspaper by no later than **Saturday, February 13, 2010**.

Please provide the following **within 30 days** of publication:

- Proof of publication (copy of legal ad. acceptable) showing published date along with the invoice.

If there are any questions regarding this legal notice, please contact Steven Lazarus at 418-7001.

KINDLY RENDER BILL IN DUPLICATE ATTACHED TO THE TEAR SHEET.

Sincerely,

A handwritten signature in black ink, appearing to read "Kimberly R. Martone".

---

Kimberly R. Martone  
Director of Operations

Attachment

KRM:SWL:lmg

c: Danielle Pare, DPH

**PLEASE INSERT THE FOLLOWING:**

Statute Reference:	19a-639
Applicant:	Lawrence & Memorial Hospital
Town:	New London
Docket Number:	10-31532-LOI
Proposal:	Acquisition of a Replacement Linear Accelerator
Capital Expenditure:	\$4,600,410

The Applicant may file its Certificate of Need application between March 29, 2010 and May 28, 2010. Interested persons are invited to submit written comments to Cristine A. Vogel, Deputy Commissioner Office of Health Care Access, Division of Department of Public Health, 410 Capitol Avenue, MS13HCA, P.O. Box 340308 Hartford, CT 06134-0308.

The Letter of Intent is available at OHCA or on OHCA's website at [www.ct.gov/OHCA](http://www.ct.gov/OHCA). A copy of the Letter of Intent or a copy of Certificate of Need Application, when filed, may be obtained from OHCA at the standard charge. The Certificate of Need application will be made available for inspection at OHCA, when it is submitted by the Applicant.

\*\*\*\*\* TX REPORT \*\*\*\*\*

TRANSMISSION OK

TX/RX NO	1231
RECIPIENT ADDRESS	98604443716
DESTINATION ID	
ST. TIME	02/10 11:47
TIME USE	00'26
PAGES SENT	4
RESULT	OK



STATE OF CONNECTICUT  
DEPARTMENT OF PUBLIC HEALTH  
*OFFICE OF HEALTH CARE ACCESS*

**FAX SHEET**

TO: CRISTA DURAND  
FAX: (860) 444-3716  
AGENCY: LAWRENCE & MEMORIAL HOSPITAL  
FROM: STEVEN LAZARUS  
DATE: 2/10/10 TIME: \_\_\_\_\_  
NUMBER OF PAGES: 4 (including transmittal sheet)

Comments: Docket 10-31532

**PLEASE PHONE IF THERE ARE ANY TRANSMISSION PROBLEMS.**

**Greer, Leslie**

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**From:** ads [ads@graystoneadv.com]  
**Sent:** Tuesday, February 09, 2010 3:47 PM  
**To:** Greer, Leslie  
**Subject:** Re: Various Newspaper Notices

Good day!

Thanks so much for your ad submission.  
We will be in touch shortly and look forward to serving you.

If you have any questions or concerns, please don't hesitate to contact us at the number below.

We sincerely appreciate your business.

Thank you,  
Graystone Group Advertising

2710 North Avenue  
Bridgeport, CT 06604  
Phone: 800-544-0005  
Fax: 203-549-0061  
E-mail: ads@graystoneadv.com  
<http://www.graystoneadv.com/>

On 2/9/10 3:44 PM, "Greer, Leslie" <Leslie.Greer@ct.gov> wrote:

To Whom It May Concern,  
Please run the attached newspaper notice in the following newspapers:

The Herald Docket 10-31537  
The Day Publishing Co. 10-31532  
The Middletown Press 10-31526

These will all appear under the same Requisition number (**forthcoming**).

P.S. Please only run in the newspaper specified

Leslie M. Greer X  
Office of Health Care Access  
A Division of Department of Public Health  
State of Connecticut  
410 Capitol Avenue, MS#13HCA  
Hartford, CT 06134  
Phone: (860) 418-7001  
Fax: (860) 418-7053  
Website: [www.ct.gov/ohca](http://www.ct.gov/ohca) <http://www.ct.gov/ohca>

 Please consider the environment before printing this message