CUERO REGIONAL HOSPITAL
Quality Care. Close to Home.

Lynn Falcone, CEO

2550 N. Esplanade • Cuero, Texas 77954
(361) 275-6191 • Fax (361) 275-3999 • www.cuerohospital.org

Board of Directors:
Dr. John Frels
Charles W. Papacek
Cindy Sheppard
Faye Sheppard
Richard Wheeler

POSTED

Date 6-19-2020 11:00 AM

NOTICE
BOARD OF DIRECTORS
CUERO REGIONAL HOSPITAL

The Board of Directors of the Cuero Regional Hospital will hold their regular monthly meeting via conference call, Thursday, June 25, 2020, at 5:30 P.M. Board packet will be available online for viewing. The public toll-free dial-in number and access code is 1-888-204-5987, Access Code 6265946 and will be available on the Cuero Regional Hospital website – cuerohospital.org:

The subjects to be considered at such meeting are:

I. Call to Order
II. Community Input
III. Review of Minutes of the May 28, 2020 Annual and May 28, 2020 Regular Called Meeting
IV. Review of Financial Statement and Statistical Report
    1. Financial and Statistical Report
    2. Finance Committee Report
V. Report from Chief of Staff
    Appointments: Consulting – Radiology - Telemedicine, See page 3 for Listing
    Reappointments: Thao Duong, MD, Tele-Cardiology, Chet Schwab, MD, Pathology, Fazila Siddiqi, MD, Psychiatry
VI. Report from Marketing & Development Director – List of Advertising and Events
VII. Clinic Operations Report by Interim Clinic Administrator
VIII. Report on Quality/Safety, Finance and Community from Asst. Administrator
IX. Report Quality/Safety, People, Growth and Community from Chief Nursing Officer
X. Report on Quality/Safety, People, Growth and Community from Chief Executive Officer
XI. Report on Quality
XII. Compliance Update
XIII. Committee Reports
XIV. Old Business
    1. Annual Audit Report and Board Education – Review and Take Appropriate Action
XV. New Business
    1. Human Resources Annual Report – Review and Take Appropriate Action
    2. Extension of Indigent Care Program – Consider and Take Appropriate Action
    3. Designate Representative to Golden Crescent Economic Development District – Consider and Take Appropriate Action

4. Revised Capital Risk – Discussion Only
5. Capital Expenditure Request for CAPRS – Review and Take Appropriate Action
6. Capital Expenditure Request for High Flow Nasal Cannula – Review and Take Appropriate Action
7. Capital Expenditure Request for Telemetry System – Review and Take Appropriate Action
8. Capital Expenditure Request for IT Servers/Network/Backup Solutions – Review and Take Appropriate Action
9. Board Resolution to Approve the Perinatal Program Plan for Maternal Designation – Review and Take Appropriate Action

XVI. The Board reserves the right to retire into executive session concerning any of the items listed on this Agenda, whenever it is considered necessary and legally justified under the Open Meetings Act, for:

- 551.071 Consultation with attorney regarding pending, potential litigation involving the Hospital and/or Hospital District
- 551.072 Deliberations about Real Property to deliberate the purchase, exchange, lease, or value of real property if deliberations in an open session would have a detrimental effect on the position of the District
- 551.073 Deliberation Regarding Prospective Gifts or Donations
- 551.074 Personnel matters relating to the appointment, employment, evaluation, discipline or dismissal of an officer or employee
- 551.076 Deliberation regarding security devices
- 551.085 Discussion of pricing and/or financial planning information related to negotiation for the arrangement of provision of services or product lines for DeWitt Medical District and proposed new physician services for DeWitt Medical District, and any other non-profit health maintenance organizations under the umbrella of DeWitt Medical District.

XVII. Communications

XVIII. Adjournment

Richard Wheeler, Board Chairman

I certify that, in compliance with the Texas Open Meetings Act, I provided this notice of this meeting to the DeWitt County Clerk and posted this agenda at the designated location at the DeWitt County Courthouse, Cuero, Texas, and also at the designated location for the City of Cuero and by the switchboard on the first floor of Cuero Regional Hospital, 2550 N. Esplanade, Cuero, Texas 77954 and online at cuerohospital.org by 5:00 p.m. on the 22nd day of June, 2020.

Signature of Person Posting Agenda

Agrait-Bertran, Edgardo MD
Akrami, Jason MD
Arjona, Jose MD
Arya, Satyendra MD
Barker, Kevin MD
Bennett, Andrew MD
Benson, Amy MD
Betterman, Mary MD
Bhargava, Nikhil MD
Blevins, Kasina MD
Cavin, Lillian MD
Cecava, Nathan MD
Chaudhuri, Jayanta MD
Cox, Chad MD
Craig, Steven MD
Cunningham, James DO
Dann, Phoebe MD
Drew, Jack MD
Eckard, Donald MD
Eckard, Valerie MD
Fuller, Joseph MD
Geracimos, Ryan MD
Greenspan, Stacy MD
Griggs, Moreko, MD
Halsted, Mark MD
Hamilton, Jackson MD
Harrison, Andrew MD
Heinlen, Stephanie MD
Hendrix, Christopher DO
Hole, Steven MD
Holliday, Rex MD
Huynh, Khanh MD
Jaco, John MD
Joseph, Santhosh MD
Judge, Joseph MD
Kapilivsky, Allan MD
Karsenti, Jeremie MD
Kottler, Nina MD
Lapidus, Robert MD
Lim, Stanley MD
Lonsford, Chad MD
Lucas, Joshua MD
Maniam, Santhi MD
Mehta, Snehal MD
Millare, Giovanni MD
Moulik, Supratik MD
Newman, Barbara MD
Orrin, Sarah MD
Parikh, Sachin MD
Parven, Stephen MD
Patel, Purvak MD
Ramirez, Jorge MD
Richter, Erik MD
Savit, Russ MD
Serlin, Scott MD
Shah, Samir MD
Spears, Robert MD
Sullivan, John MD
Talmi, Danit MD
Tank, Jay MD
Uzquiano, Nelson MD
Vandenmooter, Synda MD
Zaidi, Syed MD
Zarghouni, Mehrzad MD
Zorinsky, David MD
Tran, Benson MD
Trexler, Nowice MD

CUERO REGIONAL HOSPITAL
BOARD OF DIRECTORS MEETING

May 28, 2020

The Board of Directors of Cuero Regional Hospital held their annual meeting, via conference call, on Thursday, May 28, 2020, Cuero Regional Hospital, DeWitt County, Texas, at 5:30 P.M. The agenda was posted in compliance with the Open Meetings Act. A board packet was posted online at cuerohospital.org, along with a dial in Toll-Free number and access code.

Board members present via conference call were:
Mr. Richard Wheeler, Chairman
Mrs. Faye Sheppard, Vice Chairman
Mr. Charles Papacek, Secretary
Dr. John Frels, DDS, Member
Mrs. Cindy Sheppard, Member

Leadership members present were:
Mrs. Lynn Falcone, Chief Executive Officer
Mrs. Alma Alexander, Chief Financial Officer
Mrs. Judy Krupala, Chief Nursing Officer
Mrs. Denise McMahan, Assistant Administrator
Dr. David Hill, Chief Medical Officer
Mrs. Kathy Simon, Administrative Assistant

Guests: Mr. Geoff Crabtree, Methodist Healthcare System, Ms. Allison Flores, Cuero Record

CALL TO ORDER

The Board Chairman called the meeting to order at 5:30 p.m.

OATH OF OFFICE

Oath of Office was sworn to by Mrs. Cynthia Sheppard via conference call. Mrs. Sheppard will swear to the Oath of Office before Mrs. Kathy Simon, Administrative Assistant/Notary at a later date. Mrs. Cynthia Sheppard was an incumbent member.

ELECTION OF OFFICERS

The Chairman opened the floor to nominations for the election of officers. Dr. Frels moved, Mrs. Cindy Sheppard seconded, to elect the current officers (by acclamation) Mr. Richard Wheeler as Chairman of the Board, Mrs. Faye Sheppard as Vice-Chairman of the Board and Mr. Charles Papacek as Secretary of the Board, the motion carried unanimously.

COMMITTEE APPOINTMENT

The Chairman of the Board reviewed the current committees and appointments. Mr. Charles Papacek moved, Mrs. Cindy Sheppard seconded to approve the current committees and appointments as presented, the motion carried unanimously.

MEDICAL STAFF OFFICERS

Medical Staff appointments were brought to and approved by the Board in June 2019 and were approved through 2021.

Dr. John Frels moved, Mr. Charles Papacek seconded, to adjourn the annual meeting and move into the regularly scheduled monthly meeting; the motion carried unanimously. The meeting adjourned at 5:37 p.m. ADJOURN

Richard Wheeler, Chairman

Charles Papacek, Secretary

CUERO REGIONAL HOSPITAL
BOARD OF DIRECTORS MEETING

May 28, 2020

The Board of Directors of Cuero Regional Hospital held their regular monthly meeting, via conference call, on Thursday, May 28, 2020, Cuero Regional Hospital, DeWitt County, Texas, at 5:38 P.M. The agenda was posted in compliance with the Open Meetings Act. A board packet was posted online at cuerohospital.org, along with a dial in Toll-Free number and access code.

Board members present via conference call were:
Mr. Richard Wheeler, Chairman
Mrs. Faye Sheppard, Vice Chairman
Mr. Charles Papacek, Secretary
Dr. John Frels, DDS, Member
Mrs. Cindy Sheppard, Member

Leadership members present were:
Mrs. Lynn Falcone, Chief Executive Officer
Mrs. Alma Alexander, Chief Financial Officer
Mrs. Judy Krupala, Chief Nursing Officer
Mrs. Denise McMahan, Assistant Administrator
Dr. Paul Willers, II, Chief of Staff, arrived during the Chief Nursing Officer report
Dr. David Hill, Chief Medical Officer
Mrs. Kathy Simon, Administrative Assistant

Guests via conference call: Mr. Geoff Crabtree, Methodist Healthcare System, Ms. Allison Flores, Cuero Record

CALL TO ORDER

The Board Chairman called the meeting to order at 5:38 p.m.

COMMUNITY INPUT

Community Input: None

MINUTES

Mr. Charles Papacek moved, Mrs. Faye Sheppard seconded, to approve the minutes of the regular called meeting on April 23, 2020 and the emergency called meeting on May 7, 2020 as presented with one typographical change to the May 7, 2020 minutes (Payroll to Paycheck); the motion carried unanimously.

FINANCIAL/ STATISTICAL

The Chief Financial Officer's Financial Statement and Statistical Report were provided. The Chief Financial Officer spoke on hospital financials and on clinic financials. The reports were accepted as presented. The Quarterly Investment Report was for information only.

MEDICAL STAFF

There were no appointments or reappointments for the Chief of Staff to report this month.

MARKETING

The Marketing and Development Director report was provided and consisted of a list of

advertising and current events. Mrs. Sheppard noted the generous support of the community towards the hospital. Mr. Wheeler noted the Best of the Best Awards that were listed in the report.

CLINIC LEADERSHIP

The Clinic Administrator's report regarding operations and KPI was provided.

ASST. ADMIN. REPORT

The Assistant Administrator's report on Quality/Safety, Finance, and Community was provided.

CNO REPORT

The Chief Nursing Officer's report on Quality/Safety, People, Growth and Community was provided. Mrs. Krupala noted that we had our first dialysis patient and everything went well.

CEO REPORT

The Chief Executive Officer's report on Quality/Safety, People, Growth and Community was provided.

QUALITY

The Quality report was reviewed.

COMPLIANCE

There was no new compliance information noted.

COMMITTEE REPORT

Committee Reports: None

Old Business: None

New Business:

BOARD EVA

The Chairman of the Board reviewed the results of the board's self-evaluation and discussed with the other board members.

CEO EVAL BY BOARD

The Chairman of the Board reviewed the results of the Board's evaluation of the Chief Executive Officer.

NURSE STAFFING PLAN

The Chief Nursing Officer presented the Semi-annual Review of the Nurse Staffing Plan for October 2019 through March 2020. Highlights of the plan included, (1) average daily census for each nursing unit; (2) patient falls; (3) work related injuries/illnesses; (4) staffing utilization; (5) validated patient complaints; (6) readmission rates; (7) skin breakdown; and (8) patient satisfaction tool. Dr. Frels moved, Mrs. Faye Sheppard seconded, to accept the Semi-annual Review of the Nurse Staffing Plan for October 2019 through March 2020 as presented with one correction of transposed numbers; motion carried unanimously.

QUARTERLY QA/RM/SAFE

The Assistant Administrator reviewed the 1st Quarter QA/Risk Management/Safety Report. Mr. Papacek moved, Dr. Frels seconded, to approve the 1st Quarter QA/Risk Management Safety Report; the motion carried unanimously.

INVESTMEN

The Chief Financial Officer presented the Investment Policy with no changes noted, a

POLICY/ STRATEGIES APPROVED BROKER

resolution to Adopt Investment Strategies of DeWitt Medical District with no changes noted, and the List of Approved Investment Brokers with no changes noted. Some minor typos had been corrected prior to the meeting and the items resent to the board for review. Dr. Frels moved, Mrs. Cindy Sheppard seconded, to accept the Investment Policy, Strategies and Approved Investment Brokers List with minor typo changes; the motion carried unanimously.

ANNUAL AUDIT - BKD

The Board Chairman requested the board to table the Annual Audit Report and board education by BKD, LLC until the board is able to meet in person. Dr. Frels moved, Mr. Papacek seconded, to table the BKD, LLC Annual Audit Report and board training until the board meets in person; motion carried unanimously.

MED STAFF BYLAW REVISIONS

The Chief of Staff reviewed revisions made to the Medical Staff By-Laws. Mrs. Faye Sheppard moved, Mr. Papacek seconded, to approve the revisions made to the Medical Staff By-Laws as presented; motion carried unanimously.

CURRENT CAPITAL RISKS

The Chief Executive Officer and Senior Leaders gave an informational overview and answered questions regarding current Capital Risks.

RESOLUTION PROSPERITY BANK AUTHORIZED USERS

The Chief Financial Officer presented a resolution to be approved by the Board to authorize Lynn Falcone, CEO, Alma Alexander, CFO and Denise McMahan, Assistant Administrator to sign checks for all accounts with Prosperity Bank. The resolution also removed Greg Pritchett, Clinic Administrator, from all accounts. The resolution gives authority for Laura Tiffin and Samantha Sutton to discuss banking accounts with Prosperity Bank. It was further resolved that a check would require two signatures and that these signatures will be valid until such time as the Board would pass a new resolution and that such a resolution with the most current date shall have precedence over and other resolutions. Dr. Frels moved, Mr. Papacek seconded, to sign in support of the resolution regarding Prosperity Bank as presented.

2 RADIOMETER ABL80 FLEX BLOOD GAS ANALYZERS

The Assistant Administrator requested the capital expenditure purchase to replace two Radiometer ABL80 Flex Blood Gas Analyzers. A quote from IL GEM 4000 for $17,700.00 was recommended. Mrs. Cindy Sheppard moved, Mrs. Faye Sheppard seconded, to approve the capital expenditure purchase up to $17,700.00 from IL GEM 4000 to replace two Radiometer ABL80 Flex Blood Gas Analyzers; motion carried unanimously.

AUTHORIZATIC TO SIGN SURGICAL EQU SERVICE AGRM

The Chief Financial Officer is requesting authorization from the Board for the CEO or CFO to be able to sign a Surgical Equipment Service Agreement that will have a longer term than that of the Methodist Healthcare Agreement. Mrs. Faye Sheppard moved, Mrs. Cindy Sheppard seconded, to approve the authorization of the CEO and/or the CFO to sign a Surgical Equipment Agreement that will have a longer effective term then the current Methodist Healthcare Agreement subject to resolution of some contractual findings; motion carried unanimously.

COVID-19 PAY

The Chief Executive Officer and Chief Financial Officer discussed COVID-19 Pay. This was discussion with the board only.

EXECUTIVE SESSION

The Board entered Executive Session at 7:09 p.m. under Texas Government Code Section 551.074. Personnel matters relating to the appointment, employment, evaluation, discipline or dismissal of an officer or employee.

The Board exited Executive Session at 7:30 p.m. At 7:32 p.m., Dr. Frels moved, Mrs. Cindy Sheppard seconded to approve the performance excellence plan summary and bonus for the CEO and CFO as presented; the motion carried unanimously.

ADJOURN

There was no further business; Mrs. Faye Sheppard moved, Dr. Frels seconded, to adjourn; the motion carried unanimously. The meeting adjourned at 7:34 p.m.

Richard Wheeler, Chairman

Charles Papacek, Secretary

CUERO REGIONAL HOSPITAL
FINANCIAL STATEMENT SUMMARY

Financial Summary - May 2020										
Summary Measures	**Current Month**	**Budget**	**VAR to Budget**	**Prior Year**	**VAR to PY**	**YTD**	**YTD Budget**	**VAR to Budget YTD**	**PY YTD**	**VAR to PY YTD**
EBIDA – Hosp. Only	$1,298,223	$251,242	$1,046,981	$355,519	$942,704	$9,474,753	$6,559,992	$2,914,761	$6,119,515	$3,355,238
Net Operating Income – Hosp. Only	$779,554	($224,032)	$1,003,586	$16,089	$763,465	$987,695	($1,642,211)	$2,629,906	($986,140)	$1,973,835
Clinic - Net Operating Income	$303,222	$3,363	$299,859	$40,475	$262,747	$4,892	$45,380	($40,488)	$311,341	($306,449)
EBIDA Consolidated	$1,601,444	$254,605	$1,346,839	$395,994	$1,205,450	$9,479,645	$6,605,372	$2,874,273	$6,430,857	$3,048,788
Net Income - Consolidated	$1,394,920	$47,096	$1,347,824	$221,760	$1,173,160	$7,866,462	$4,945,294	$2,921,168	$5,060,323	$2,806,139
Net District Tax Revenue	$21,830	$0	$21,830	$5,799	$16,031	$4,305,847	$4,400,000	($94,153)	$3,991,553	$314,294
Nursing Home Revenue	$290,314	$267,765	$22,549	$159,397	$130,917	$2,568,028	$2,142,125	$425,903	$1,743,568	$824,460
Admissions										
Admissions	66	80	(14)	79	(13)	597	630	(33)	612	(15)
Patient Days	236	261	(25)	287	(51)	1,922	2,079	(157)	2,045	(123)
ADC include Obs	9.4	10.7	(1.3)	11.6	(2.2)	9.8	10.8	(1.0)	10.7	(0.9)
Outpatient Visits (ex RHC & ED)	3,022	3,879	(857)	3,864	(842)	27,044	29,168	(2,124)	29,032	(1,988)
Clinic Visits	4,187	6,132	(1,945)	6,033	(1,846)	42,055	49,269	(7,214)	49,739	(7,684)
Births	14	11	3	7	7	103	98	5	88	15
ED Visits	594	782	(188)	781	(187)	6,490	6,361	129	6,351	139
Total Surgeries/less Endo	52	46	6	45	7	423	457	(34)	443	(20)
Revenue/Net Revenue										
Net Revenue	**$3,440,370**	**$2,720,196**	$720,174	**$2,642,312**	$798,058	**$21,857,118**	**$21,681,533**	$175,585	**$20,671,128**	$1,185,990
Net Revenue PAPD	$3,513	$2,367	$1,146	$1,877	$1,636	$2,569	$2,368	$201	$2,308	$262
Deductions as % of Gross	60%	60%	0%	58%	2%	65%	60%	5%	61%	4%
Expenses										
Total Expenses	**$2,660,816**	**$2,944,228**	$283,412	**$2,626,223**	($34,593)	**$20,869,423**	**$23,323,744**	$2,454,321	**$21,657,268**	$787,845
Total Expenses PAPD	$2,717	$2,562	($155)	$1,866	($851)	$2,453	$2,547	$94	$2,418	($35)
Total Staffing PAPD	$1,482	$1,317	($165)	$938	($545)	$1,290	$1,299	$9	$1,245	($45)
Supplies PAPD	$206	$316	$109	$180	($27)	$238	$316	$77	$270	$31
Stats & Ratios -										
FTE's	210.96	221.85	-10.89	212.82	-1.86	222.18	220.96	1.22	222.33	-0.15
FTE/EEOB	6.68	5.98	0.69	4.23	2.45	6.37	5.89	0.48	6.03	0.34
Avg Hourly Rate	$28.56	$28.73	($0.17)	$23.34	$5.22	$27.41	$28.77	($1.36)	$24.53	$2.88
Net A/R Days	14.4	19.1	-4.7	19.6	-5.2	17.9	18.8	-0.9	19.7	-1.8
Cash Net Revenue %	115.3%	100%	15%	112.1%	3%	101.2%	100%	1%	101.1%	0%
Days Cash on Hand	444.66	180.00	264.66	254.91	189.75	444.66	180.00	264.66	254.91	189.75

Hospital Net Operating Income at $779.6K, was positive for the month of May, higher than Budget and Prior Year. Federal Cares Act Relief Fund dollars were received in May for the Hospital and Clinics, totaling $3.9M. A total of $1.2M in revenue was recognized for the Hospital and RHC, consolidated. Without the Relief Funds, consolidated net loss from Operations would have been $106.4K due to continued effects of COVID19. The breakdown of revenue and expenses performance indicators were as follows:

NET REVENUE:

•Hospital Patient Net Revenue was lower than Budget by $27K mainly due to lower Patient Days (25) and ER visits (188). The lower volume due to continued effects of COVID19, drove the variance lower by $384K. A positive rate variance by $356K was driven by a strong Case Mix for Managed Medicare (up by 8%) and Payor Mix with higher Medicaid up 17.7% and Managed Medicare up 6.33%. In addition, higher Surgeries by 6 contributed to the positive rate variance. Ortho cases were higher by 3, Gen Surgeries were up by 4 and Podiatry were up by 11

•Additional COVID-19 Stimulus funds were received through the Cares Act Relief Fund. Revenue was recognized for the Hospital at $826K in May, covering revenue losses and expense increases from Mar- May due to COVID

•Supplemental dollars were adjusted for the final FY 20 UC payments. UC and DSH payments for the year will total $962K

EXPENSES:

•Total Expenses were lower than Budget by $283K due to lower expenses compared to Budget in several categories. Salaries were lower than Budget by $48.7K due to lower FTEs caused by lower volume. FTEs were lower than Budget by 10.9. Supplies were lower than Budget by $161K due to lower Implant costs ($76K), Pharmaceuticals ($32.1K), Med/Surg ($12.3K), and Supplies Chraged to Patients ($18K). No Spine cases were performed in May. Purchased Services were lower than Budget by $68.7K driven by lower Utilities ($22K), and Prof Services ($38.6K). Professional Contracts were up $22K due to higher ER Physician expense with Southwest collections lower due to lower volumes

CLINICS:

•Clinic Net Operating Income at $303K was higher than Budget due to revenue from the Cares Act Relief Fund for RHC clinics. RHC Net Operating Income was positive at $302K, higher than Budget by $282.8K with $363K in COVID19 funds recognized as revenue. Without the special funds, the RHC loss would have been $60K due to lower volume (down 1,945 visits). Expenses were also driven lower due to volume with Salaries and Supplies down in May. Specialty Clinic positive income of $746 was due to higher surgery volume. General Surgeon loss was lower than Budget by $6K and Podiatry income was higher than Budget by $9.7K. Both variances were driven by higher surgery volume (General Surgeries 4 and Podiatry up 11, as mentioned above

OTHER:

•Wellness Net Operating Income was negative at $20.2K, lower than Budget by $43.9K mainly due lower Revenue by $49.9K. The Wellness Center was closed most of May due to COVID19 guidelines from the State

•340B Net Operating Income was lower than Budget by $33K, mainly due to lower Revenue by $42.5K driven by lower clinic volumes from COVID19 effects

•Capital Expenditures - update: Electrical upgrades Phase 1 complete, Phase 2 in progress - $1.1M through May; Computer Network Optimization - phase two in progress - $401.4K spend of $898M Budget; and 3D Mammo - $480K. Current Capital Risk estimated spend $1M in addition to projects in progress

CUERO REGIONAL HOSPITAL
BALANCE SHEET
PERIOD ENDED 05/31/20

	CURRENT YEAR-TO-DATE	PRIOR YEAR YEAR-TO-DATE
ASSETS		
CURRENT:		
CASH	25,976,880.70	12,633,961.02
MARKETABLE SECURITIES	2,046,663.98	2,023,919.96
ACCOUNTS RECEIVABLE	10,693,615.60	9,170,409.14
ALLOWANCE FOR UNCOLLECTIBLES	(7,831,070.87)	(6,609,587.92)
INTER-COMPANY RECEIVABLE	0.00	0.00
OTHER RECEIVABLES	4,959,781.73	4,148,768.33
INVENTORY	657,857.69	580,866.86
PREPAID EXPENSES	4,148,231.18	2,697,772.18
TOTAL CURRENT ASSETS	$ 40,651,960.01	$ 24,646,109.57
OTHER ASSETS:		
ASSETS WHOSE USE IS LIMITED	16,446,276.60	11,850,494.83
OTHER ASSETS		
TOTAL OTHER ASSETS	$ 16,446,276.60	$ 11,850,494.83
PROPERTY, PLANT, & EQUIPMENT:		
LAND	1,139,140.08	1,139,140.08
BUILDING AND IMPROVEMENTS	22,786,814.82	22,124,175.63
EQUIPMENT	33,184,999.24	29,074,967.00
TOTAL PROPERTY, PLANT, & EQUIPMENT	$ 57,110,954.14	$ 52,338,282.71
LESS ACCUMULATED DEPRECIATION	(35,651,673.93)	(33,383,250.94)
NET PROPERTY, PLANT, & EQUIPMENT	$ 21,459,280.21	$ 18,955,031.77
TOTAL ASSETS	$ 78,557,516.82	$ 55,451,636.17

CUERO REGIONAL HOSPITAL
BALANCE SHEET
PERIOD ENDED 05/31/20

	CURRENT YEAR-TO-DATE	PRIOR YEAR YEAR-TO-DATE
LIABILITIES AND FUND BALANCE		
CURRENT:		
ACCOUNTS PAYABLE	(1,061,359.42)	(512,679.38)
ACCRUED SALARIES & WAGES	(2,096,994.33)	(1,597,939.64)
ACCRUED INTEREST	0.00	0.00
CURRENT PORTION LTD	(6,055,454.34)	0.00
DUE TO/FROM 3RD PARTY PAYORS	(515,826.73)	(295,653.11)
DUE TO/FROM AFFILIATES	(6,866,659.29)	(1,016,791.38)
TOTAL CURRENT LIABILITIES	$ (16,596,294.11)	$ (3,423,063.51)
LONG TERM DEBT:		
NOTES/LEASES PAYABLE	(1,614,539.57)	0.00
BONDS PAYABLE	0.00	0.00
TOTAL LONG TERM DEBT	$ (1,614,539.57)	$ 0.00
FUND BALANCE	(52,480,221.25)	(46,968,250.07)
CURRENT YEAR (INCOME) LOSS	(7,866,461.89)	(5,060,322.59)
TOTAL FUND BALANCE	(60,346,683.14)	(52,028,572.66)
TOTAL LIABILITIES AND FUND BALANCE	$ (78,557,516.82)	$ (55,451,636.17)

CUERO REGIONAL HOSPITAL
FINANCIAL STATEMENT
MAY 20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
OPERATING REVENUE:						
INPATIENT REVENUE	1,538,808	1,474,201	1,265,880	12,000,039	11,742,813	11,213,440
OUTPATIENT REVENUE	4,612,005	4,740,400	4,665,368	39,131,887	37,759,750	36,502,264
340B PROGRAM	234,157	276,620	277,295	1,979,161	2,212,960	1,451,428
GROSS REVENUE FROM PATIENTS	$ 6,384,970	$ 6,491,221	$ 6,208,544	$ 53,111,087	$ 51,715,523	$ 49,167,131
REVENUE DEDUCTIONS:						
CHARITY	(441,624)	(190,002)	(278,191)	(2,198,501)	(1,513,463)	(1,398,371)
DISCOUNTS	(1,135,212)	(881,345)	(930,723)	(9,690,548)	(7,020,380)	(7,007,571)
BAD DEBT	(387,430)	(474,462)	(66,894)	(4,820,763)	(3,779,341)	(3,089,715)
CONTRACTUALS	(1,855,129)	(2,352,709)	(2,344,769)	(17,626,900)	(18,740,550)	(18,507,213)
TOTAL REVENUE DEDUCTIONS	$ (3,819,395)	$ (3,898,518)	$ (3,620,577)	$(34,336,711)	$(31,053,734)	$(30,002,869)
NET PATIENT REVENUE	$ 2,565,574	$ 2,592,703	$ 2,587,968	$ 18,774,376	$ 20,661,789	$ 19,164,262
OTHER OPERATING REVENUE	902,601	35,827	55,443	2,120,416	286,411	476,979
SUPPLEMENTAL MCD PMTS	(27,804)	91,666	(1,098)	962,326	733,333	1,029,887
TOTAL OPERATING REVENUE	$ 3,440,370	$ 2,720,196	$ 2,642,312	$ 21,857,118	$ 21,681,533	$ 20,671,128
OPERATING EXPENSES:						
SALARIES AND WAGES	(1,067,173)	(1,129,117)	(1,002,003)	(8,491,054)	(8,862,724)	(8,142,049)
AGENCY PERSONNEL						
FRINGE BENEFITS	(308,410)	(287,775)	(272,349)	(1,866,173)	(2,265,056)	(2,399,108)
PAYROLL TAXES	(75,723)	(96,541)	(45,385)	(617,211)	(769,681)	(608,672)
SUPPLIES	(202,148)	(362,795)	(253,216)	(2,026,276)	(2,889,857)	(2,415,103)
PURCHASED SERVICES	(260,685)	(329,370)	(312,369)	(2,072,010)	(2,627,284)	(2,468,125)
PROFESSIONAL CONTRACTS	(451,184)	(432,100)	(434,497)	(3,418,953)	(3,456,826)	(3,359,295)
DEPRECIATION EXPENSE	(203,627)	(202,082)	(174,234)	(1,587,801)	(1,616,661)	(1,369,712)
INSURANCE EXPENSE	(19,869)	(16,112)	(14,484)	(150,736)	(128,896)	(127,896)
INTEREST EXPENSE	(2,897)	(5,427)	0	(25,382)	(43,417)	(822)
OTHER OPERATING EXPENSE	(69,100)	(82,909)	(117,685)	(613,828)	(663,342)	(766,487)
TOTAL OPERATING EXPENSES	(2,660,816)	(2,944,228)	(2,626,223)	(20,869,423)	(23,323,744)	(21,657,268)
NET OPERATING INCOME (LOSS)	779,554	(224,032)	16,089	987,695	(1,642,211)	(986,140)
NET DISTRICT OPERATING INCOM	21,830	0	5,799	4,305,847	4,400,000	3,991,553
NURSING HOME UPL	290,314	267,765	159,397	2,568,028	2,142,125	1,743,568
NET INCOME (LOSS)	$ 1,091,699	$ 43,733	$ 181,285	$ 7,861,570	$ 4,899,914	$ 4,748,981

RUN DATE: 06/11/20
RUN TIME: 1347
RUN USER: SSUTTON

CUERO REGIONAL HOSPITAL & CLINICS
FINANCIAL STATEMENT
MAY 20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
OPERATING REVENUE:						
INPATIENT REVENUE	1,538,808	1,474,201	1,265,880	12,000,039	11,742,813	11,213,440
OUTPATIENT REVENUE	4,612,005	4,740,400	4,665,368	39,131,887	37,759,750	36,502,264
340B PROGRAM	234,157	276,620	277,295	1,979,161	2,212,960	1,451,428
CLINIC REVENUES	762,109	934,205	905,445	6,485,400	7,322,291	7,094,692
GROSS REVENUE FROM PATIENTS	$ 7,147,079	$ 7,425,426	$ 7,113,989	$ 59,596,487	$ 59,037,814	$ 56,261,823
REVENUE DEDUCTIONS:						
CHARITY	(441,624)	(190,002)	(278,191)	(2,198,501)	(1,513,463)	(1,398,371)
DISCOUNTS	(1,135,212)	(881,345)	(930,723)	(9,690,548)	(7,020,380)	(7,007,571)
BAD DEBT	(387,430)	(474,462)	(66,894)	(4,820,763)	(3,779,341)	(3,089,715)
CONTRACTUAL ALLOWANCES	(1,855,129)	(2,352,709)	(2,344,769)	(17,626,900)	(18,740,550)	(18,507,213)
CLINIC ALLOWANCES	(220,040)	(223,205)	(207,693)	(1,722,903)	(1,766,314)	(1,801,063)
TOTAL REVENUE DEDUCTIONS	$ (4,039,436)	$ (4,121,723)	$ (3,828,269)	$(36,059,614)	$(32,820,048)	$(31,803,932)
NET PATIENT REVENUE	$ 3,107,643	$ 3,303,703	$ 3,285,720	$ 23,536,873	$ 26,217,766	$ 24,457,891
OTHER OPERATING REVENUE	902,601	35,827	55,443	2,120,416	286,411	476,979
SUPPLEMENTAL MCD PMTS	(27,804)	91,666	(1,098)	962,326	733,333	1,029,887
CLINIC OTHER OPERATING REV	363,111	0	0	363,111	0	0
TOTAL OPERATING REVENUE	$ 4,345,551	$ 3,431,196	$ 3,340,064	$ 26,982,726	$ 27,237,510	$ 25,964,757
OPERATING EXPENSES:						
SALARIES AND WAGES	(1,509,868)	(1,630,870)	(1,471,794)	(12,137,177)	(12,733,535)	(11,647,731)
AGENCY PERSONNEL						
FRINGE BENEFITS	(308,410)	(287,775)	(272,349)	(1,866,173)	(2,265,056)	(2,399,108)
PAYROLL TAXES	(102,790)	(125,004)	(67,622)	(851,124)	(994,022)	(820,351)
SUPPLIES	(215,257)	(391,724)	(274,206)	(2,260,005)	(3,120,320)	(2,657,178)
PURCHASED SERVICES	(279,546)	(346,181)	(372,232)	(2,216,939)	(2,760,898)	(2,761,274)
PROFESSIONAL CONTRACTS	(525,653)	(531,693)	(486,646)	(4,039,432)	(4,246,339)	(3,849,119)
DEPRECIATION EXPENSE	(203,627)	(202,082)	(174,234)	(1,587,801)	(1,616,661)	(1,369,712)
INSURANCE EXPENSE	(22,574)	(17,912)	(16,618)	(171,856)	(148,496)	(145,706)
INTEREST EXPENSE	(2,897)	(5,427)	0	(25,382)	(43,417)	(822)
OTHER OPERATING EXPENSE	(92,152)	(113,197)	(147,800)	(834,251)	(905,597)	(988,555)
TOTAL OPERATING EXPENSES	(3,262,775)	(3,651,865)	(3,283,500)	(25,990,139)	(28,834,341)	(26,639,555)
NET OPERATING INCOME (LOSS)	1,082,776	(220,669)	56,565	992,587	(1,596,831)	(674,799)
NET DISTRICT OPERATING INCOM	21,830	0	5,799	4,305,847	4,400,000	3,991,553
NURSING HOME UPL	290,314	267,765	159,397	2,568,028	2,142,125	1,743,568
NET INCOME (LOSS)	$ 1,394,920	$ 47,096	$ 221,760	$ 7,866,462	$ 4,945,294	$ 5,060,323

CRH CLINICS PERIOD VS PRIOR YEAR
FINANCIAL STATEMENT
MAY 20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
OPERATING REVENUE:						
CLINIC REVENUES	762,109	934,205	905,445	6,485,400	7,322,291	7,094,692
GROSS REVENUE FROM PATIENTS	$ 762,109	$ 934,205	$ 905,445	$ 6,485,400	$ 7,322,291	$ 7,094,692
REVENUE DEDUCTIONS:						
CLINIC ALLOWANCES	(220,040)	(223,205)	(207,693)	(1,722,903)	(1,766,314)	(1,801,063)
TOTAL REVENUE DEDUCTIONS	$ (220,040)	$ (223,205)	$ (207,693)	$ (1,722,903)	$ (1,766,314)	$ (1,801,063)
NET PATIENT REVENUE	$ 542,069	$ 711,000	$ 697,752	$ 4,762,496	$ 5,555,977	$ 5,293,629
OTHER CLINIC REVENUE	363,111	0	0	363,111	0	0
TOTAL OPERATING REVENUE	$ 905,180	$ 711,000	$ 697,752	$ 5,125,607	$ 5,555,977	$ 5,293,629
OPERATING EXPENSES:						
SALARIES AND WAGES	(442,694)	(501,753)	(469,791)	(3,646,123)	(3,870,811)	(3,505,682)
AGENCY PERSONNEL						
FRINGE BENEFITS	0	0	0	0	0	0
PAYROLL TAXES	(27,067)	(28,463)	(22,236)	(233,913)	(224,341)	(211,679)
SUPPLIES	(13,110)	(28,929)	(20,991)	(233,729)	(230,463)	(242,076)
PURCHASED SERVICES	(18,861)	(16,811)	(59,862)	(144,930)	(133,614)	(293,149)
PROFESSIONAL CONTRACTS	(74,469)	(99,593)	(52,149)	(620,479)	(789,513)	(489,824)
DEPRECIATION EXPENSE						
INSURANCE EXPENSE	(2,706)	(1,800)	(2,134)	(21,120)	(19,600)	(17,811)
INTEREST EXPENSE						
OTHER OPERATING EXPENSE	(23,052)	(30,288)	(30,115)	(220,422)	(242,255)	(222,068)
TOTAL OPERATING EXPENSES	(601,959)	(707,637)	(657,277)	(5,120,716)	(5,510,597)	(4,982,288)
NET OPERATING INCOME (LOSS)	303,222	3,363	40,475	4,892	45,380	311,341

CRH RURAL HEALTH CLINICS
FINANCIAL STATEMENT
MAY 20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
OPERATING REVENUE:						
CLINIC REVENUES	596,594	785,222	739,546	5,225,881	6,135,558	5,951,549
GROSS REVENUE FROM PATIENTS	$ 596,594	$ 785,222	$ 739,546	$ 5,225,881	$ 6,135,558	$ 5,951,549
REVENUE DEDUCTIONS:						
CLINIC ALLOWANCES	(112,561)	(122,933)	(84,861)	(803,903)	(967,601)	(992,646)
TOTAL REVENUE DEDUCTIONS	$ (112,561)	$ (122,933)	$ (84,861)	$ (803,903)	$ (967,601)	$ (992,646)
NET PATIENT REVENUE	$ 484,034	$ 662,289	$ 654,684	$ 4,421,977	$ 5,167,957	$ 4,958,903
OTHER CLINIC REVENUE	363,111	0	0	363,111	0	0
TOTAL OPERATING REVENUE	$ 847,145	$ 662,289	$ 654,684	$ 4,785,088	$ 5,167,957	$ 4,958,903
OPERATING EXPENSES:						
SALARIES AND WAGES	(389,365)	(443,781)	(411,116)	(3,158,201)	(3,409,031)	(3,067,303)
AGENCY PERSONNEL						
FRINGE BENEFITS	0	0	0	0	0	0
PAYROLL TAXES	(25,492)	(25,259)	(20,227)	(206,850)	(198,819)	(187,483)
SUPPLIES	(12,508)	(28,229)	(20,657)	(227,900)	(224,891)	(236,387)
PURCHASED SERVICES	(18,861)	(16,648)	(59,420)	(144,534)	(132,307)	(292,030)
PROFESSIONAL CONTRACTS	(74,469)	(99,521)	(52,149)	(620,479)	(788,935)	(489,174)
DEPRECIATION EXPENSE						
INSURANCE EXPENSE	(2,706)	(1,800)	(2,134)	(21,120)	(19,600)	(17,811)
INTEREST EXPENSE						
OTHER OPERATING EXPENSE	(21,269)	(27,334)	(28,537)	(195,421)	(218,648)	(199,540)
TOTAL OPERATING EXPENSES	(544,669)	(642,572)	(594,240)	(4,574,506)	(4,992,231)	(4,489,728)
NET OPERATING INCOME (LOSS)	302,476	19,717	60,445	210,582	175,726	469,175

CRH SPECIALTY HEALTH CLINICS
FINANCIAL STATEMENT
MAY 20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
OPERATING REVENUE:						
CLINIC REVENUES	165,515	148,983	165,899	1,259,519	1,186,733	1,143,143
GROSS REVENUE FROM PATIENTS	$ 165,515	$ 148,983	$ 165,899	$ 1,259,519	$ 1,186,733	$ 1,143,143
REVENUE DEDUCTIONS:						
CLINIC ALLOWANCES	(107,479)	(100,272)	(122,831)	(919,000)	(798,713)	(808,417)
TOTAL REVENUE DEDUCTIONS	$ (107,479)	$ (100,272)	$ (122,831)	$ (919,000)	$ (798,713)	$ (808,417)
NET PATIENT REVENUE	$ 58,036	$ 48,711	$ 43,068	$ 340,519	$ 388,020	$ 334,726
TOTAL OPERATING REVENUE	$ 58,036	$ 48,711	$ 43,068	$ 340,519	$ 388,020	$ 334,726
OPERATING EXPENSES:						
SALARIES AND WAGES	(53,329)	(57,972)	(58,674)	(487,921)	(461,780)	(438,379)
AGENCY PERSONNEL						
FRINGE BENEFITS						
PAYROLL TAXES	(1,576)	(3,204)	(2,009)	(27,063)	(25,522)	(24,196)
SUPPLIES	(602)	(700)	(334)	(5,829)	(5,572)	(5,689)
PURCHASED SERVICES	0	(163)	(443)	(396)	(1,307)	(1,119)
PROFESSIONAL CONTRACTS	0	(72)	0	0	(578)	(650)
DEPRECIATION EXPENSE						
INSURANCE EXPENSE	0	0	0	0	0	0
INTEREST EXPENSE						
OTHER OPERATING EXPENSE	(1,783)	(2,954)	(1,578)	(25,001)	(23,607)	(22,528)
TOTAL OPERATING EXPENSES	(57,290)	(65,065)	(63,038)	(546,210)	(518,366)	(492,560)
NET OPERATING INCOME (LOSS)	746	(16,354)	(19,970)	(205,691)	(130,346)	(157,834)

BUDGET COMPARSION REPORT
WELLNESS CENTER 7085
FOR PERIOD ENDING 05/31/20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
REVENUE						
IN PATIENT REVENUE						
OUT PATIENT REVENUE	3,670	53,566	50,426	308,464	426,685	417,340
TOTAL REVENUE	3,670	53,566	50,426	308,464	426,685	417,340
DEDUCTIONS FROM REVENUE						
CHARITY						
DISCOUNTS						
PROVISION FOR BAD DEBT						
CONTRACTUAL ALLOWANCES						
CLINIC ALLOWANCES						
TOTAL DEDUCTIONS FROM REVENU						
OTHER OPERATING REVENUE						
OTHER OPERATING REVENUE	0	0	0	0	0	0
DISTRICT NET INCOME (LOSS)						
DISPRO-SHARE REVENUE						
CLINIC OTHER OPERATING REV						
TOTAL OTHER REVENUE	0	0	0	0	0	0
EXPENSES						
SALARIES	(12,706)	(12,787)	(11,769)	(92,780)	(100,075)	(91,981)
FICA	(895)	(964)	(803)	(6,440)	(7,679)	(6,506)
MED/SURG SUPPLIES	0	(28)	(43)	(101)	(228)	(230)
OFFICE SUPPLIES	0	(89)	(38)	(883)	(704)	(755)
OTHER SUPPLIES	63	(1,685)	(2,372)	(9,203)	(13,422)	(11,824)
UNIFORMS	0	(15)	(32)	0	(117)	(128)
CHEMICAL COST	0	0	0	0	0	214
FOOD	(13)	(1,048)	(989)	(5,001)	(8,352)	(7,123)
ELECTRICITY	(4,133)	(4,495)	(4,608)	(29,231)	(35,381)	(33,731)
FUEL & GAS	(90)	(207)	(224)	13,427	(1,629)	(1,744)
WATER	(141)	(145)	(157)	(1,183)	(1,140)	(1,029)
MAINTENANCE CONTRACTS	(55)	(397)	(325)	(875)	(3,175)	(3,234)
REPAIRS & MAINTENANCE	(2,757)	(2,419)	(720)	(16,707)	(19,349)	(28,911)
PROFESSIONAL CONTRACTS	(1,053)	(920)	(1,255)	(8,404)	(7,359)	(6,974)

BUDGET COMPARSION REPORT
WELLNESS CENTER 7085
FOR PERIOD ENDING 05/31/20

	ACTUAL	BUDGET	PR ACTUAL	YTD ACTUAL	YTD BUDGET	PY ACTUAL
PROFESSIONAL SERVICES	(259)	(3,434)	(4,196)	(15,736)	(27,476)	(25,684)
LICENSES	0	(9)	0	(355)	(67)	(20)
PHONE/CABLE/INTERNET	(598)	(538)	(552)	(3,844)	(4,309)	(4,271)
DUES & SUBSCRIPTIONS	0	(541)	0	(2,299)	(4,333)	(416)
ADVERTISING	0	(50)	0	(131)	(400)	0
TRAVEL & MEETING	0	(41)	0	(3,125)	(333)	(158)
POSTAGE	0	(15)	0	(2)	(119)	(148)
BUILDING RENT	0	(30)	0	0	(241)	0
EQUIPMENT RENTAL	(30)	0	0	(56)	0	(64)
PUBLIC EDUCATIONAL ACTIVITIE	(1,200)	(7)	(1,200)	(3,178)	(57)	(2,878)
LINEN PURCHES	0	(41)	0	(301)	(333)	(338)
FREIGHT	0	0	0	0	0	(45)
TOTAL EXPENSES	(23,866)	(29,905)	(29,284)	(186,406)	(236,278)	(227,975)
NET PROFIT/(LOSS)	(20,196)	23,661	21,142	122,058	190,407	189,365

Radiology-Telemedicine
June 2020

Physician's Name	CV	Licensures	COI	Privileges	Data Bank
Agrait-Bertran, Edgardo MD					
Akrami, Jason MD					
Arjona, Jose MD					
Arya, Satyendra MD					
Barker, Kevin MD					
Bennett, Andrew MD					
Benson, Amy MD					
Betterman, Mary MD					
Bhargava, Nikhil MD					
Blevins, Kasina MD					
Cavin, Lillian MD					
Cecava, Nathan MD					
Chaudhuri, Jayanta MD					
Cox, Chad MD					
Craig, Steven MD					
Cunningham, James DO					
Dann, Phoebe MD					
Drew, Jack MD					
Eckard, Donald MD					
Eckard, Valerie MD					
Fuller, Joseph MD					
Geracimos, Ryan MD					
Greenspan, Stacy MD					
Griggs, Moreko, MD					
Halsted, Mark MD					
Hamilton, Jackson MD					
Harrison, Andrew MD					
Heinlen, Stephanie MD					
Hendrix, Christopher DO					
Hole, Steven MD					
Holliday, Rex MD					
Huynh, Khanh MD					
Jaco, John MD					
Joseph, Santhosh MD					
Judge, Joseph MD					
Kapilivsky, Allan MD					
Karsenti, Jeremie MD					
Kottler, Nina MD					
Lapidus, Robert MD					
Lim, Stanley MD					
Lonsford, Chad MD					
Lucas, Joshua MD					
Maniam, Santhi MD					
Mehta, Snehal MD					
Millare, Giovanni MD					
Moulik, Supratik MD					
Newman, Barbara MD					

Radiology-Telemedicine
June 2020

Orrin, Sarah MD
Parikh, Sachin MD
Parven, Stephen MD
Patel, Purvak MD
Ramirez, Jorge MD
Richter, Erik MD
Savit, Russ MD
Serlin, Scott mD
Shah, Samir MD
Stears, Robert MD
Sullivan, John MD
Talmi, Danit MD
Tank, Jay MD
Tran, Benson MD
Trexler, Nowice MD
Uzquiano, Nelson MD
Vandenmooter, Synda mD
Zaidi, Syed MD
Zarghouni, Mehrzad MD
Zorinsky, David MD

CUERO REGIONAL HOSPITAL
MEDICAL STAFF PRIVILEGES REVIEW SHEET

REAPPOINTMENT APPOINTMENT

APPLICANT NAME: Thao Duong, MD **DATE:** 06/01/2020

The following has been verified by Administration:

1. **Completed Application** — (YES) NO
2. **Current Texas License** — (YES) NO
3. **Board Certification** — (YES) NO
   If No, explain _____
4. **Current DEA Certificate** — (YES) NO
   If No, explain _____
5. **Evidence of Adequate Professional Liability Insurance** — (YES) NO
   Expiration Date: 6-1-2021
6. **Adverse information with Data Bank Queried** — YES (NO)
7. **Board of Medical Examiners Queried** — (YES) NO
8. **Current CPR/ACLS/ATLS for ER privileges** — YES (NO)
   If No, explain does not have ER Priv's
9. **Current ACLS or Board Cert. to perform cardiac stress tests** — (YES) NO
   If No, explain _____
10. **Evidence of CME requirements** — (YES) NO
    If No, explain _____
11. **In good standing at other hospitals where privileged** — (YES) NO
    If No, explain _____
12. **Malpractice claims in the last ten years** — YES (NO)

Specialty: Cardiology-Telemedicine

Comments: _____

CUERO REGIONAL HOSPITAL
MEDICAL STAFF PRIVILEGES REVIEW SHEET

REAPPOINTMENT APPOINTMENT

APPLICANT NAME: Chet Schwab, MD **DATE:** 06/01/2020

The following has been verified by Administration:

1. Completed Application	(YES) NO
2. Current Texas License	(YES) NO
3. Board Certification	(YES) NO
If No, explain _____	
4. Current DEA Certificate	YES (NO)
If No, explain Not required	
5. Evidence of Adequate Professional Liability Insurance	(YES) NO
Expiration Date: 5-1-2021	
6. Adverse information with Data Bank Queried	YES (NO)
7. Board of Medical Examiners Queried	(YES) NO
8. Current CPR/ACLS/ATLS for ER privileges	YES (NO)
If No, explain Not required	
9. Current ACLS or Board Cert. to perform cardiac stress tests	YES (NO)
If No, explain Not required	
10. Evidence of CME requirements	(YES) NO
If No, explain _____	
11. In good standing at other hospitals where privileged	(YES) NO
If No, explain _____	
12. Malpractice claims in the last ten years	YES (NO)

Specialty: Pathology

Comments: _____

CUERO REGIONAL HOSPITAL
MEDICAL STAFF PRIVILEGES REVIEW SHEET

REAPPOINTMENT APPOINTMENT

APPLICANT NAME: Fazila Siddiqi, MD **DATE:** 06/01/2020

The following has been verified by Administration:

1. **Completed Application** — (YES) NO
2. **Current Texas License** — (YES) NO
3. **Board Certification** — (YES) NO
   If No, explain _____
4. **Current DEA Certificate** — (YES) NO
   If No, explain _____
5. **Evidence of Adequate Professional Liability Insurance** — (YES) NO
   Expiration Date: 6-1-2021
6. **Adverse information with Data Bank Queried** — YES (NO)
7. **Board of Medical Examiners Queried** — (YES) NO
8. **Current CPR/ACLS/ATLS for ER privileges** — YES (NO)
   If No, explain Does not work ER
9. **Current ACLS or Board Cert, to perform cardiac stress tests** — YES (NO)
   If No, explain not required
10. **Evidence of CME requirements** — (YES) NO
    If No, explain _____
11. **In good standing at other hospitals where privileged** — (YES) NO
    If No, explain _____
12. **Malpractice claims in the last ten years** — YES (NO)

Specialty: Psychiatry

Comments: _____

Marketing and Development Board Report June 2020

- **Marketing Campaign Reporting/Analytics:** Review reporting for all campaigns and see the creative for May/early June: https://www.dropbox.com/home/Board%20Report%20June%202020
- **Video**
  - We did not run on YouTube in April or in May to help watch our expenses, but did resume our YouTube Preroll campaign with Wood Agency in early June, so reporting will come in the next board report.
  - For June, we are rotating two :15 spots – 3D Mammograms (https://www.youtube.com/watch?v=iIgUSJRBfO0) with 5.7k views since the campaign started and Cardiopulmonary Rehab as of June 11. (https://www.youtube.com/watch?v=PhyA0xUD1sA) with 5.6K views since beginning of June as of June 11.
- **Social Media**
  - We didn't see as much growth with Facebook over past 28 days as COVID-19 hit a lull. We are still right behind Citizens with 3K and ahead of other rural hospitals with similar markets that I compare us to.
  - Twitter and Instagram continue hold their numbers.
  - Social media posts continue to be the main driver of traffic to our website at this time. Thanks to our partnership with Coffey for our website, we have had access to great material to share on social, as well as great info from Methodist as well!
- **Website**
  - Reporting is included in the Dropbox link above. We received April reporting as well. Happy to report website traffic growth! Seeing increase over April. 5.6K users and 7.2K sessions!
  - Emily continues to work on SEO to increase search engine referrals to the site. This is done with particular keywords and metatags used when new content is posted to the site.
- **Public relations**
  - Dueling Pianos (scheduled for Friday, July 24th) promotion – posters printed and distributed, press releases sent out, videos running on social media and boosted and tables are selling quickly!
  - New date for the Baby Fair – Saturday, Sept 26. Working with leadership on the Childbirth Center space to have logo/mission added to accent wall, as well as visuals in the space.
  - Press releases are seeing great traction and coverage due to slight lull period with COVID-19. Seeing great response from local media after releases submitted.
- **Development:**
  - **From Bump to Baby: Family and Baby Expo/ Fair** – rescheduled to Saturday, Sept. 26th. Currently working to finalize the speaker schedule, attendee flow through the facility and finalizing external vendors to come in for the event.
  - **Cuero Health was featured in the new #CrossroadsCares spot** developed by Building Brands Marketing, the firm that does our video production. It will be playing on local traditional media, as well as digital/social media: You can download the original video file here: https://vimeo.com/406692101

- **Save the date** for July 24th Dueling Pianos, Sept. 8th 50th anniversary event at the Venue, Sept. 26th baby fair at CRH, Oct. 10th Turkey Trot 5K, Oct. 20th Runway for a Cure
-

- **Coverage in mid-May on to June 12:**
  - **To see all press releases submitted to area print, radio, TV, magazines, etc, visit:** https://www.cueroregionalhospital.org/news/
  - **Access Physicians:**
    - **Unveiled their case study and video on telecardiology.** Lynn did a great job. They are running ads to point to it, and as I was searching for articles on the local TV website, I was served an ad that pointed to the case study! https://accessphysicians.com/telecardiology
  - **Cuero Record:**
    - **May 13 -** https://www.cuerorecord.com/columns-opinions/falcone-thanks-hospital-staff-incredible-work
    - **May 19 -** https://www.cuerorecord.com/columns-opinions/national-ems-week
    - **June 3 -** https://www.cuerorecord.com/news/crh-receives-federal-state-funding-covid-19-relief%C2%A0
  - **Yorktown News-Views:**
    - **May 13 -** https://www.cuerorecord.com/columns-opinions/falcone-thanks-hospital-staff-incredible-work
  - **KAVU/Crossroads Today:**
    - **May 17 -** https://www.crossroadstoday.com/cuero-regional-hospital-provides-a-list-of-foods-that-will-keep-the-immune-system-strong/
    - **May 23 -** https://www.crossroadstoday.com/cuero-regional-hospital-ems-receives-american-heart-associations-mission-lifeline-ems-gold-plus-recognition-award-for-2020/
    - **May 30 -** https://www.crossroadstoday.com/cuero-regional-hospital-now-offering-state-of-the-art-genius-3d-mammography-exams/
    - **June 9 -** https://www.crossroadstoday.com/dueling-pianos-taking-place-on-july-24/
  - **Victoria Advocate:**
    - **May 13** - https://www.victoriaadvocate.com/opinion/letter-cuero-health-celebrates-hospital-week/article_e9762600-9494-11ea-bd7d-9f025fc662c8.html
    - **May 18 -** https://www.victoriaadvocate.com/opinion/letter-celebrating-46th-annual-national-ems-week/article_2ed20bba-9918-11ea-a188-f710ce9b8787.html
    - **May 26 -** https://www.victoriaadvocate.com/news/health/cuero-wellness-center-to-resume-24-7-hours-in-june/article_31722862-9f87-11ea-a4f8-4325cd338597.html
    - **May 31 -** https://www.victoriaadvocate.com/news/business/cuero-is-reopening-following-guidelines-staying-strong/article_b105cafa-a1b9-11ea-8e60-cb8008dc32d1.html
    - **June 1 -** https://www.victoriaadvocate.com/covid-19/were-taking-all-precautions-experts-say-not-to-delay-emergency-care-during-pandemic/article_aae0d436-a442-11ea-b7a9-97ed6f3314ac.html

CUERO REGIONAL HOSPITAL
50 YEARS OF CARING

June, 2020
Board Report

Clinic Administrator Report

- Continuing to hold Clinic Leadership Meetings to keep directors focused and engaged; group doing very well
- Regular rounding on physicians
- Working with IT to upgrade Allscripts so that Appropriate Use Imaging requirements can begin to be tested and used before January 2021. This will require update of a 2008 virtual server
- Continuing to look for appropriate After Hours Candidate. Several interviews held but the right candidate is not been located. Re-assessing immediate need given volume reduction with COVID19
- Working to re-start veterans assessment visits with LHI; good cash pay visits.
- Working with Dr. Heard and Dr. Barth on retirement plans
- Candidate to visit on 6/29

Assistant Administrator
Board Report
June 2020

Quality/Safety

1. The city installed the new 480 volt transformer on June 9th with no issues. The generator is now working properly.

Finance

1. The 3D Mammography was installed the 1st week of June. We have begun a marketing campaign to advertise this new service.
2. The Wellness Center is now operating at 50% capacity. Swimming lessons have begun and they currently have 35 kids signed up for lessons.
3. The lab should be receiving 2 Sofia machines during the last week of June. These machines will not only provide better sensitivity for flu and RSV tests, they will also enable us to complete a COVID 19 test in approximately 45 minutes.

Community

1. We participated in the community parade at the local nursing homes on June 9th.
2. Employees volunteered 53.5 hours in May.

BOARD REPORT
NURSING ADMINISTRATION 6-12-2020

Safety/Quality

- We had 3 inpatient falls in April, with 1 minor injury. We also had 1 ER patient fall.

- We were 100% compliant with our Sepsis patients in April. We had 8 patients. Jill Saenz, QA Director, is performing a Root Cause Analysis with staff.

People

- An Ultrasound-guided Intravenous Access Class was provided for 8 of our nursing staff on 6-12-20. Introducing this skill into the hands of our nursing staff will positively influence patient outcomes, reduce delays of care and peripheral intravenous insertion attempts. The 8 staff members will then train additional nursing staff.

- We will conduct our last educational session on our new cardiac monitors on 6-22-2020. We will then place our new units into the departments. These units will have the capability of capnography which is a monitoring tool to measure the concentration or partial pressure of carbon dioxide in the respiratory gases.

- The Med Surg Nursing Unit received 13 replacement phones from WestCom. The company replaced our PIVOT phones with Versity phones at no additional cost. The PIVOT phones were difficult to use with cumbersome phone features. The staff experienced delayed and missed patient calls with the phones. WestCom is the vendor of our nurse call system. That interfaces with the phones.

- Our COVID Unit remains operational.

- We have had 2 dialysis patients in our hospital.

Growth

- Cardio/Pulmonary Rehab. began in June. We have 2 patients scheduled. Marketing materials have been developed and Jennifer Janssen, Cardio/Pulmonary Director is sending letters to announce our services to potential patients. The service is located in the first room of the Day Surgery Unit.

Community

- The residents of Cuero Nursing and Whispering Oaks smiled and waved during the Senior Parade.

Yours in service,

Judy Krupala, CNO

CUERO REGIONAL HOSPITAL
50 YEARS OF CARING Quality Care, Close to Home

June, 2020
Board Report

Quality/Safety
- Sepsis for the month of May was 100%
- 4 falls – 3 inpatient and 1 ER
- Department Directors were re-educated on the PDSA process and will report to Quality Committee to better align with Quarterly Quality Council
- DeWitt County is up to 24 positive COVID patients. CRH has diagnosed 3 additional patients who are currently recovering at home
- CRH Trained Yorktown NRC to do their own COVID testing
- Group met to discuss COVID in the future, as it relates to flu and how we might handle hurricane differently

People
- Staff are appreciative of the continued COVID pay; however, census has bounced back nicely and is about as budgeted
- Have a Clinic Administrator candidate who will visit June 29

Growth
- We have had two dialysis patients thus far
- We have had our first CardioPulmonary Rehab patient start the program
- Dr. Lemley doing well working to complete his credentialing paperwork
- Dr. Dale Denton is also completing her credentialing paperwork to begin our aesthetics program and clinic work

Community
- CRH staff took part in the parade to honor our local nursing home patients
- DMF planning Dueling Pianos
- Marketing is working on Baby Fair for September which will allow us to highlight our refreshed/painted unit, new physicians and the experience here at CRH

Nursing Homes/QIPP
- CRH has continued with Nursing Home calls
- All nursing homes following state and CDC guidelines for COVID
- As of our May calls, 2 homes had had positive patients but were isolating appropriately
- Several homes noted staffing concerns after following guidelines that staff who worked multiple jobs had to pick one. This was directed by the State to reduce opportunity for exposure

CUERO REGIONAL HOSPITAL CUEROHEALTH

Quality Improvement Dashboard

FY 2020

	GOAL	1Q2019			2Q2020			3Q2020			4Q2020		
		OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT
Quality/Patient Safety Metrics													
Total RL Solutions Reported		32	26	14	27	23	16	17	18				
Near Miss		2	5	0	3	2	3	1	0				
Precursor		21	15	11	21	15	12	11	17				
Serious Safety		1	0	1	0	1	0	0	0				
Medication Error	0	0	0	0	2	0	0	0	0				
Hand Off Communication Incidents	0	5	2	1	1	1	0	1	1				
2-patient identifier	95%	77%	92%	93%	97%	97%	94%	98%	100%				
Medication Override-Overall	<10%	13.0%	10.9%	9.1%	9.3%	6.6%	7.1%	9.5%	8.8%				
Medication Reconciliation complete < 24 hours	95%												
% Provider order entry	65%	70%	76%	68%	71%	76%	78%	76%	76%				
% Blood Transfusion Criteria compliance	95%	100%	100%	100%	100%	100%	100%	100%	100%				
% Chart Delinquency	<20%	19%	27%	30%	12%	4%	7%	19%	5%				
Total Falls	0	7	4	1	2	3	1	1	4				
Inpatient Fall Rate (# falls per 1000 pt days)	<2%	14.5%	0%	3.7%	3.4%	0%	0%	5.2%	12.7%				
Other Fall Rate (# other falls per consolidated APD)	<0.1%	0.19%	0.30%	0%	0.07%	0.30%	0.09%	0%	0.09%				
Patient Satisfaction													
Press Ganey Texas Rank Percentile													
HCAHPS: **Overall Rating**	75th	86	99	23	23	43	1	84	1				
HCAHPS: **Would Recommend**	75th	21	15	17	54	46	35	58	1				
OAS-CAHPS: **Overall Rating**	51st	57	46	94	12	26	45	99	45				
OAS-CAHPS: **Would Recommend**	51st	3	23	4	25	19	95	99	99				
HH-HCAHPS: **Overall Rating**	65th	22	99	99	99	99	31	1					
HH-HCAHPS Score: Would **Recommend**	65th	75	99	17	99	99	26	1					
Clinics Satisfaction: **Overall Rating**	51st	7	4	9	27	24	11	7	7				
Clinics Satisfaction: **Would Recommend**	51st	8	8	4	30	21	2	5	4				
ER Satisfaction: **Overall Rating**	75th	73	68	34	41	81	67	82	59				
ER Satisfaction: **Would Recommend**	75th	66	88	21	23	87	79	84	54				
Infection Control													
CAUTI	0	0	0	0	0	0	0	0	0				
CLABSI	0	0	0	0	0	0	0	0	0				
SSI	0	2	0	1	1	0	2	1	0				
Handwashing Compliance	95%	88%	88%	86%	94%	89%	90%	96%	96%				

Goal Met

Clinics Quality Improvement Dashboard

CUERO REGIONAL HOSPITAL
CUEROHEALTH

FY 2020

	GOAL	1Q2019			2Q2020			3Q2020			4Q2020		
		OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT
Patient Satisfaction													
Press Ganey Texas Rank Percentile													
Cuero Overall Satisfaction Score:	51st	10	1	10	52	14	11	10	1				
Cuero would recommend practice:	51st	6	6	8	61	9	4	6	1				
Goliad Overall Satisfaction Score:	51st	1	73	2	5	43	31	2	23				
Goliad would recommend practice:	51st	13	99	1	2	90	2	1	53				
Kenedy Overall Satisfaction Score:	51st	92	33	46	2	99	99	99	-				
Kenedy would recommend practice:	51st	99	99	10	2	99	99	99	-				
Parkside Overall Satisfaction Score:	51st	46	5	3	9	43	7	97	99				
Parkside would recommend practice:	51st	24	4	1	14	23	1	99	99				
Yorktown Overall Satisfaction Score:	51st	7	5	3	9	15	41	1	99				
Yorktown would recommend practice:	51st	7	4	9	15	6	7	1	99				
Combined Clinics Overall Satisfaction Score:	51st	7	4	9	27	24	16	9	7				
Combined Clinics would recommend practice:	51st	8	8	4	29	21	3	6	4				
Goal Met													

updated 6/15/2020

Clinics Quality Measures Dashboard

CUERO REGIONAL HOSPITAL CUEROHEALTH

FY2020	GOAL	1Q2019			2Q2020			3Q2020			4Q2020		
		OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT
Quality/Patient Safety Metrics													
Total RL Solutions Reported for Clinics		3	7	1	2	7	2	4	2				
Near Miss		0	1	0	0	2	0	0	0				
Precursor		2	4	1	1	4	2	1	0				
Serious Safety		0	0	0	0	0	0	0	0				
Other		1	2	0	1	1	0	3	2				
Handwashing compliance			92%	88%	93%	87%	100%	93%	92%				
Core Measures													
Wait Time- average time from check-in to check-out	<60 mins	66 mins	67 mins	65 mins	65 mins	58 mins	53 mins	46 mins	55 mins				
Wait Time- average time from check-in to seeing nurse	<20 mins	18 mins	18 mins	20 mins	17 mins	14 mins	10 mins	7 mins	11 mins				
NQF 0034- Colorectal Cancer Screening according to USPSTF for patients 50-75 years of age	85%	74%	76%	73%	73%	75%	72%	73%	73%				
NQF 0069- children 3mths to 18yrs who were diagnosed with URI and were not dispensed an antibiotic on or three days after episode	85%	90%	87%	87%	88%	84%	84%	88%	82%				
NQF 0056- Diabetic Foot Exam for patients 18-75 yrs of age with diabetes (visual inspection, sensory exam w/mono filament, and pulse exam) during the measurement year	85%	69%	45%	53%	59%	61%	74%	72%	64%				
NQF 2372- Breast Cancer Screening with mammogram for women 50-74 years of age	75%	56%	60%	55%	47%	56%	53%	51%	50%				
NQF 0028- Smoking Cessation- patients age 18 & older who were screened for tobacco use & received tobacco cessation intervention if identified as tobacco user	85%	83%	80%	80%	84%	80%	80%	79%	81%				
Gestational Diabetes Mellitus (GDM) Screening- in pregnant women between 24-28wks gestation	90%	67%	60%	33%	87%	88%	75%	88%	88%				
Timely Chart Closure- percentage of charts open after date of encounter	<15%	41%	37%	29%	27%	27%	25%	20%	22%				
Timely Review of Results- number of providers w/results outstanding for month 48hrs after month end	0	10	7	9	8	4	4	5	4				
Goal Met													

updated 6/1/2020

OLD BUSINESS AGENDA ITEM #1

Annual Audit Report and Board Education - Review and Take Appropriate Action

2020 06 25

AGENDA ITEM #1

HUMAN RESOURCES ANNUAL REPORT – Review and Take Appropriate Action

Attached:

2019 Annual Report to the Board of Directors

2020 06 25

Cuero Regional Hospital

2019 ANNUAL REPORT TO THE BOARD OF DIRECTORS

CUERO REGIONAL HOSPITAL

2019 COMPETENCY REPORT

The Mission of Cuero Regional Hospital is to provide compassionate care to those we serve with a commitment to excellence in all we do. To meet this goal, the Hospital carries out the following processes and activities:

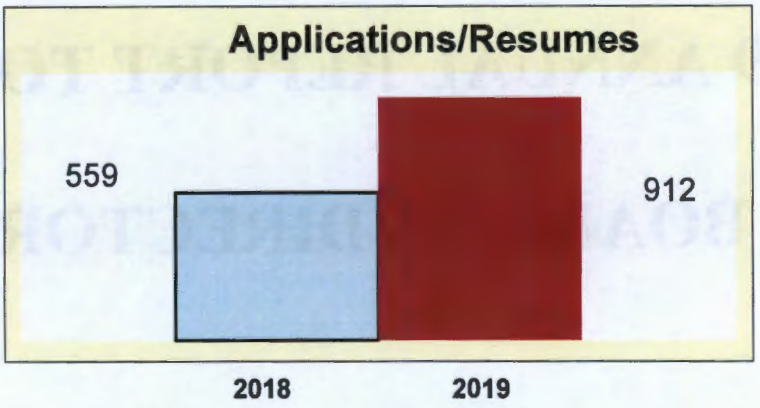
- Providing an adequate number of staff
- Providing competent staff
- Orienting, training, and educating staff

This report will provide a summary of the following processes and activities carried out by the Hospital:

Recruiting
Turnover
Terminations
Resignations
Credentialing
Patterns, Issues and Trends

Recruiting:

1. Human Resources received 912 applications/resumes in 2019. The contributed increase in applications was due to the ability of applicants to complete the application online versus having to come to Human Resources in person or have it emailed/mailed.



Data collected from Applications/Resumes Log

2. Available positions were posted internally in Meditech and on the CRH website. Positions were externally advertised in the Victoria Advocate, Cuero Record, The Yorktown News-View, and on Indeed and CareerBuilder websites. Indeed has been used for many years. CareerBuilder was utilized for its second and final year of our contract.

3. Hard to recruit FT and PT positions that were posted and unfilled longer than 2 months.

2018	2019
Cuero Medical LVN & MA	Cuero Medical LVN
Lab MT/MLT	Lab MT/MLT
Med/Surg RN	Home Health RN & LVN
Radiology Tech	Childbirth Center RN
Lab Phlebotomist	Community Paramedic
EMS Paramedic, Intermediate & Basic	EMS Paramedic & Intermediate & Basic
Registration Clerk	Registration Clerk
Pharmacy Tech	Pharmacy Tech
Wellness Center Health Tech	Information Services Director
	Med/Surg CNA

Excludes PRN and PHC/CBA employees

Data collected from Positions Replacement Log

3. There were 60 employees hired to fill available positions. All new hires completed hospital wide and department specific orientation processes.

Data collected from Meditech. Excludes PHC/CBA new hires

Turnover:

1. At the end of 2019, 451 employees were on staff.

2. The overall turnover rate for 2018 was 23%, while in 2019 the rate was 15.71%. The turnover rate excluded PHC, CBA and PRN employees.

Data was collected from Meditech.

3. In 2018, the Registered Nurses had a 23% turnover rate, while in 2019 the turnover rate was 2%. The turnover rate excludes PRN employees.

Data was collected from Meditech.

4. The below turnover rates are for the different classifications and excluded PRN employees:

2018		2019	
Nursing	18%	Nursing	6%
Clinical	15%	Clinical	17%
Other	14%	Other	14%
Home Health	0%	Home Health	16%
PHC & CBA	43%	PHC & CBA	72%
Wellness	84%	Wellness	37%
Clinics	32%	Clinics	25%

Nursing includes RNs, LVNs and CNAs in all nursing departments.
Data collected from Meditech

Terminations:

1. Reasons according to the Rules of Conduct:

2018		2019	
Job performance/Job performance during probation period	4	Job performance/Job performance during probation period	2
		No Call, No Show	2
Four written warnings	1	Four written warnings	2
Negligent care	1	Excessive Absences	1
Falsified Documents	1	Dishonest	1

Excludes PRN, Clinics, Wellness Center, and CBA & PHC
Data collected from Meditech

2018 PHC & CBA		2019 PHC & CBA	
No Call, No Show	23	No call, No show	26
Time Clock Abuse	3	Falsified Documents/Timesheets	2

Data collected from Meditech

2018 Wellness Center		2019 Wellness Center	
No Misconduct		No Misconduct	

Data collected from Meditech

2018 Clinics		2019 Clinics	
Job Performance	2	Falsified Time Sheet	1
Tampering	1	Negligent Care	1
Negligent Care	1		
Four Written Warnings	1		
HIPAA Violation	1		
Dishonest	1		

Data collected from Meditech

(This space intentionally left blank.)

Resignations:

1. Top reasons for voluntary resignations:

2018		2019	
Family/Health/Personal Reasons	3	Family/Health/Personal Reasons	2
Another Job/FT Job	11	Another Job/FT Job	3
Moved Out Of Town	2	Resigned	5
Walked Out/Quit	2	Walked out/Quit	1
Retired	4	Retired	2
Resigned	2		
FMLA Expired	2		
Went to School	3		
Contracted to Another Company	6		

Excludes PRN, Clinics, Wellness Center, CBA & PHC
Data collected from Meditech

(This space intentionally left blank.)

2018 PHC & CBA		2019 PHC & CBA	
Resigned	1	Another Job/FT Job	5
Another Job/FT Job	6	No Or Expired Clients	14
No Or Expired Clients	3	Moved Out Of Town	5
Moved	3	Quit Without Notice	11
Quit Without Notice	3	Resigned	4
		Health/Family/Personal	11
		Babysitter Issues	2

Data collected from Meditech

2017 Wellness Center		2018 Wellness Center	
Resigned	1	Went to School	1
Another Job/FT Job	3	Another Job/FT Job	1
Quit Without Notice	1		

Data collected from Meditech

2018 Clinics		2019 Clinics	
Another Job/ FT Job	5	Another Job/FT Job	4
Health/Family/Personal	2	Resigned	5
Went to School	1	Quit Without Notice	3
Resigned	3	Health/Family/Personal	1
Quit Without Notice	1	Didn't Like the Work	1
		Deceased	1

Data collected from Meditech

(This space intentionally left blank.)

Terminations and Resignations

	2018	2019
Dept	No. Term * or Resign	No. Term * or Resign
Nursing Adm	0	0
Med/Surg	5	2
ICU/PACU/DS/AMB	5	1
Childbirth Cntr	0	0
Surgery & CS	2	0
Emergency Room	0	1
Inf Ctrl/EH	0	0
CM/RM/QA	0	0
CS/Med Nec	0	0
Cardiopulmonary	1	0
Laboratory	4	2
Diag Imaging	0	1
Nuc Med	0	1
Ultrasound	0	0
EMS	1	2
Home Health	0	1
PHC and CBA	46	81
Pharmacy	0	1
Grounds	2	0
Materials Mgmt	0	0
Business Off/Swbd.	2	1
Registration	0	4
HIM	0	1
Fin/Gen Acct	0	0
IS	0	1
HR/Credentialing	0	0
Marketing	1	0
Administration	1	0
Wellness Cntr	5	2
Clinics	22	18
Courier	1	0
Volunteers	0	0
Total	**98**	**120**
	*Excludes PRN	*Excludes PRN

Data collected from Meditech

Credentialing:

1. In 2019, we credentialed 90 physicians and 6 allied health professionals.

2. There were 36 initial appointments and 60 reappointments.

3. There were 33 consulting physicians, 2 active staff, 0 courtesy staff, and 1 allied health professionals for initial appointments and 45 consulting physicians, 5 active staff, 5 courtesy staff, and 5 allied health professionals for reappointments in 2019.

4. We continue to have Southwest Medical Associates as our Emergency Room Physicians group.

Data collected from Priv+ and medical staff agendas

Patterns, Issues and Trends:

Turnover Rates	2019 – 15.71% *** 18.73% comparison with 33 other hospitals in Texas**
	2018 -- 23% *** 17.98% comparison with 37 other hospitals in Texas**
	2017 -- 18% *** 21.51% comparison with 34 other hospitals in Texas**
	2016 -- 22% *** 21.08% comparison with 34 other hospitals in Texas**
	2015 -- 17% *** 19.12% comparison with 41 other hospitals in Texas**

** data from TSHHRAE wage and benefit survey

*** Excludes, PHC/ CBA, and PRN

SUMMARY

Recruiting

In 2019, Human Resources received 912 applications and resumes. The number of most difficult to fill positions was 10. Online applications provided a greater number of applicants and improved the ability to hire experienced and quality employees.

Turnover

In 2019, the turnover rate was 15.71% in comparison the 18.73% of 33 other hospitals in Texas. This information came from the Texas Society of Healthcare Human Resources and Education Association's annual wage survey. The turnover rate of all RNs excluding PRNs in 2019, was 2%.

Terminations/Resignations

Most terminations were from no call no shows. The most resignations were due to staff leaving for another job/FT job.

Credentialing

There were 36 initial appointments and 60 reappointments making a total of 96 physician and allied health professionals credentialed in 2019.

Patterns, Issues and Trends

The turnover rate increase was a trend across 33 hospitals in Texas. Our turnover rate decreased by 8.29%, whereas the TSHHRAE survey showed a 0.75% increase in the turnover rate.

AGENDA ITEM #2

Extension of Indigent Care Program – Consider and Take Appropriate Action

The Indigent Program is approaching the $100,000 limit on the out-of-hospital expenses for indigent care. The Chief Financial Officer is requesting approval from the board to either close the program at the end of June or consider extending the program until the end of the fiscal year.

2020 06 25

AGENDA ITEM #3

Designate Representative to Golden Crescent Economic Development District – Consider and Take Appropriate Action

2020 06 25

AGENDA ITEM #4

Revised Capital Risk – Discussion Only

2020 06 25

Current Capital Risks

6/17/2020

Dept	Item	Cost	Urgency Explanation
Facility	CAPRS/PAPRS	$ 30,000	Current equipment is 15 yo PAPRS and not functional; new batteries no longer available. These will allow staff to care for PUI/COVID patients safely & comfortably while saving PPE.and add 5 for total of 10; long term COVID care
Facility	UV Disinfection Light	$ 75,000	UV Light to disinfect masks and can be used to disinfect rooms/areas
RT	High Flow Cannula	$ 12,000	Current equipment/systems allow up to 15L of 02; Current COVID treatment can be up to 60L of 02. COVID here to stay; reduce future transfers
Facility	Infrastructure/Plumbing	$ 100,000	Estimated amount for continued Plumbing repair for 2nd corridor on MedSurg for future COVID Unit; add corridor doors to close off unit;
HH	Laptops	$ 2,800	Current laptops not functioning properly at all times. Needed to document/bill
Facility	Telemetry	$ 170,000	Several downtime issues; no longer supported by company. If it crashes we no longer can provide telemetry monitoring will result in, loss of volume. Price includes Hospital and ER allowing one system vs two old systems. ER was budgeted for FY21
ER	Telemetry	$ -	Intermittant issue; budgeted in FY21 $50k; More efficient to add to above
PACS Storage	Imaging	$ 335,000	Planned for FY21; however, with increased volume of new MRI change needed sooner to include new equipment and software. Updated storage will allow us to have one onsite copy and one cloud based copy which will keep us more secure from data destruction. Upgrade will also allow us to electronically share exams with offsite physicians and securely transmit them in a format that physician can save at their location. Will decrease annual service fee from 72K to 12K annually
EMS	LifePak	$ 42,000	Item was dropped; held together with a zip tie. No longer supported by vendor. Not budgeted for this year.
EMS	Lucas	$ 18,000	We have one and it is used in ER and on scenes
EMS	Video Laryngoscopes	$ 5,000	Currently we do not have, using this equipment minimizes space between patient and intubation. 2 X $2500
Facility	Infrastructure	$ 75,000	Architects needed to assess OR/HVAC; Lab to accommodate COVID testing equipment
IT	IT Servers/Network/Back Up	$ 1,100,000	Servers are intermittently have problems. In the past two weeks, system taken down for emergent repair and replacement of drives. Houses all meditech, loss of servers takes down clinical and financial systems
Kenedy RHC	Roof Replacement	$ 86,000	Roof has been repaired but continues to leak. Concern with RHC Survey anticipated this summer. Working to get additional quotes
Goliad RHC	HVAC/conversion from gas to electrical	$ 15,000	Install new 320 AMP electrical service to Goliad Clincia & replace a 3 Ton and 4 Ton split AC system. Getting multiple quotes on electrical work. This includes new electric a/c and heater and the electrical to rewire for electric heat so we can do away with natural gas. The current unit is over 15 years old and is leaking Freon and is no longer serviceable
Surg/Anesthesia	Anesthesia Machine	$ 72,000	This is the OB unit. Out of date, end of life, GE does not have parts readily available. If machine goes down, no replacement in hospital. Machine is 18 years old.
TOTAL		**$ 2,137,800**	

AGENDA ITEM #5

Capital Expenditure Request for CAPRS – Review and Take Appropriate Action

Proposals Attached:

Owens & Minor	**$30,112.60 Recommended**
Grainger	**$33,161.20**
DQE	**$34,150.32**

2020 06 25

CAPITAL EXPENDITURE REQUEST

HOSPITAL/ENTITY **Cuero Regional**		
DEPARTMENT **MedSurg, ER, ICU, OB, Surgery**		DATE PREPARED **6-18-20**
Is the requested purchase in compliance with the Healthtrust GPO? **NO-Due to COVID not counted against us. They do not carry the product. Grainger is on Contract.**		

DESCRIPTION

PROJECT NAME **Powered Air Purifying Respirators--See attached sheets.** — DESIRED DELIVERY/START DATE **ASAP**

PROJECT DESCRIPTION: **3M Versaflo TR-300+ Series Complete Systems PAPR's**

PURPOSE FOR REQUEST: New Service ☐ Replacement ☑ Code Compliance ☐

JUSTIFICATION *Indiate present situation, need for the item requested and alternative considerations.*

Personnel Protective Equipment for staff-COVID-Infectious Diseases

BUDGET REFERENCE

BUDGET LINE ITEM *IF NOT BUDGETED, WHY IS IT NEEDED AT THIS TIME?*

Amount Budgeted: 0

Protection for employees-COVID

Replacement of old equipment 2007 Battery Life 5 years

FINANCIAL

EQUIPMENT/PROJECT COSTS	Attach copies of proposals		
$30,000.00	Bid #1	Bid #2	Bid #3
Name of Bidder	**Owens & Minor**	**Grainger**	**DQE**
Land and/or Acquisition			
Construction			
Equipment			
TOTAL COSTS	**$30,112.60**	**$33,161.20**	**$34,150.32**
Less Trade In	**$0.00**	**$0.00**	**$0.00**
NET CAPITAL REQUIRED	**$30,112.60**	**$33,161.20**	**$34,150.32**
RECOMMENDATION (Check one)	☑	☐	☐

ASSET DISPOSITION DATA

Description of Disposed Assets: Retired

BOOK VALUE OF DISPOSED ASSET

METHOD OF DISPOSITION: Trade In ☐ Sale ☐ Abandonment ☐

AUTHORIZATION

DEPARTMENT HEAD: Rebecca Munay — DATE: 6/19/2020

SLT LEADER: J Krupala — DATE: 6/19/2020

CHIEF EXECUTIVE OFFICER or CHIEF FINANCIAL OFFICER — DATE:

DATE:

Board Member Signature if greater than $5,000

BIDS for Powered Air Purifying Respirators

OWENS & MINOR--First Choice					
Name	**Number**	**Each Cost**	**Total**		
3-M Soft Hood PAPR System Kit	10	$ 867.26	$ 8,672.60		
M/L DLC Lens-Cuff	6	$ 129.03	$ 774.18		
S/M DLC Lens-Cuff	100	$ 129.03	$ 12,903.00		
3-M Hard Hat with Face Shield	6	$ 1,147.25	$ 6,883.50		
3-M HE Filters	16	$ 40.35	$ 645.60		
S-Series Hood/C-Collar	4	$ 58.43	$ 233.72		
Grand Total			$ 30,112.60		

Grainger--Second Choice					
Name	**Number**	**Each Cost**	**Total**		
PAPR System Kit	10	$ 1,010.72	$ 10,107.20		
Hard PAPR System	6	$ 2,363.00	$ 14,178.00		
M/L DLC Lens-Cuff	30	$ 236.00	$ 7,080.00		
S/M DLC Lens-Cuff	4	$ 236.00	$ 944.00		
HE Filter	3	$ 284.00	$ 852.00		
Grand Total			$ 33,161.20		

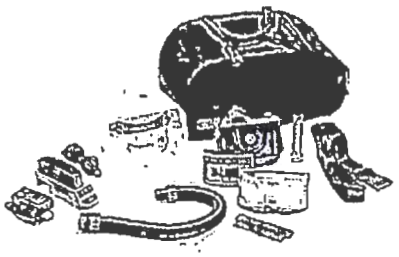
DQE--Third Choice					
Name	**Number**	**Each Cost**	**Total**		
Soft Hat Kits	10	$ 1,148.00	$ 11,480.00		
M/L DLC Lens-Cuff	30	$ 105.00	$ 3,150.00		
S/M DLC Lens-Cuff	4	$ 105.00	$ 420.00		
Filter	16	$ 40.35	$ 645.60		
Battery Chargers	16	$ 300.00	$ 4,800.00		
NSI	16	$ 479.17	$ 7,666.72		
Battery Kit	6	$ 998.00	$ 5,988.00		
Grand Total			$ 34,150.32		
DQE do not carry Hard Helmets					

Contract

3M

PAPR System Kit, M/L, Belt-Mounted, Cartridges Included HE Filter, Integrated Suspension

Item # 475M39 Mfr. Model # TR-300N+ HKL Catalog Page # N/A UNSPSC # 46182007



Your Price

$1,010.72 / each

1

Add to Cart

+ Add to List | + Add to Quote

Confirm ZIP Code to determine availability.

77954 Save

Shipping Weight 11.0 lbs.

Country of Origin USA | *Country of Origin is subject to change.*

Note: Product availability is real-time updated and adjusted continuously. The product will be reserved for you when you complete your order. More

How can we improve our Product Images?

Compare

Technical Specs

Item	PAPR System Kit	Cartridges Included	HE Filter
PAPR Class	Powered Air	Intrinsically Safe	No
Mask Size	M/L	Suspension	Integrated
Includes	Headcover, Length Adjusting Breathing Tube with Breathing Tube Cover, Carrying Bag, PAPR Unit, Easy Clean Belt, High Capacity Battery, Battery Charger Kit, HE Filter, Prefilter, Airflow Indicator	Headgear Included	Yes
		Window Material	Polyethylene Terephthalate
Battery Type	High Capacity Lithium Ion - Rechargeable	Standards	NIOSH

Chat with an Agent

3M

Powered Air Purifying Respirator, Universal, Belt-Mounted, Cartridges Included HE Filter

Item # **475M29** Mfr. Model # **1334272** Catalog Page # **N/A** UNSPSC # **46182007**

How can we improve our Product Images?

Compare

Web Price

$2,363.00 / each

1

Add to Cart

+ Add to List |

Quantity Limit: 20

Shipping Pickup

Expected to arrive by end of **Aug, 2020.**

Ship To 77954 (Change)

COVID-19 has created unprecedented demand for pandemic-related items. Availability & pricing are subject to change without notice due to high demand, limited supply & cost changes. Grainger reserves the right to limit quantity, frequency of purchase and discounts on any items.

Shipping Weight **14.4 lbs.**

Country of Origin **USA** | *Country of Origin is subject to change.*

Note: Product availability is real-time updated and adjusted continuously. The product will be reserved for you when you complete your order. More

Technical Specs

Item	**Powered Air Purifying Respirator**	Cartridges Included	**HE Filter**
PAPR Mount	**Belt-Mounted**	Intrinsically Safe	**Yes**
Mask Size	**Universal**	Suspension	**Ratchet**
Includes	**Respiratory Hard Hat Assembly with Premium Visor, Face Seal, Safe PAPR Unit, Safe Battery, Battery Attachment Tool, Length Adjusting Breathing Tube, High Durability Belt, OV/AG/HE Cartridge, Filter Cover, Single Station Battery Charger Kit, Airflow Indicator, High Temperature Breathing Tube Cover, (2) Prefilter, (2) Spark Arrestor, Storage, Cleaning Kit**	Headgear Included	**Yes**
		For Use With	**3M(TM) Versaflo(TM) TR-800 Series Powered Air Purifying Respirator, 3M(TM) Versaflo(TM) TR-802N Safe Replacement Motor/Blower**
		Window Material	**Polycarbonate**
Battery Type	**Lithium-Ion Rechargeable**	Standards	**NIOSH**

Chat with an Agent

3M

PAPR System Kit, M/L, Belt-Mounted, Cartridges Included HE Filter, Integrated Suspension

Item # 475M39 Mfr. Model # TR-300N+ HKL Catalog Page # N/A UNSPSC # 46182007

Web Price

$1,409.00 / each

1

Add to Cart

+ Add to List |

Shipping Pickup

Item is not available for purchase.

Ship To 77954 (Change)

Shipping Weight 11.0 lbs.

Country of Origin USA | *Country of Origin is subject to change.*

Note: Product availability is real-time updated and adjusted continuously. The product will be reserved for you when you complete your order. More

How can we improve our Product Images?

Compare

Technical Specs

Item	PAPR System Kit
PAPR Mount	Belt-Mounted
Mask Size	M/L
Includes	Headcover, Length Adjusting Breathing Tube with Breathing Tube Cover, Carrying Bag, PAPR Unit, Easy Clean Belt, High Capacity Battery, Battery Charger Kit, HE Filter, Prefilter, Airflow Indicator
Battery Type	High Capacity Lithium Ion - Rechargeable

Cartridges Included	HE Filter
Intrinsically Safe	No
Suspension	Integrated
Headgear Included	Yes
Window Material	Polyethylene Terephthalate
Standards	NIOSH

Chat with an Agent

3M

Hard Hat, Universal

Item # **11W002** Mfr. Model # **M-307** Catalog Page # **1769** UNSPSC # **46182007**

Web Price

$485.00 / each

1

Add to Cart

+ Add to List |

Shipping Pickup

Expected to arrive **Fri. Jun 19.**

Ship To **77954** (Change)

⚠ **COVID-19 has created unprecedented demand for pandemic-related items. Availability & pricing are subject to change without notice due to high demand, limited supply & cost changes. Grainger reserves the right to limit quantity, frequency of purchase and discounts on any items.**

Jump to: Required Accessories

Shipping Weight **4.16 lbs.**

How can we improve our Product Images?

Compare

Country of Origin USA | *Country of Origin is subject to change.*

Note: Product availability is real-time updated and adjusted continuously. The product will be reserved for you when you complete your order. More

Product Details

View More

Technical Specs

Item	Hard Hat
Mask Size	Universal
Lens Material	Coated Polycarbonate
Suspension	6 Point

For Use With	Certain 3M(TM) Powered Air Purifying and Supplied Air Respirator Systems
Includes	Easy Clean Belt, Flame Resistant Faceseal, Reducing Ratchet, and Visor Covers
Standards	NIOSH Approved

Chat with an Agent

3M

Head Cover, M/L, White

Item # 6PPG9 Mfr. Model # S-133L-5 Catalog Page # 1769 Catalog Group # H6717 UNSPSC # 46182007

Web Price

$236.00 / pkg. of 5

1

Add to Cart

+ Add to List |

Confirm ZIP Code to determine availability.

77954 Save

Shipping Weight 2.3 lbs.

Country of Origin USA | *Country of Origin is subject to change.*

Note: Product availability is real-time updated and adjusted continuously. The product will be reserved for you when you complete your order. More

How can we improve our Product Images?

Compare

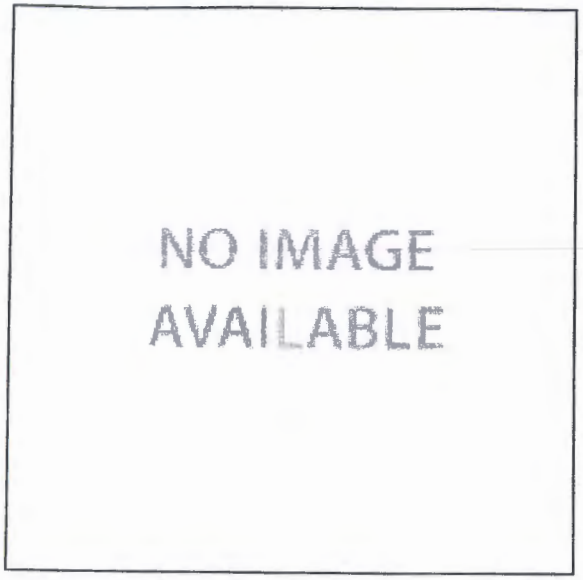
Product Details

View More

Technical Specs

Item	Head Cover
Mask Size	M/L
Color	White
Material	Polypropylene
Lens Material	PETG
Suspension	Integrated
For Use With	Certain 3M(TM) Powered Air Purifying and Supplied Air Respirator Systems
Standards	NIOSH Approved

Chat with an Agent



HEALTHCARE PAPR KIT MED-LRG

Kit Healthcare Papr Medium Large Disposable/sngle Use

Non-Stock Item: This product is available from Owens &Minor although it may not be stocked locally. Contact your local Customer Service representative for further information.

Description
O&MProduct #: 4509R300NHKL
3M COMPANY (3M) Product # : TR-300N+HKL

Contract
Price Date: 6/18/2020
Contract Number: Not on Contract
Contract Type:
Effective Date:
Expiration Date:

Stock Indicator: Non-Stock ◑ 0 Available

$867.2600 per EACH - 1 🏷 ★

★ Denotes the minimum purchase unit of measure for the Distribution Center
🏷 Denotes the purchase unit of measure for O&M

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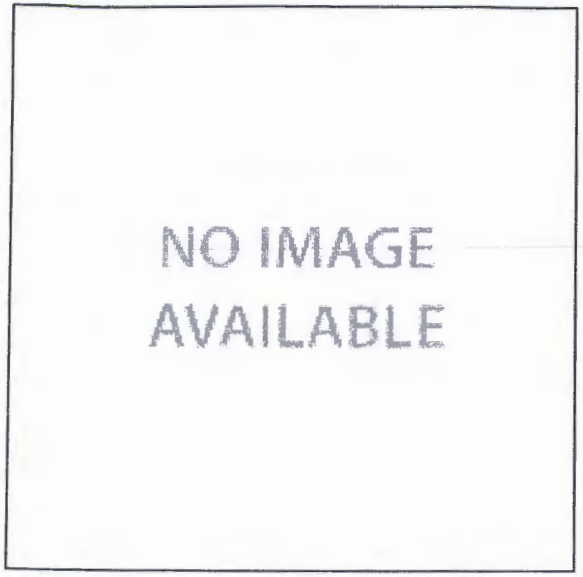

KIT 3M VERSAFLO HEAVY INDUSTRY PAPR

Kit 3m Versaflo Heavy Industry Papr Tr-300n+ Hik Latex Free Non Sterile

Non-Stock Item: This product is available from Owens &Minor although it may not be stocked locally. Contact your local Customer Service representative for further information.

Description
O&MProduct #: 4509R300NHIK
3M COMPANY (3M) Product # : TR-300N+ HIK

latex free

Contract
Price Date: 6/18/2020
Contract Number: Not on Contract
Contract Type:
Effective Date:
Expiration Date:

Stock Indicator: Non-Stock ◑ 0 Available

$1147.2500 per EACH - 1 🏷

★ Denotes the minimum purchase unit of measure for the Distribution Center
🏷 Denotes the purchase unit of measure for O&M

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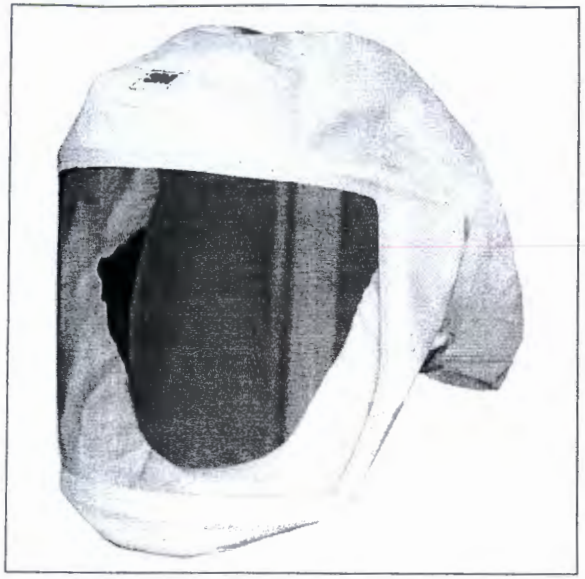

HEADCOVER VERSAFLO WHITE SML/MEDIUM

INTEGRATED HEAD SUSPENSION

Versaflo Headcover With Integrated Head Suspension White Small/Medium

Non-Stock Item: This product is available from Owens &Minor although it may not be stocked locally. Contact your local Customer Service representative for further information.

Description
O&MProduct #: 4509S133S5
3M COMPANY (3M) Product # : S133S5

Contract
Price Date: 6/18/2020
Contract Number: Not on Contract
Contract Type:
Effective Date:
Expiration Date:

Stock Indicator: Non-Stock ◑ 0 Available

$25.8100 per EACH - 1
$129.0300 per CA-CASE - 5 EACH 🏷 ★
$129.0300 per CS-CASE - 5 EACH

★ Denotes the minimum purchase unit of measure for the Distribution Center
🏷 Denotes the purchase unit of measure for O&M
Denotes an unavailable customer purchase unit of measure

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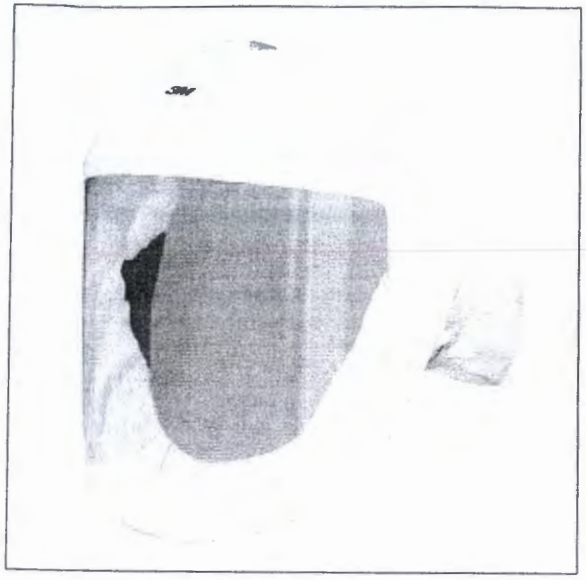

HEADCOVER VERSAFLO WHITE MED/LARGE

DROPSHIP PREFERRED

Versaflo Headcover With Integrated Head Suspension White Medium/Large-MSS

Non-Stock Item: This product is available from Owens &Minor although it may not be stocked locally. Contact your local Customer Service representative for further information.

Description
O&MProduct #: 4509S133L5
3M COMPANY (3M) Product # : S-133L-5

latex free

Contract
Price Date: 6/18/2020
Contract Number: Not on Contract
Contract Type:
Effective Date:
Expiration Date:

Stock Indicator: Non-Stock ◑ 0 Available

$23.9700 per EACH - 1
$119.8600 per CA-CASE - 5 EACH 🏷 ★
$119.8600 per CS-CASE - 5 EACH

★ Denotes the minimum purchase unit of measure for the Distribution Center
🏷 Denotes the purchase unit of measure for O&M
Denotes an unavailable customer purchase unit of measure

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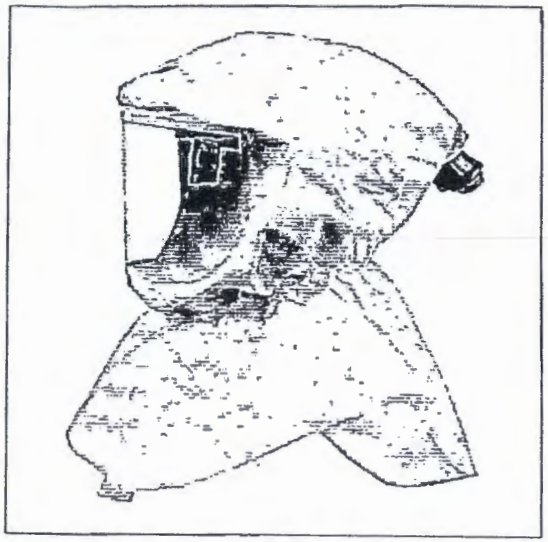

S-SERIES HOOD WITH COLLAR

Hood Assembly With Inner Collar And Premium Head Suspension Standard White Latex Free Non Sterile Reusable 3m Versaflo

Non-Stock Item: This product is available from Owens &Minor although it may not be stocked locally. Contact your local Customer Service representative for further information.

Description

O&MProduct #: 450900S655

3M COMPANY (3M) Product # : S-655

latex free

Contract

Price Date: 6/19/2020

Contract Number: Not on Contract

Contract Type:

Effective Date:

Expiration Date:

Stock Indicator: Non-Stock ◑ 0 Available

$58.4300 per EACH - 1

$58.4300 per CA-CASE - 1 EACH ◆

$58.4300 per CS-CASE - 1 EACH

☆ Denotes the minimum purchase unit of measure for the Distribution Center

◆ Denotes the purchase unit of measure for O&M

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DQE

3M Versaflo 300 PAPR Kit with Hood

SKU: #HM5813

Experience the comfort and unique features of the Versaflo 300 respirator system, ideal for healthcare professionals.

PRICE: $1,148.00

Buy at: **https://shop.dqeready.com/3m-versaflo-300-papr-kit-with-hood/**
or call 800-355-4628

DESCRIPTION

The 3M Versaflo 300 PAPR is a lightweight, compact, and well-balanced belt-mounted unit for positive pressure respiratory protection against airborne particulates. The slim profile is designed for use in tight spaces, and the smooth contoured outer surface is less prone to snagging on nearby objects, making the Versaflo 300 ideal for healthcare settings. Capacity to work with a wide variety of headtops, filters and cartridges. Battery charger sold separately.

Available As

- 3M Versaflo 300 PAPR Kit with Hood (HM5813)

SPECIFICATIONS

3M Versaflo 300 PAPR Kit with Hood (HM5813)

- Two types of alarms - one audible and one LED - alert the user to either a low battery or low airflow.
- The air inlet draws air from the bottom of the unit, making it easier for the wearer to sit without blocking the airflow intake.
- The small, single air inlet helps make decontamination easier and faster.
- The length adjusting breathing tube features a quick release swivel connection, which connects quickly to the headgear and is designed to minimize loops and kinks in the breathing tube.
- *EasyClean* vinyl belt allows for thorough cleaning and reuse.
- Battery Life: 8-12 hours (Charger sold separately)
- 3M Versaflo 300 PAPR Blower Unit Model#: TR-302N+
- Includes 3M hood model S-655 with single shroud

CONTENTS

- Kit includes:
  - 3M Versaflo 300 PAPR Blower Unit
  - 3M Breathing Tube Assembly
  - 3M Airflow Indicator
  - Single Shroud Hood
  - High Capacity Battery
  - HE Filter
  - Easy Clean Vinyl Belt
- Battery Charger ***not*** included

ADDITIONAL INFO

Documents

- Battery Maintenance for 3M Versaflo Respirator Systems
- 3M OSHA Best Practices for Hospital-Based First Receivers
- Versaflo 300 - Inspection, Cleaning and Storage Procedures for 3M™ TR-300 PAPR Assemblies

Videos

"Easy to Use" - 3M™ Versaflo™ 300 Powered Air Purifying Respirator Systems

3M™ Versaflo™ 300 Powered Air Purifying Respirator (PAPR) Systems are intuitive and designed for ease of use. **Length:** 00:55

"Reliable Protection" - 3M™ Versaflo™ 300 Powered Air Purifying Respirator Systems

3M™ Versaflo™ 300 Powered Air Purifying Respirator (PAPR) Systems help provide reliable, integrated respiratory protection. **Length:** 01:10

DQE

3M Headcover for Versaflo PAPR

SKU: #HM5808

Headcover for 3M Versaflo Respirator directs positive airflow into the breathing zone.

PRICE: $105.00

Buy at: **https://shop.dqeready.com/3m-headcover-for-versaflo-papr**
or call 800-355-4628

DESCRIPTION

The 3M Versaflo Headcover is a loose fitting facepiece approved for use with the 3M Versaflo 300 PAPR (HM5814) and 3M Versaflo 600 PAPR (HM5620). This headcover gives the user a wide field of vision, allowing patients to see their provider's face, helping to facilitate communication. Available in sizes small and large.

Available As

- 3M Headcover for Versaflo - Small (HM5808S)
- 3M Headcover for Versaflo - Large (HM5808L)

SPECIFICATIONS

3M Headcover for Versaflo (HM5808S), (HM5808L)

- Allows patients to see their provider's face, helping to facilitate communication.
- The unique shape of the headcover allows for easier use of a stethoscope.
- The new visor design gives providers a wide field of view.
- Fabric Type: Polypropylene Coated Non-woven Polypropylene.
- Air flow range: 170 to 225 LPM (6 to 15 CFM)
- Head Suspension: Integrated (adjustable plastic suspension)
- Contains no components made from natural rubber latex.
- Size Small: Head Circumference 50 - 58 cm (US Hat Size 6 ¼ - 7 ¼)
  Size Large: Head Circumference 54 - 64 cm (US Hat Size 6 ¾ - 8)
- 3M Model#: S-133

DQE

3M Versaflo 300 PAPR Kit

SKU: **#HM5814**

Experience the comfort and unique features of the Versaflo respirator system, ideal for healthcare professionals.

PRICE: $998.00

Buy at: **https://shop.dqeready.com/3m-versaflo-300-papr-kit/**
or call 800-355-4628

DESCRIPTION

The 3M Versaflo 300 PAPR is a lightweight, compact and well-balanced belt-mounted unit for positive pressure respiratory protection against airborne particulates. The slim profile is designed for use in tight spaces, and the smooth contoured outer surface is less prone to snagging on nearby objects, making the Versaflo 300 ideal for healthcare settings. Head cover and battery charger not included.

Available As

- 3M Versaflo 300 PAPR Kit (HM5814)

SPECIFICATIONS

3M Versaflo 300 PAPR Kit (HM5814)

- Two types of alarms - one audible and on LED - alert the user to either a low battery or low airflow.
- The air inlet draws air from the bottom of the unit, making it easier for the wearer to sit without blocking the airflow intake.
- The small, single air inlet helps make decontamination easier and faster.
- The breathing tube features a quick release swivel connection, which connects quickly to the headgear and is designed to minimize loops and kinks in the breathing tube.
- EasyClean vinyl belt allows for thorough cleaning and reuse.
- Battery Life: 8-12 hours (Charger sold separately)
- 3M Blower Unit Model#: TR-302N+

DQE

3M Versaflo 600 PAPR Kit

SKU: **#HM5620**

Experience the comfort and unique features of the Versaflo 600 respirator system, ideal for healthcare professionals.

PRICE: $1,245.44

Buy at: **https://shop.dqeready.com/3m-versaflo-600-papr-kit/**
or call 800-355-4628

DESCRIPTION

The 3M Versaflo 600 PAPR is a lightweight, compact and well-balanced belt-mounted unit for positive pressure respiratory protection against airborne particulates. The slim profile is designed for use in tight spaces, and the smooth contoured outer surface is less prone to snagging on nearby objects, making the Versaflo 600 ideal for healthcare settings. The blower unit introduces multiple speeds, audible, visual and vibratory alarms and the capacity to work with a wide variety of headtops, filters and cartridges. Battery charger sold separately.

Available As

- 3M Versaflo 600 PAPR Kit (HM5620)

SPECIFICATIONS

3M Versaflo 600 PAPR Kit (HM5620)

- Audible, LED and vibrating alarms - alert the user to either a low battery or low airflow.
- Multiple blower flow rate speeds
- The air inlet draws air from the bottom of the unit, making it easier for the wearer to sit without blocking the airflow intake.
- The small, single air inlet helps make decontamination easier and faster.
- The breathing tube features a quick release swivel connection, which connects quickly to the headgear and is designed to minimize loops and kinks in the breathing tube.
- Filter cover helps protect filter cartridges from physical damage and enables PAPR to be worn through decontamination showers or in the rain.
- Meets IP53 rating while in use in decontamination shower
- Meets IP67 rating when used with cleaning and storage plugs to enable full submersion for easy clean-up and decontamination

- EasyClean vinyl belt allows for thorough cleaning and reuse.
- Battery Life: 4-12 hours (Charger sold separately)
- 3M Blower Unit Model#: Versaflo TR-602N

CONTENTS

- Kit Includes:
  - Blower Unit
  - 3M Breathing Tube Assembly - Versaflo (HM5811)
  - 3M Airflow Indicator - Versaflo 600 (HM5603)
  - 3M Standard Capacity Battery - Versaflo 600 (HM5601)
  - 3M Multi-Contaminant Filter - Versaflo 600 (HM5604)
  - 3M Cover for Multi-Containment Filter - Versaflo 600 (HM5611)
  - 3M Easy Clean Vinyl Belt - Versaflo 600 (HM5602)
- Battery Charger and Hood ***not*** included

ADDITIONAL INFO

Documents

- 3M TR-600 Data Sheet
- 3M OSHA Best Practices for Hospital-Based First Receivers
- Battery Maintenance for 3M Versaflo Respirator Systems

Videos

- 3M Versaflo 600 Startup Sequence NIOSH - **Length:** 00:22
- 3M Versaflo 600 Introduction - **Length:** 02:59

Links

Accessories for 3M Versaflo 600 PAPR:

- 3M 4-Station Battery Charger - Versaflo 600 (HM5608)
- 3M Single Station Battery Charger - Versaflo 600 (HM5607)
- 3M Breathing Tube Assembly - Versaflo (HM5811)
- 3M Airflow Indicator - Versaflo 600 (HM5603)
- 3M Easy Clean Belt - Versaflo 600 (HM5602)
- 3M HE Filter - Versaflo 600 (HM5605)
- 3M Multi-Containment Filter - Versaflo 600 (HM5604)
- 3M Cover for Multi-Containment Filter - Versaflo 600 (HM5611)
- 3M Cover for HE Filter - Versaflo 600 (HM5612)
- 3M Headcover for Versaflo PAPR (HM5808)
- 3M Hood with Double Shroud for Versaflo PAPR (HM5812)
- 3M Hood with Single Shroud for Versaflo PAPR (HM5815)
- 3M High Capacity Battery - Versaflo 600 (HM5606)
- 3M Standard Capacity Battery - Versaflo 600 (HM5601)
- Canvas Bag - 3M PAPR (HM5609)
- 3M Versaflo 600 Cleaning and Storage Kit (HM5610)

PPE Return Policy: Due to the hazardous nature of using personal protective equipment, this product is not eligible for return.

DQE

3M Battery Charger - Versaflo 300

SKU: **#HM5801|HM5804**

Versaflo Lithium Ion battery chargers for single battery or 4 battery charging.

PRICE: $235.00 - $876.00

Buy at: **https://shop.dqeready.com/3m-battery-charger-versaflo-300/**
or call 800-355-4628

DESCRIPTION

Battery chargers for the 3M High Capacity Battery - Versaflo 300 (HM5807).

Available As

- 3M Single Station Battery Charger - Versaflo 300 (HM5801)
- 3M 4-Station Battery Charger - Versaflo 300 (HM5804)

SPECIFICATIONS

3M Single Station Battery Charger - Versaflo 300 (HM5801)

- Consists of a power supply cord and a battery cradle
- 3M Model#: TR-341N

3M 4-Station Battery Charger - Versaflo 300 (HM5804)

- Consists of a power supply, charging platform, and four battery cradles.
- 3M Model#: TR-344N

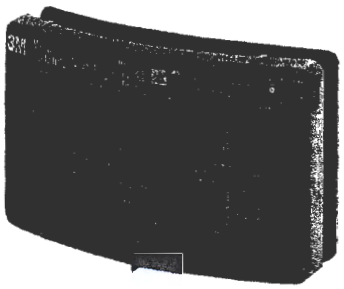
CONTENTS

DQE

3M HE Filter - Versaflo 300

SKU: #HM5805

HEPA filter for the Versaflo 300.



PRICE: $40.35

Buy at: **https://shop.dqeready.com/3m-he-filter-versaflo-300**
or call 800-355-4628

DESCRIPTION

High Efficiency (HEPA) filter for the Versaflo 300 PAPR respirator (HM5800).

Available As

- 3M HE Filter - Versaflo 300 (HM5805)

SPECIFICATIONS

3M HE Filter - Versaflo 300 (HM5805)

- 3M Model#: TR-3712N
- 5 year shelf life

CONTENTS

- 1 Filter

ADDITIONAL INFO

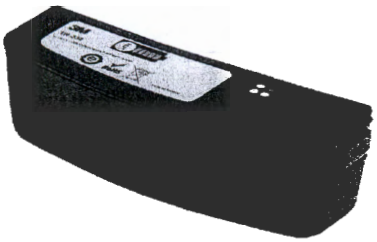
PPE Return Policy: Due to the hazardous nature of using personal protective equipment, this product is not eligible for return.

DQE

3M High Capacity Battery - Versaflo 300

SKU: #HM5807

A high capacity Lithium Ion battery for the 3M Versaflo PAPR.



PRICE: $308.50

Buy at: **https://shop.dqeready.com/3m-high-capacity-battery-versaflo-300**
or call 800-355-4628

DESCRIPTION

3M Versaflo 300 PAPR high capacity Lithium Ion battery, with a battery life of 8 to 12 hours. LED lights on the battery indicate its charge status, both on and off the charger - great for quick identification in emergency situations. For use with the 4-Station Battery Charger (HM5804) or Single Station Battery Charger (HM5801).

Available As

- 3M High Capacity Battery - Versaflo 300 (HM5807)

SPECIFICATIONS

3M High Capacity Battery - Versaflo 300 (HM5807)

- Charging time: less than 3.5 hours
- Battery Life: 8-12 hours (Estimated time based on testing with a new battery and a new clean filter at 68 degrees F. Actual system run time may be extended or shortened depending on system configuration and environment.)
- 9 month shelf life before needing to be recharged. Up to 250 charge cycles.
- Weight: 2.4 lb (includes weight of belt, filter, battery, and filter cover)
- OSHA Assigned Protection Factor: APF of 25 or 1000 depending on headgear combination.
- 3M Model #: TR-332

CONTENTS

DQE

3M Breathing Tube Assembly - Versaflo

SKU: #HM5811

Replacement length adjusting breathing tube for the 3M Versaflo PAPR.

PRICE: $70.00

Buy at: **https://shop.dqeready.com/3m-breathing-tube-assembly-versaflo**
or call 800-355-4628

DESCRIPTION

Use the Versaflo Breathing Tube Assembly to connect the 3M Versaflo 300 PAPR (HM5800) and 3M Versaflo 600 PAPR (HM5600). The blower forces filtered air from the PAPR, through the Breathing Tube Assembly, and into the Hood or Head Cover.

Available As

- 3M Breathing Tube Assembly - Versaflo (HM5811)

SPECIFICATIONS

3M Breathing Tube Assembly (HM5703)

- Replacement breathing tube for the 3M Versaflo 300 PAPR (HM5800) and 3M Versaflo 600 PAPR (HM5600)
- It features a flexible helix that adjusts to the appropriate length for the individual wearer
- 3M Product #: BT-30

CONTENTS

- One breathing tube

ADDITIONAL INFO

DQE

3M Versaflo 300 PAPR Kit

SKU: #HM5814

Experience the comfort and unique features of the Versaflo respirator system, ideal for healthcare professionals.

PRICE: $998.00

Buy at: **https://shop.dqeready.com/3m-versaflo-300-papr-kit/**
or call 800-355-4628

DESCRIPTION

The 3M Versaflo 300 PAPR is a lightweight, compact and well-balanced belt-mounted unit for positive pressure respiratory protection against airborne particulates. The slim profile is designed for use in tight spaces, and the smooth contoured outer surface is less prone to snagging on nearby objects, making the Versaflo 300 ideal for healthcare settings. Capacity to work with a wide variety of headtops, filters and cartridges. Hood or headcover and battery charger sold separately.

Available As

- 3M Versaflo 300 PAPR Kit (HM5814)

SPECIFICATIONS

3M Versaflo 300 PAPR Kit (HM5814)

- Two types of alarms - one audible and on LED - alert the user to either a low battery or low airflow.
- The air inlet draws air from the bottom of the unit, making it easier for the wearer to sit without blocking the airflow intake.
- The small, single air inlet helps make decontamination easier and faster.
- The breathing tube features a quick release swivel connection, which connects quickly to the headgear and is designed to minimize loops and kinks in the breathing tube.
- EasyClean vinyl belt allows for thorough cleaning and reuse.
- Battery Life: 8-12 hours (Charger sold separately)
- 3M Blower Unit Model#: TR-302N+

- 3M Airflow Indicator - Versaflo 300 (HM5806)
- 3M HE Filter - Versaflo 300 (HM5805)
- 3M Headcover for Versaflo PAPR (HM5808)
- 3M High Capacity Battery - Versaflo 300 (HM5807)
- 3M Hood with Double Shroud for Versaflo PAPR (HM5812)
- 3M Hood with Single Shroud for Versaflo PAPR (HM5815)
- 3M Battery Chargers - Versaflo 300 (HM5801|HM5804)
- 3M Breathing Tube Assembly - Versaflo (HM5811)
- 3M Easy Clean Belt - Versaflo 300 (HM5810)

PPE Return Policy: Due to the hazardous nature of using personal protective equipment, this product is not eligible for return.

Angela McKinney

From: Hodge Steve <Steve.Hodge@Healthtrustpg.com>
Sent: Tuesday, May 26, 2020 12:33 PM
To: Angela McKinney
Subject: {EXTERNAL} Re:compliance percentage
Attachments: Cuero HT Core Portfolio Compliance Q1 2020.pdf

WARNING: This email originated outside of Cuero Regional Health.
DO NOT CLICK links or attachments unless you recognize the sender and know the content is safe.

Angela,

Good afternoon. For the first quarter of 2020 Cuero's compliance was 86.9% on our core portfolio of contracts, which is outstanding. Great job. The April 2020 information is not available at this time, but I am sure all HealthTrust members are going to have a downturn in compliance due to COVID-19 related issues. That is understandable and the HealthTrust leadership is not going to penalize any member for compliance issues during the COVID-19 pandemic.

I am still going to review the Insight Reports and send you any LOC or "Right Item, Wrong Channel" opportunities. Has Cuero developed any post-COVID plans to get the hospital rolling again and is there anything HealthTrust can do to assist the Cuero Team/

Steve Hodge, CMRP | Account Director
HealthTrust | 1100 Dr. Martin L. King Jr. Boulevard, Suite 1100 | Nashville, TN 37203
P: 615.344-3094 C: 615.476-4609 | E: steve.hodge@healthtrustpg.com

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From: Angela McKinney <ANGELAM@cuerohospital.org>
Sent: Tuesday, May 26, 2020 12:16 PM
To: Hodge Steve <Steve.Hodge@Healthtrustpg.com>
Subject: {EXTERNAL} compliance percentage

Alma is asking if you know what our purchasing compliance percentage is at this time?

Thanks,
Angela McKinney
Materials Management Director
angelam@cuerohospital.org
Telephone: (361)275-0524
Fax: (361)275-0178

3M Science. Applied to Life.™

New and Improved.

You asked — we delivered!

Our Versaflo TR-300+ PAPR system for particulate environments has been re-engineered – to bring you even greater versatility, comfort and ease of use. Compatible with all current TR-300 components and accessories.*

Meet the 3M™ Versaflo™ TR-300+ Powered Air Purifying Respirator.

Improved Comfort

- Two airflow rate options
- Upgraded altitude compensation up to 14,000 ft
- Constant airflow – Even as the battery discharges, or the filter becomes loaded with particulates, the unit delivers a steady flow of air

Improved Ease of Use

- User-friendly interface – Monitor the operating status of your filter, battery, and airflow at a glance
- Audio and visual alarms for filter load and low battery
- Color-indicated, interactive touch points

Straightforward, Minimal Maintenance

Most maintenance can be done quickly and easily by hand – including changing the battery, filter and pre-filter.

- Easy Clean Belt TR-327 and blower unit have smooth surfaces, facilitating fast wipe-downs for easier cleaning.
- IP53 rating. Suitable for use in decontamination showers.
- A redesigned filter cover on the blower unit allows instant identification of the installed filter.
- Brushless motor for up to 5,000 hours of run time.**

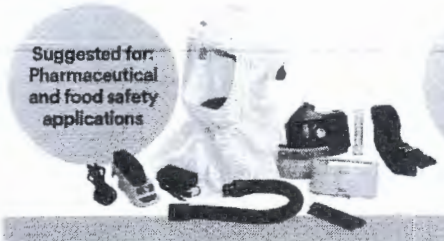
*With the exception of the TR-371 filter cover
** Estimated depending on use conditions

#3MScienceOfSafety

3M™ Versaflo™ TR-300+ Series Complete System Kits

Build your own Versaflo system or choose from one of our complete system kits. These kits offer the convenience of a complete system tailored to your application—all in one box.

Kit Options: Complete, ready-to-use High Efficiency PAPR systems, optimized for specific industry applications are available. All help to provide protection against particulates.



Easy Clean PAPR Kit – TR-300N+ ECK

Includes: S-655 Hood Assembly, **BT-30** Length Adjusting Breathing Tube, **TR-302N+ PAPR** Unit, **TR-327** Easy Clean Belt, **TR-332** High Capacity Battery, **TR-341N** Battery Charger Kit, **TR-3712N HE** Filter, **TR-3600** Pre-Filter, **TR-971** Airflow Indicator.

Heavy Industry PAPR Kit – TR-300N+ HIK

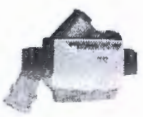
Includes: M-307N+ Respiratory Hard Hat Assembly, **TR-302N+ PAPR** Unit, **TR-326** High Durability Belt, **TR-341N** Battery Charger, **TR-3712N** Filter, **TR-362** Spark Arrestor, **TR-3600** Pre-Filter, **TR-332** High Capacity Battery, **BT-40** Heavy Duty Breathing Tube, **TR-971** Airflow Indicator.

Healthcare PAPR Kit – TR-300N+ HKS (small) or HKL (large)

Includes: S-133S/L Headcover, **BT-30** Length Adjusting Breathing Tube with **BT-922** Breathing Tube Cover, **TR-991** Carrying Bag, **TR-302N+ PAPR** Unit, **TR-327** Easy Clean Belt, **TR-332** High Capacity Battery, **TR-341N** Battery Charger Kit, **TR-3712N HE** Filter, **TR-3600** Prefilter, **TR-971** Airflow Indicator.

Kit	TR-300N+ ECK	TR-300N+ HIK	TR-300N+ HKS	TR-300N+ HKL
SKU	70071696762	70071696770	70071696788	70071696796
UPC	76308942687	76308942694	76308942700	76308942717

Multiple Configurations: The TR-300+ can be purchased as assemblies or, if you need customization, you can purchase all components, including headtops, separately.



Component	3M™ Versaflo™ PAPR Unit TR-302N+	3M™ Versaflo™ TR-300N+ PAPR Filter Cover TR-371+	3M™ Replacement Blower TR-301N+ for 3M™ Versaflo™ TR-300N+	3M™ Versaflo™ PAPR Assembly TR-307N+ with Easy Clean Belt and High Capacity Battery	3M™ Versaflo™ PAPR Assembly TR-304N+ with Easy Clean Belt and Economy Battery	3M™ Versaflo™ PAPR Assembly TR-305N+ with Standard Belt and Economy Battery	3M™ Versaflo™ PAPR Assembly TR-306N+ with High Durability Belt and High Capacity Battery
SKU	70071696713	70071730439	70071696705	70071696721	70071696739	70071696747	70071696754
UPC	76308942632	51131277045	76308942625	76308942649	76308942656	76308942663	76308942670

For more information, visit 3M.com/versaflo

⚠WARNING

These respirators help reduce exposures to certain airborne particulates. Before use, the wearer must read and understand the User Instructions provided as a part of the product packaging. A written respiratory protection program must be implemented meeting all the requirements of OSHA 1910.134 including training, fit testing and medical evaluation. In Canada, CSA standards Z94.4 requirements must be met and/or requirements of the applicable jurisdiction, as appropriate. Misuse may result in injury, illness or death. For correct use, consult supervisor and User Instruction, or call 3M PSD Technical Service in USA at 1-800-243-4630 and in Canada at 1-800-267-4414.

3M

3M General Offices
3M Center, Building 235-2W-1000
St. Paul, MN 55144-1000
3M.com/versaflo

3M Canada Company PSD
P.O. Box 5757
London, Ontario N6A 4T1
Canada

For More Information
Technical Assistance in US
1-800-243-4630
Technical Assistance in Canada
1-800-267-4414
www.3M.com/workersafety

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70-0716-7260-7

3M PSD products are for occupational use only.

AGENDA ITEM #6

Capital Expenditure Request for High Flow Nasal Cannula – Review and Take Appropriate Action

Proposals Attached:

Fisher & Paykel $ 11,994.90 Recommended

2020 06 25

Cuero Regional Hospital

CAPITAL EXPENDITURE REQUEST

HOSPITAL/ENTITY **Cuero Regional Hospital**		
DEPARTMENT **Cardiopulmonary 6170**		DATE PREPARED **06/17/2020**
Is the requested purchase in compliance with the Healthtrust GPO?		

DESCRIPTION

PROJECT NAME: **Fisher & Paykel Airvo highflow heat moisture exchanger with variable FIO2 for treatment of Covid Patients.**

DESIRED DELIVERY/START DATE:

PROJECT DESCRIPTION

2-Fisher & Paykel Airvo unit w/ pole stand, mounting tray, assessory basket,
Duel 0-70 & 0-30 LPM flowmeter manifold and 15' single coiled O2 hose.
Consumable inventory chargeable to patients.

PURPOSE FOR REQUEST

- New Service ☑
- Replacement ☐
- Code Compliance ☐

JUSTIFICATION *Indiate present situation, need for the item requested and alternative considerations.*

Documented success in the treatment of Covid Patients

BUDGET REFERENCE

BUDGET LINE ITEM

Not previously on budget.

Amount Budgeted $ Ø

FINANCIAL

EQUIPMENT/PROJECT COSTS	Attach copies of proposals		
	Bid #1	Bid #2	Bid #3
Name of Bidder	**Fisher & Paykel**		
Land and/or Acquisition			
Construction			
Equipment			
TOTAL COSTS	**$11,994.90**		
Less Trade In			
NET CAPITAL REQUIRED	**$11,994.90**		
RECOMMENDATION (Check one)	☑	☐	☐
$7,176.50 2-Airvos w/ assessories			
$4,818.40 Consumables chargeable to pt. Total purchase $11,994.90			

ASSET DISPOSITION DATA

Description of Disposed Assets:

BOOK VALUE OF DISPOSED ASSET

METHOD OF DISPOSITION

- Trade In ☐
- Sale ☐
- Abandonment ☐

F&P is the only airvo manufacturerd devise that can be run on oxygen outlet. (no air outlet required & can be used in any room or unit of CRH)

AUTHORIZATION

DEPARTMENT HEAD **Brenda A. Martin, RRT**

Brenda A Martin RRT — DATE: 6/17/2020

SLT LEADER

[signature] — DATE: 6/17/20

CHIEF EXECUTIVE OFFICER or CHIEF FINANCIAL OFFICER

Alma Alexander 6/17/20 — DATE: 6/17/20

Fisher & Paykel HEALTHCARE

HealthTrust Quote Worksheet

173 Technology Drive, Suite 100, Irvine, CA 92618
Toll Free 800-446-3908
Fax 949-453-4001

Quote RAC HPG v2.0

CRM # (required)	136739; SAP 107017	**Contact Name**	Brenda Martin
Hospital Name	Cuero Regional Hospital	**Contact Title**	RT Director
Address	2550 N. Esplanade	**Contact Phone**	361-275-0539
City, State, Zip	Cuero, TX 77954	**Contact Fax**	< ... >
GPO/Tier	Healthtrust Tier 3	**Contact Email**	bmartin@cuerohospital.org
Quote Date	13-Apr-2020	**F&P Rep Name**	Amber Haikenwaelder
		F&P Rep Phone	210-850-5412
		F&P Rep Email	amber.haikenwaelder@fphcare.com

QTY	ITEM	DESCRIPTION	QTY/UOM	UNIT PRICE	EXT PRICE
2	PT101US	Airvo (contains 900PT600, 900PT422, 900PT913)	1/EA	$ 2,400.00	$ 4,800.00
2	900PT421	Hospital Pole Stand	1/EA	$ 435.00	$ 870.00
2	900PT405	Airvo Pole Mounting Tray	1/EA	$ 185.00	$ 370.00
2	900PT426	AIRVO Accessories Basket	1/EA	$ 68.25	$ 136.50
2	R220P89-001	Dual 0-70 & 0-30 LPM Acrylic Flowmeter Manifold	1/EA	$ 425.00	$ 850.00
2	R127P35	15' Single Coiled O2 Hose DISS-DISS	1/EA	$ 75.00	$ 150.00
				TOTAL	$ 7,176.50

Terms are based on HealthTrust GPO affiliation

IMPORTANT INSTRUCTIONS ON PRICING AND ORDERING

1. *ALL PRICING IS QUOTED AT NET COST.*
2. *PLEASE ORDER DISPOSABLES FROM YOUR AUTHORIZED DISTRIBUTOR or DIRECTLY FROM FISHER & PAYKEL.*
3. *PLEASE ORDER HARDWARE DIRECTLY FROM FISHER & PAYKEL.*
4. *ALL PRICING IS VALID 90 DAYS FROM THE DATE QUOTED AND SUBJECT TO GPO TIER QUALIFICATION.*
5. *PAYMENT TERMS - 1% 10, NET 45*
6. *FREIGHT TERMS - FOB ORIGIN*
7. *SHIPPING TERMS - PREPAY & ADD*
8. *WARRANTY TERMS - 1 YEAR FOR CAPITAL*

Email: Orders.USA@fphcare.com

Fisher & Paykel HEALTHCARE

HealthTrust Quote Worksheet

173 Technology Drive, Suite 100, Irvine, CA 92618
Toll Free 800-446-3908
Fax 949-453-4001

Quote RAC HPG v2.0

CRM # (required)	136739; SAP 107017	**Contact Name**	Brenda Martin
Hospital Name	Cuero Regional Hospital	**Contact Title**	RT Director
Address	2550 N. Esplanade	**Contact Phone**	361-275-0539
City, State, Zip	Cuero, TX 77954	**Contact Fax**	< ... >
GPO/Tier	Healthtrust Tier 3	**Contact Email**	bmartin@cuerohospital.org
Quote Date	13-Apr-2020	**F&P Rep Name**	Amber Haikenwaelder
		F&P Rep Phone	210-850-5412
		F&P Rep Email	amber.haikenwaelder@fphcare.com

QTY	ITEM	DESCRIPTION	QTY/UOM	UNIT PRICE	EXT PRICE
1	900PT561	AIRVO A/S TUBE CHMB KIT 10PK	10/BX	$ 625.00	$ 625.00
1	OPT942	Optiflow+ Adult Cannula, small (universal)	20/CS	$ 435.00	$ 435.00
1	OPT944	Optiflow+ Adult Cannula, medium (universal)	20/CS	$ 460.40	$ 460.40
1	OPT946	Optiflow+Adult Cannula, large (universal)	20/CS	$ 460.40	$ 460.40
1	OPT970	Optiflow+ Adult Trach direct Connection	20/CS	$ 460.40	$ 460.40
1	OPT980	Optiflow+ mask interface adaptor for AIRVO/F&P	20/BX	$ 393.20	$ 393.20
1	OJR416	Optiflow Junior 2 Nasal Cannula - L	20/BX	$ 992.00	$ 992.00
1	OJR418	Optiflow Junior 2 Nasal Cannula - XL	20/BX	$ 992.00	$ 992.00
				TOTAL	$ 4,818.40

Terms are based on HealthTrust GPO affiliation

IMPORTANT INSTRUCTIONS ON PRICING AND ORDERING

1. *ALL PRICING IS QUOTED AT NET COST.*
2. *PLEASE ORDER DISPOSABLES FROM YOUR AUTHORIZED DISTRIBUTOR or DIRECTLY FROM FISHER & PAYKEL.*
3. *PLEASE ORDER HARDWARE DIRECTLY FROM FISHER & PAYKEL.*
4. *ALL PRICING IS VALID 90 DAYS FROM THE DATE QUOTED AND SUBJECT TO GPO TIER QUALIFICATION.*
5. *PAYMENT TERMS - 1% 10, NET 45*
6. *FREIGHT TERMS - FOB ORIGIN*
7. *SHIPPING TERMS - PREPAY & ADD*
8. *WARRANTY TERMS - 1 YEAR FOR CAPITAL*

Email: Orders.USA@fphcare.com

AGENDA ITEM #7

Capital Expenditure Request for Telemetry System – Review and Take Appropriate Action

Proposals Attached:

Spacelabs	$169,651.83 Recommended
Philips	$327,355.70
Mindray	$302,880.78

2020 06 25

Cuero Regional Hospital **CAPITAL EXPENDITURE REQUEST**

Cuero Regional Hospital		
ICU/Med Surg/ER		6/17/2020
Is the requested purchase in compliance with the Healthtrust GPO?	YES	

DESCRIPTION

NEW TELEMETRY SYSTEM	06/2020
PROJECT DESCRIPTION: **New patient telemetry monitoring and surveillance system**	PURPOSE FOR REQUEST: New Service ☐ Replacement ☑ Code Compliance ☐
JUSTIFICATION: **Current system in ICU and ER has surpassed useful life expectancy. Stand alone system in ER has been without a service agreement for a number of years. Began experiencing both equipment malfuntions and surveillance anomalies January, 2020.**	
BUDGET REFERENCE / BUDGET LINE ITEM *IF NOT BUDGETED, WHY IS IT NEEDED AT THIS TIME?* **Equipment for ICU/Med Surg was not budgeted. System processor failed and cannot be repaired. Replacement of stand alone system in ER was budgeted for 2021 Capital Expenditures at $50,000.**	Amount Budgeted

FINANCIAL

EQUIPMENT/PROJECT COSTS	Attach copies of proposals		
	Bid #1	Bid #2	Bid #3
Name of Bidder	**Spacelabs**	**Philips**	**Mindray**
Equipment/Project Costs			
ER	**$80,326.04**	**$94,189.54**	**$38,754.66**
ICU	**$89,325.79**	**$233,166.16**	**$264,126.12**
TOTAL COSTS	**$169,651.83**	**$300,830.94**	**$302,880.78**
Less Trade In			
NET CAPITAL REQUIRED	**$169,651.83**	**$327,355.70**	**$302,880.78**
RECOMMENDATION (Check one)	☑	☐	☐

ASSET DISPOSITION DATA

Description of Disposed Assets: **Reimbursement amount for trade-in equipment to be determined upon inspection by Spacelabs Healthcare.**

BOOK VALUE OF DISPOSED ASSET

METHOD OF DISPOSITION: Trade In ☑ Sale ☐ Abandonment ☐

AUTHORIZATION

DEPARTMENT HEAD
Jennifer Janssen/Judy Mazak — DATE: 6/17/2020

SLT LEADER
Judith A Krupala hr — DATE: 6/18/2020

CHIEF EXECUTIVE OFFICER or CHIEF FINANCIAL OFFICER
DATE:

DATE:

☐ Board Member Signature if greater than $5,000

SPACELABS
HEALTHCARE

Proposal Summary

Cuero Community Hospital
2550 N Esplanade
Cuero, TX 77954

Account Number: 90163300
Quote Number: 2020-193151 Rev. 4
Submitted Date: May 27, 2020
Expiration Date: July 26, 2020

Department	List Price	Net Price
XTR Telemetry	$167,177.58	$72,442.75
16 Telemetry Transmitters	$41,152.00	$14,983.46
Extender hardware	$1,899.58	$1,899.58
Total List Price.....		$210,229.16
Total Discount.....		$120,903.37
Total Proposal Price.....		$89,325.79

SPACELABS
HEALTHCARE

Upon acceptance, please sign and return this quotation, together with your purchase order, to Sales Support via fax at **425-363-5761 or email it to po.us@spacelabs.com.**

By accepting this quotation or by performing hereunder, the customer identified above ("Customer") agrees to purchase or lease (as applicable) the products identified herein subject to the terms of this Customer Quotation and Spacelabs Healthcare's Subscription Software Terms (in the case of SafeNSound) or Spacelabs Terms of Sale (in the case of all other products). If Customer will resell the products, such resale is governed by the Spacelabs Resale Terms. These documents can be found on the About Us/Terms/Policies page of our website at http://www.spacelabshealthcare.com. The applicable terms are incorporated herein by this reference. Notwithstanding the foregoing, if Customer has a separate contractual agreement in place with Spacelabs Healthcare relating to the products identified herein (such as a group purchasing agreement, distribution agreement, or master purchasing agreement), the terms of that contractual agreement shall control to the extent such terms conflict with the applicable terms.

Accepted by:

Authorized Signature	Customer Purchase Order Number
Title Date	Email Address for order confirmation
Telephone Number	Tax Exemption Number (if Exempt)
Requested Delivery Date	

This quotation shall remain firm for 60 days unless otherwise stated. Delivery: 21 days after acknowledgement of order, unless otherwise noted in this quotation.

SPACELABS
HEALTHCARE

The pricing in this quotation reflects your HealthTrust Purchasing Group pricing per contract HPG-4740. Payment terms are net amount due 30 days after date of invoice. FOB is factory. Freight and insurance are no charge. Warranty is per the terms of your contract.

Depot Support

After the standard 12-month warranty has expired, Company agrees to provide all Spare Parts and labor necessary for the repair of any Equipment failure which may require corrective action upon Customer's return of Equipment to Company's facility ("Depot Support"). Such Depot Support shall be provided as follows:

Customer agrees to promptly notify Company by phone of any Equipment failure, which may require corrective action. If Equipment issues cannot be resolved telephonically through good faith efforts of the parties, Company shall provide at Company's facility all Spare Parts and labor necessary for the repair of any Equipment failure that may require corrective action. Customer shall be responsible for all freight and insurance charges in shipping the Equipment to Company; risk of loss shall pass to Company only upon receipt of the Equipment. Company shall pay all costs for return shipment to Customer.

Company shall, within the limits of equipment availability, use reasonable efforts to satisfy Customer's requests for loan equipment, prior to requests from customers not covered by a warranty or similar agreement.

"Spare Part(s)" mean replaceable spare parts and assemblies used in the Equipment and listed in the Company Spare Part Price List. Spare Parts do not include disposable or user parts that must be routinely replaced, items listed in the Supplies & Accessories Price List, or computer products and peripheral devices not manufactured by Company or produced on Company's behalf. Any original Spare Part for which Company has supplied a replacement Spare Part shall become the property of Company. Any replacement Spare Part shall have equivalent function and performance as the original Spare Part, when new. Company reserves the right to use a refurbished part as a replacement Spare Part.

An antenna system is not included with the quoted Telemetry System. A Pre-Installation Questionnaire (PIQ) will need to be completed to determine the antenna requirements for the hospital's particular installation. Associated costs will vary dependent upon the size and complexity of the installation.

SPACELABS HEALTHCARE

35301 SE Center St
Snoqualmie, WA 98065
www.spacelabshealthcare.com

XTR Telemetry

Line	Description	Item Number	Qty	Unit List Price	Unit Net Price	Ext. Net Price
1	Xhibit Telemetry Receiver	96280	1	0.00	0.00	0.00
2	Xhibit Telemetry Receiver, Base	96280-A	1	0.00	0.00	0.00
3	Q Band Receiver, 608-614 MHz	96280-Q	1	0.00	0.00	0.00
4	Xhibit Telemetry Receiver Housing, 16 Patient Bundle	96280-16	1	81,300.00	41,869.50	41,869.50
5	Quad Receiver, Q Band, 96280	96280--Q	4	0.00	0.00	0.00
6	Xhibit Central Station	96102	1	0.00	0.00	0.00
7	Xhibit central station, base Computer	96102-B	1	0.00	0.00	0.00
8	Xhibit central station, 16 bed bundle	96102-16	1	49,587.00	25,537.31	25,537.31
9	Single patient license for Xhibit central station	910-6102-01	16	0.00	0.00	0.00
10	Printer, Laserjet, HP, M506N, 110V	010-1971-01	1	1,600.25	824.13	824.13
11	USB Cable A-Male to B-Male 2.0, 6ft	010-1863-00	1	29.37	15.13	15.13
12	Interactive eLearning Bundle. Bundled 1 year eLearning for monitoring devices, surveillance and Clinical Access (TOS subscription).	999-0503-27	1	3,000.00	0.00	0.00
13	eLearning Upgrade to Include SCORM Files. Upgrade to 5 years eLearning of all monitoring products, licensed for use in customer learning management system (LMS), subject to separate letter agreement between customer and Spacelabs (TOS only).	999-0503-30	1	950.00	950.00	950.00
14	Depot Support Plan. Unit price is per year. Monitoring Products only.	999-9999-42	4	5,889.92	0.00	0.00
15	Operation Manual, CD, Xhibit/Telemetry	084-2301-06	1	0.00	0.00	0.00
16	Service Manual, CD, Xhibit/Telemetry	084-1479-06	1	0.00	0.00	0.00
17	Additional Week of Clinical Education Project Management. Includes 3 consecutive days of onsite support. Up to 7 hours of class time per day, between the hours of 8 A.M. and 8 P.M. Required for units with >50 users to train and/or >11 beds.	999-0222-52	1	4,850.00	4,850.00	4,850.00
18	Enhanced Software Support Plan (ICS/XprezzNet/Xhibit), expires on same date as existing contract. **Reference 522587 expiring 05-31-21	999-1898-11	1	0.00	0.00	0.00
19	Hardware trade-in credit for 8+ year old UVSL 27/28/3800, UCW/UV 1700 towards the purchase of XPREZZON/XHIBIT	999-0508-03	1	-2,100.00	-2,100.00	-2,100.00
20	Waveform trade-in credit for 8+ year old UVSL 3800/UCW/UV1700 toward the purchase of XHIBIT	999-0509-03	16	-300.00	-300.00	-4,800.00

21	Trade in discount, monitoring items	7000-0001-999	1	-475.00	-475.00	-475.00
22	Xhibit display, 22" high resolution touchscreen	011-0241-01	2	3,182.00	$1,638.73	3,277.46
23	Power Cord, North America, 3 ft, 120V, 10A	161-0246-00	1	40.10	$40.10	40.10
24	Installation	999-9999-97	1	3,272.18	$2,454.14	2,454.13
	XTR Telemetry Total					**$72,442.75**

SPACELABS HEALTHCARE

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16 Telemetry Transmitters

Line	Description	Item Number	Qty	Unit List Price	Unit Net Price	Ext. Net Price
1	AriaTele Telemetry Transmitter	96281	16	0.00	0.00	0.00
2	ECG Transmitter	96281-A	16	2,400.00	1,236.00	19,776.00
3	Q Band (608-614 MHz)	96281-05	16	0.00	0.00	0.00
4	Wideband (50 kHz bandwidth)	96281-W	16	0.00	0.00	0.00
5	5-lead, AHA/AAMI color code	96281-J	16	0.00	0.00	0.00
6	ECG combiner adapter, Aria Telemetry, 96281, AAMI	700-0008-88	16	53.33	38.93	622.89
7	ECG combiner lead wire set, 5L, multi-pinch, AAMI, 74cm/29 in	700-0006-37	16	86.67	61.54	984.57
8	CD-ROM, Manual, Ops, 96281, ariaTele	084-2201-01	1	0.00	0.00	0.00
9	AriaTele Service Manual, CD-ROM	084-2202-01	1	0.00	0.00	0.00
10	Depot Support Plan. Unit price is per year. Monitoring Products only.	999-9999-42	4	1,728.00	0.00	0.00
11	Tele-Trade-Up Promotion for trade-in of Spacelabs ECG transmitters. Credit applies to the purchase of any AriaTele transmitter. Pricing valid for purchases made no later than 6/25/20.	999-0433-00	1	-6,400.00	-6,400.00	-6,400.00
	16 Telemetry Transmitters Total					**$14,983.46**

SPACELABS HEALTHCARE

35301 SE Center St
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www.spacelabshealthcare.com

Extender hardware

Line	Description	Item Number	Qty	Unit List Price	Unit Net Price	Ext. Net Price
1	Splitter display port 4WAY 96102	010-1975-00	1	949.58	949.58	949.58
2	HDMI over IP extender	ST12MHDLAN	1	950.00	950.00	950.00
	Extender hardware Total					**$1,899.58**

SPACELABS HEALTHCARE

Proposal Summary

Cuero Community Hospital
2550 N Esplanade
Cuero, TX 77954

Account Number: 90163300
Quote Number: 2020-200722 Rev. 2
Expiration Date: August 04, 2020

Department	List Price	Net Price
Cuero ED Equipment Replacement	$153,524.34	$80,326.04

Total List Price	$153,524.34
Total Discount	$73,198.30
Total Proposal Price	$80,326.04

BUDGETARY

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PHILIPS

Philips Healthcare, a division of Philips Electronics North America Corporation

Cuero Community Hospital

2550 N Esplanade St
CUERO, TX 77954-4736
Customer Number: 94027199

Attention:
E-mail:

Account Manager
Eric Rawlins
222 Jacobs Street
Cambridge, MA

Fax:
E-mail: eric.rawlins@philips.com

Budgetary Quote
Number: CQLM_001561
Version: 1
Date: 3 -9 -2020

ICU Med Surg Standalone

A PRODUCT OFFERING 2

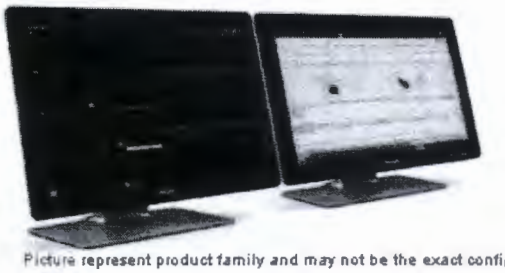
B SPECIAL COMMENTS 7

C DISCLAIMER 7

 Note: Please do not use these prices as the basis to generate a purchase order.

A PRODUCT OFFERING

A.1 Products



Picture represent product family and may not be the exact configuration quoted

Qty		Description	Unit List Price	Discount %	Extended Price
1	866389	PATIENT INFORMATION CENTER IX			
1	RVC	RVC PIC IX SOFTWARE RELEASE C	$0.00	0%	$0.00
1	NEW	NEW NEW INSTALL	$0.00	0%	$0.00
18	1XC	1XC PIC IX BASE	$2,300.00	31%	$28,566.00
18	LDB	LDB LOCAL DATABASE	$0.00	0%	$0.00
12	0VC	0VC OVERVIEW REV C	$1,420.00	31%	$11,757.60
18	PRC	PRC PRO REV C	$875.00	31%	$10,867.50
18	V1C	V1C VISIBILITY REV C	$555.00	31%	$6,893.10
	Subtotal:				**$58,084.20**

Qty		Description	Unit List Price	Discount %	Extended Price
2	866424	PIC IX HARDWARE			
2	RVC	RVC PIC IX C	$0.00	0%	$0.00
2	NEW	NEW HARDWARE OR OS	$0.00	0%	$0.00
2	HS1	HS1 PC HARDWARE WITH SSD	$4,040.00	31%	$5,575.20
	Subtotal:				**$5,575.20**

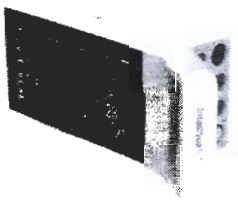
Qty		Description	Unit List Price	Discount %	Extended Price
3	866424	PIC IX HARDWARE			
3	RVC	RVC PIC IX C	$0.00	0%	$0.00
3	NEW	NEW HARDWARE OR OS	$0.00	0%	$0.00
3	W2C	W2C SQL SVR STD 2-CORE ADD	$2,780.00	31%	$5,754.60

Note: Please do not use these prices as the basis to generate a purchase order.

	Subtotal:				**$5,754.60**

Picture represents product family and not exact configuration quoted

Qty		Description	Unit List Price	Discount %	Extended Price
4	**866066_NAM**	**INTELLIVUE MX550 US** IntelliVue MX550 monitor			
4	**SL1**	**SL1 MX550 STANDARD MONITOR**	$16,725.00	31%	$46,161.00
	Subtotal:				**$46,161.00**



Qty		Description	Unit List Price	Discount %	Extended Price
4	**867030**	**INTELLIVUE X3** The IntelliVue X3 is a compact, battery operated patient monitor and multi-measurement module. It is designed for use with IntelliVue host monitors (companion mode), stationary monitoring, and monitoring during in-hospital patient transfer.			
4	**A03**	**A03 3-WAVES CAPABILITY**	$0.00	0%	$0.00
4	**H72**	**H72 CRITICAL CARE TRANSPORT SW**	$1,600.00	31%	$4,416.00
4	**B06**	**B06 DUAL PRESS AND TEMP**	$1,130.00	31%	$3,118.80
4	**SP1**	**SP1 FAST SPO2**	$8,410.00	31%	$23,211.60
4	**SC2**	**SC2 SYSTEM CABLE - 2.0 M**	$0.00	0%	$0.00
4	**E31**	**E31 CARRYING HANDLE**	$185.00	31%	$510.60
	Subtotal:				**$31,257.00**

Qty	Description	Unit List Price	Discount %	Extended Price

Note: Please do not use these prices as the basis to generate a purchase order.

2	867030	**INTELLIVUE X3** The IntelliVue X3 is a compact, battery operated patient monitor and multi-measurement module. It is designed for use with IntelliVue host monitors (companion mode), stationary monitoring, and monitoring during in-hospital patient transfer.			
2	A03	**A03 3-WAVES CAPABILITY**	$0.00	0%	$0.00
2	H72	**H72 CRITICAL CARE TRANSPORT SW**	$1,600.00	31%	$2,208.00
2	B06	**B06 DUAL PRESS AND TEMP**	$1,130.00	31%	$1,559.40
2	SP1	**SP1 FAST SPO2**	$8,410.00	31%	$11,605.80
2	SC2	**SC2 SYSTEM CABLE - 2.0 M**	$0.00	0%	$0.00
2	E31	**E31 CARRYING HANDLE**	$185.00	31%	$255.30
2	E50	**E50 INTELLIVUE DOCK**	$720.00	31%	$993.60
	Subtotal:				**$16,622.10**

Qty		Description	Unit List Price	Discount %	Extended Price
2	867041	**INTELLIVUE MICROSTREAM EXTENSION** Microstream CO2 Extension works together with the IntelliVue Multi-Measurement Module (M3001A/AL), IntelliVue X2 Multi-Measurement Module (M3002A), IntelliVue MP2 Patient Monitor (M8102A), IntelliVue X3 (867030), and IntelliVue MX100 (867033). The base product provides CO2 waveform, inspired minimum (imCO2), endtidal CO2 (etCO2) and Airway Respiration Rate (awRR) of intubated and non-intubated adult, pediatric and neonatal patients varies care areas inside the hospital. Additional optional measurements include: Right Heart Cardiac Output (C.O.), continuous C.O. PiCCO, dual Invasive Pressure, and continuous Temperature.	$7,330.00	31%	$10,115.40
2	B06	**B06 ADD DUAL IBP, TEMP**	$1,390.00	31%	$1,918.20
	Subtotal:				**$12,033.60**

Qty		Description	Unit List Price	Discount %	Extended Price
6	M1668A	**CBL 5 LEAD ECG TRUNK, AAMI/IEC 2.7M**	$145.23	31%	$601.25
6	M1968A	**CBL 5 LEADSET, GRABBER, AAMI, ICU**	$116.39	31%	$481.85
6	989803199741	**DUAL IBP ADAPTER**	$157.59	31%	$652.42
6	M1599B	**ADULT PRESSURE INTERCONNECT CABLE 3.0M**	$71.07	31%	$294.23

Note: Please do not use these prices as the basis to generate a purchase order.

6	**M1191BL**	**REUSABLE ADULT SPO2 SENSOR**	$284.28	31%	$1,176.92

Subtotal: **$3,206.68**

Picture represents product family and may not be the exact configuration quoted

Qty		Description	Unit List Price	Discount %	Extended Price
12	**865350**	**MX40 1.4 GHZ SMART HOPPING** The IntelliVue MX40 is a lightweight, wearable patient monitor designed for ambulatory patients. Featuring continuous ECG and FAST SpO2 pulse oximetry, it has an easy-to-use color touchscreen user interface harmonized with the Philips IntelliVue patient monitors, ensuring that clinicians quickly feel at ease using the MX40. Automatic screen locking prevents accidental contact, and SmartKeys provide fast access to monitoring tasks. Waveforms and numerics are color-coded. The MX40 supports up to 4 different clinical screens with up to 4 parameters and 2 real-time waveforms.Measurement.			
12	**S02**	**S02 ECG + FAST SPO2 ENABLED**	$6,050.00	31%	$50,094.00
12	**C01**	**C01 ENHANCED ARRHYTHMIA**	$395.00	31%	$3,270.60

Subtotal: **$53,364.60**

Qty		Description	Unit List Price	Discount %	Extended Price
12	**989803171851**	**CBL ECG 5LEAD GRABBER, AAMI + SPO2, TELE**	$169.95	31%	$1,407.19

Subtotal: **$1,407.19**

Total Product(s) **$233,466.16**

Note: Please do not use these prices as the basis to generate a purchase order.

A.2 Implementation Solutions

Qty	Part Number	Description	Unit List Price	Extended Price
1	890500	INSTALLATION SITE SERVICES (CMS)	$0.00	$0.00
1	A04	FACILITIES IMPL SOLUTIONS	$6,358.82	$6,358.82
Qty	Part Number	Description	Unit List Price	Extended Price
2	989805700057	UPS EQUIPMENT ROOM, VAS (I)	$268.00	$536.00
Qty	Part Number	Description	Unit List Price	Extended Price
1	MXU0084	INTELLIVUE CLINICAL NETWORK	$0.00	$0.00
1	A50	A50 DIRECT CONNECT SERVICES	$9,280.00	$9,280.00
1	A57	WEB OR MOBILITY OPTION	$2,500.00	$2,500.00
Qty	Part Number	Description	Unit List Price	Extended Price
2	MXU0295	DISPLAY FLT PNL NON-TOUCH PIIC IX 23" HP	$521.00	$1,042.00
Qty	Part Number	Description	Unit List Price	Extended Price
2	MXU0335	M-SERIES WALL CHAN MNT 8" PVT MP2/X2/X3	$324.00	$648.00
Qty	Part Number	Description	Unit List Price	Extended Price
4	MXU0345	M-SERIES PIVOT ARM KIT 12", 6" DP (I)	$324.00	$1,296.00
Qty	Part Number	Description	Unit List Price	Extended Price
8	MXU0472	CAT5/5E/6 CABLE TERMINATE & TIA/EAI TEST	$155.00	$1,240.00
Qty	Part Number	Description	Unit List Price	Extended Price
30000	MXU0524	INTELLIVUE NETWORK SMART HOPPING WIRED	$1.29	$38,700.00
Qty	Part Number	Description	Unit List Price	Extended Price
6	MXU0523	INTELLIVUE NETWORK - HARDWIRED (PER BED)	$685.00	$4,110.00
Qty	Part Number	Description	Unit List Price	Extended Price
30000	MXU0481	SH COVERAGE 10,001 TO 50,000 SQ FT	$2.11	$63,300.00
Qty	Part Number	Description	Unit List Price	Extended Price
30	MXU0575	PROJECT MANAGEMENT SERVICES	$0.00	$0.00
30	A02	A02 ADVANCED	$285.00	$8,550.00

		Total value added implementation solutions		**$137,560.82**

A.3 Clinical configurations and implementation services

Qty	Part Number	Description	Unit List Price	Extended Price
1	890539	CLINICAL CONFIG. & IMPL. SERVICES (CMS)	$0.00	$0.00
1	A06	1 OVERTIME SHIFT	$2,650.00	$2,650.00
1	890539	CLINICAL CONFIG. & IMPL. SERVICES (CMS)	$0.00	$0.00
1	A12	INTELLIVUE SCREEN CREATION	$2,287.00	$2,287.00

		Total Clinical Education		**$4,937.00**

Total	**$480,854.58**
Discount (eligible items only)	**- $104,890.60**
	==========
Total including applicable discount	**$375,963.98**

Note: Please do not use these prices as the basis to generate a purchase order.

B SPECIAL COMMENTS

Please be aware that this quotation is one part of a series of quotations, which constitutes a larger overall project and purchase. To understand and analyze this proposal in its entirety, other quotations must be considered.

C DISCLAIMER

The information set forth herein is for budgetary purposes only. This document does not constitute an offer to sell on the part of Philips Healthcare. Philips Healthcare makes no representations or guarantees of any kind with respect to price, availability, delivery, or other information contained herein, and all such information is subject to change without notice. Philips Healthcare will be happy to provide a formal quotation on request.

Not binding until accepted in writing by Philips in Andover or invoiced by Philips. Any purchase order or resulting agreement shall be subject to the Philips Terms and Conditions and the following terms which customer accepts.

For certain agreements, Philips may conduct a qualification inspection to verify that customer is suitably trained, the equipment is in serviceable condition, and all like equipment is covered by a valid Philips warranty or service agreement. Any resulting agreement is subject to cancellation by Philips if customer fails to satisfy these conditions during the term.

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SPACELABS HEALTHCARE

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Authorized Signature	Customer Purchase Order Number
Title Date	Email Address for order confirmation
Telephone Number	Tax Exemption Number (if Exempt)
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BUDGETARY

SPACELABS HEALTHCARE

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The Spacelabs Ultraview SL network supports clinical network sizes up to 1000 nodes. Networks consisting of mixed generations of Spacelabs devices may have lower capacities depending on specific models and age of equipment. Alarm Watch and Remote View functionality directly affect maximum network size. Please consult your field service engineer to determine the maximum size and functionality for your specific Spacelabs network.

Spacelabs Healthcare's installation is based upon the use of standard PVC jacketed interconnecting cables. If local conditions or regulations require use of plenum-rated cabling, 10BaseT is available at no additional charge (please specify on your purchase order). Plenum-rated 10Base5 (AUI and MAU) cabling requires an additional charge of $1.00 per foot. Any SDLC cables quoted herein are not plenum rated and may need to be run in hospital conduit to comply with local regulations.

An estimated antenna system is included with the quoted Telemetry System. A Pre-Installation Questionnaire (PIQ) will need to be completed to determine the exact antenna requirements for the hospital's particular installation. Associated costs will vary dependent upon the size and complexity of the installation.

Spacelabs Healthcare's telemetry antenna installation is based upon the use of standard PVC jacketed interconnecting cables. If local conditions or regulations require use of plenum-rated cabling, antenna kits specifying that plenum-rated cable is included must be purchased. If, upon completion of the Pre-Installation Questionnaire by our local FSE, additional plenum cabling is required (beyond that which is included in the antenna kits), Spacelabs will charge $1.00 per foot for the additional plenum-rated cable.

Wireless Monitors

PRELIMINARY

SPACELABS HEALTHCARE

Prior to an acceptance of a purchase order for the wireless monitors quoted herein, Spacelabs Healthcare requires a Signed Acknowledgement regarding the Hospital's decision to have a Site Qualification Survey performed to validate the wireless coverage area.

To determine the costs associated with the Site Qualification Survey (SQS), Spacelabs will need some basic information from the Hospital. Cooperation of hospital employees should be expected in providing such information. Your Spacelabs Sales Executive will email a link to a web-based Site Profile Form to the IT department. The responses to this form will immediately be forwarded to our Wireless Team upon completion by your Hospital representative. This information will allow Spacelabs to provide the Hospital with a quote for the Site Qualification Survey. The cost of this service varies and is dependent upon network design and size of the coverage area. The Site Qualification Survey will be an additional expense incurred by the Hospital.

In some instances, the quote for this Site Qualification Survey is included within the enclosed wireless monitoring quote. However, if the cost for the Site Qualification Survey is not already included within, the Hospital will receive a separate quote for such services from Spacelabs or our network design partner, **Global Technology Resources, Inc. (GTRI)**. The quote for the SQS will be delivered to the Hospital within one day of receipt of the completed Site Profile Form. A follow-up call will be scheduled with the Hospital to review the quote and to answer any questions regarding its necessity. The Hospital will need to review the quote for the SQS services and inform Spacelabs of their decision to proceed with an SQS. Hospital will be asked to sign an Acknowledgement confirming whether or not they would like to proceed with the Site Qualification Survey or not. Spacelabs cannot accept a P.O. for the wireless monitors until such signed Acknowledgement has been received.

Upon acceptance of the P.O. for the Site Qualification Survey, Spacelabs or our partner, **GTRI**, will contact the Hospital to schedule a mutually convenient time for performance of the SQS at the Hospital site. Once the SQS is completed, a detailed report will be provided to the Hospital which may or may not include possible modifications to the infrastructure to ensure optimal performance of Spacelabs wireless monitors. The cost for such modifications is the responsibility of the Hospital and all work must be completed by an authorized vendor approved by Spacelabs Healthcare.

The information contained in this proposal is for budgetary purposes only and does not constitute an offer to sell on the part of Spacelabs Healthcare. Pricing, availability, delivery, product specifications and other information is subject to change without notice. Spacelabs Healthcare will be pleased to provide a formal quotation upon request.

BUDGETARY

SPACELABS HEALTHCARE

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Cuero ED Equipment Replacement

BUDGETARY

Line	Description	Item Number	Qty	Unit List Price	Unit Net Price	Ext. Net Price
1	Qube Mini Transport Monitor	91389	2	0.00	0.00	0.00
2	Qube Mini, base unit	91389-A	2	9,000.00	4,635.00	9,270.00
3	English Language	91389-1	2	0.00	0.00	0.00
4	Six Waveforms	91389-06	2	2,200.00	1,133.00	2,266.00
5	Patient Data Logger (PDL)	91389-R	2	950.00	489.25	978.50
6	Wireless (802.11 a/b/g)	91389-P	2	531.92	273.94	547.88
7	Ultraview SL Command Module	91496	2	0.00	0.00	0.00
8	English Language	91496-1	2	0.00	0.00	0.00
9	Non-Invasive Parameter Set	91496-A	2	4,700.00	2,726.00	5,452.00
10	Advanced Multiview Arrhythmia (MVII)	91496-H	2	1,440.00	0.00	0.00
11	Nellcor SpO2	91496-N	2	700.00	700.00	1,400.00
12	12-lead diagnostic ECG with measurements and interpretation	91496-D	2	1,390.00	715.85	1,431.70
13	Adult/Neonatal Respiration	91496-R	2	500.00	257.50	515.00
14	ST Segment Analysis	91496-S	2	380.00	195.70	391.40
15	AriaTele Telemetry Transmitter	96281	3	0.00	0.00	0.00
16	ECG Transmitter	96281-A	3	2,400.00	1,236.00	3,708.00
17	Q Band (608-614 MHz)	96281-05	3	0.00	0.00	0.00
18	Wideband (50 kHz bandwidth)	96281-W	3	0.00	0.00	0.00
19	5-lead, AHA/AAMI color code	96281-J	3	0.00	0.00	0.00
20	Xhibit Telemetry Receiver	96280	1	0.00	0.00	0.00
21	Xhibit Telemetry Receiver, Base	96280-A	1	0.00	0.00	0.00
22	Q Band Receiver 608-614 MHz	96280-Q	1	0.00	0.00	0.00
23	Xhibit Telemetry Receiver Housing, 4 Patient Bundle	96280-4	1	37,000.00	19,055.00	19,055.00
24	Quad Receiver, Q Band, 96280	96280--Q	1	0.00	0.00	0.00
25	Serial cable for PDL * 9 pin to 9 pin connector, male to male	012-0395-00	2	140.00	72.10	144.20
26	Adapter null modem 9m to9f	131-1588-00	2	21.18	21.18	42.36
27	Roll Stand for 91389/91331/91330	016-0823-00	2	295.00	295.00	590.00
28	Roll Stand Mounting Kit for 91389/91331/91330 External Power Supply	016-0827-00	2	78.00	78.00	156.00
29	Mounting adapter, Qube Mini, 91389	SL-0087-16	2	120.00	120.00	240.00
30	Printer, Laserjet, HP, M506N, 110V	010-1971-01	1	1,600.25	824.13	824.13
31	USB Cable A-Male to B-Male 2.0, 6ft	010-1863-00	1	29.37	15.13	15.13
32	Active antenna kit, 608-614 MHz WMTS with 110v power supply	040-1410-02	1	2,209.00	2,209.00	2,209.00
33	1 Bed Clinical Access Bundle License	910-3999-01	5	600.00	309.00	1,545.00
34	1 Bed Interface Bundle License	910-3998-01	5	400.00	206.00	1,030.00

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BUDGETARY

Line	Description	Item Number	Qty	Unit List Price	Unit Net Price	Ext. Net Price
35	Network Evaluation: Consult in network design for a new installation and verify the network before going live, price per hospital department	999-1510-01	1	5,000.00	5,000.00	5,000.00
36	Depot Support Plan. Unit price is per year. Monitoring Products only.	999-9999-42	4	5,023.07	0.00	0.00
37	Uninterruptible Power Supply (UPS), 750VA, 120VAC, 96280 * Not discountable	119-0477-00	1	1,054.97	1,054.97	1,054.97
38	Cabinet, 19 inch rack, 12U, black * Not discountable	010-2004-00	1	854.82	854.82	854.82
39	ECG combiner cable, 5-Lead Spacelabs monitors, AAMI	700-0008-37	2	86.67	61.54	123.07
40	ECG combiner lead wire set, 5L, multi-pinch, AAMI, 74cm/29 in	700-0006-37	5	86.67	61.54	307.68
41	BP hose, single tube, adult	714-0018-00	2	46.50	31.85	63.70
42	Dual temperature adapter cable, 30cm/12 in	700-0031-00	2	78.80	59.10	118.20
43	Universal temperature probe extension cable, YSI 400 series compatible	700-4000-00	2	62.00	46.50	93.00
44	ECG combiner adapter, Aria Telemetry, 96281, AAMI	700-0008-88	3	53.33	38.93	116.79
45	CD-ROM, Manual, Ops, 96281, ariaTele	084-2201-01	1	0.00	0.00	0.00
46	AriaTele Service Manual, CD-ROM	084-2202-01	1	0.00	0.00	0.00
47	Operation Manual, CD, Xhibit/Telemetry	084-2301-06	1	0.00	0.00	0.00
48	Service Manual, CD, Xhibit/Telemetry	084-1479-06	1	0.00	0.00	0.00
49	Monitoring third party vendor purchase. See attached quotation for details.	999-1878-00	1	0.00	366.66	366.66
50	Xhibit XC4 Central Station	96501	2	0.00	0.00	0.00
51	Xhibit XC4 Base	96501-B	2	5,500.00	5,500.00	11,000.00
52	Xhibit XC4 4 Bed License	910-6501-01	2	0.00	0.00	0.00
53	Enhanced Software Support Plan (ICS/ XprezzNet/Xhibit), expires on same date as existing contract.	999-1898-11	1	0.00	0.00	0.00
54	Capnography Pod	92516	2	0.00	0.00	0.00
55	English Language	92516-1	2	0.00	0.00	0.00
56	Capnography Pod, base unit	92516-A	2	6,300.00	3,244.50	6,489.00
57	Nellcor OxiMax DS-100A finger sensor, adult	690-0003-01	2	97.65	72.80	145.60
58	Nellcor OxiMax sensor adapter cable	700-0792-00	2	315.00	236.25	472.50
59	Patient Monitoring Service Manual, CD-ROM	084-0700-03	1	0.00	$0.00	0.00
60	Ultraview SL Network Operations Manual, CD-ROM, English	084-1101-05	1	0.00	$0.00	0.00
61	Power Cord, North America, 3 ft, 120V, 10A	161-0246-00	4	40.10	$40.10	160.40
62	Installation	999-9999-97	1	2,864.47	$2,148.35	2,148.35
	Cuero ED Equipment Replacement Total					**$80,326.04**

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Cuero ED Equipment Replacement Proposal Notes

The 3rd party equipment quoted herein carries the warranty of the original manufacturer. Returns are subject to the vendor's return policy and may not be possible

BUDGETARY

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ICS Software & Hardware Requirements

Up to 32 Beds - "Departmental System"

ICS Departmental Server

Database/Application/Loaders on one server (ALL-IN-ONE)

Quantity Required - 1 virtual or physical
Processor - Intel Xeon E5-1410 V2, 2.80 GHz, 10 MB cache, Turbo 3.2 GHz (1 socket 4 cores)
Memory - 32 GB, 1333 MHz
Storage Sizes - Disk sizes

- Vol 1 - 128 GB for OS and app
- Vol 2 - 66 GB for Portal DB transaction log file
- Vol 3 - 132 GB for Portal DB data file
- Vol 4 - 66 GB for SQL Temp DB
- Vol 5 - 164 GB for Software & Portal backups (if needed)

RAID Controller

- Vol 1 - RAID1 - SAS 15K
- Vol 2 - RAID1 - SAS 15K
- Vol 3 - RAID10 - SAS 15K
- Vol 4 - RAID1
- Vol 5 - RAID5

OS - Windows Server 2012 R2 Standard Edition
Observations - SQL Server 2012 or 2014 Standard Edition (mixed mode authorized)

UP TO 128 BEDS - "SMALL MULTI-DEPARTMENT SYSTEM"

ICS DATABASE SERVER

(Core Services)
Quantity Required - 1 virtual or physical
Processor - Intel Xeon E5-2620 V2 2.10 GHz, 15 MB cache (1 socket 6 cores)
Memory - 64 GB 1600 MHz
Storage Sizes - Disk sizes

- Vol 1 - 96 GB for OS and app
- Vol 2 - 114 GB for Portal DB transaction log file
- Vol 3 - 228 GB for Portal DB data file
- Vol 4 - 114 GB for SQL Temp DB
- Vol 5 - 356 GB for Software & Portal backups (if needed)

RAID Controller

- Vol 1 - RAID1 - SAS 15K
- Vol 2 - RAID1 - SAS 15K
- Vol 3 - RAID10 with at least 2 SSD drives or RAID 10 - SAS 8 x 15K drives
- Vol 4 - RAID1
- Vol 5 - RAID5

OS - Windows Server 2012 R2 Standard Edition
Observations - SQL Server 2012 or 2014 Standard Edition (mixed mode authorized)

APPLICATION SERVER

(HL7 Vital Signs, HL7 ADT, ENI, 12 Lead Interfaces)
Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required

MONITOR LOADER

(Bedside Monitor and Legacy UVSL Telemetry - 64 bed capacity per server)
Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. May require 2 NIC's for multi-cast routing.

DATA LOADER

(XTR - Xhibit Telemetry Receiver - up to 100 beds per server)
Quantity Required - 1 virtual or physical
Processor - Dual socket E5-2630 v2 2.60 GHz with 15 MB cache (2 sockets 6 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 256 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. Requires 2 NIC's.

UP TO 300 BEDS - "MEDIUM MULTI-DEPARTMENT SYSTEM"

ICS DATABASE SERVER

(Core Services)
Quantity Required - 1 virtual or physical
Processor - Intel Xeon E5-2630 V2 2.60 GHz, 15 MB cache (1 socket 6 cores)
Memory - 72 GB 1600 MHz
Storage Sizes - Disk sizes

- Vol 1 - 96 GB for OS and app
- Vol 2 - 200 GB for Portal DB transaction log file
- Vol 3 - 400 GB for Portal DB data file
- Vol 4 - 200 GB for SQL Temp DB
- Vol 5 - 700 GB for Software & Portal backups (if needed)

RAID Controller

- Vol 1 - RAID1 - SAS 15K
- Vol 2 - RAID1 - SAS 15K
- Vol 3 - RAID10 with at least 4 SSD drives or SAS 8 x 15K drives
- Vol 4 - RAID1 SAS 15K
- Vol 5 - RAID5

OS - Windows Server 2012 R2 Standard Edition
Observations - SQL Server 2012 or 2014 Standard Edition (mixed mode authorized)
Allocate 64 GB RAM to SQL, and leave rest for OS, Apps

APPLICATION SERVER

(HL7 Vital Signs, HL7 ADT, ENI, 12 Lead Interfaces)
Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required

MONITOR LOADER

(Bedside Monitor and Legacy UVSL Telemetry - 64 bed capacity per server)
Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. May require 2 NIC's for multi-cast routing.

DATA LOADER

(XTR - Xhibit Telemetry Receiver - up to 100 beds per server)
Quantity Required - 1 virtual or physical
Processor - Dual socket E5-2630 v2 2.60 GHz with 15 MB cache (2 sockets 6 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 256 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. Requires 2 NIC's.

UP TO 500 BEDS "LARGE MULTI-DEPARTMENT SYSTEM"

ICS DATABASE SERVER

(Core Services)

Quantity Required - 1 virtual or physical
Processor - Dual socket E5-2630v3 2.40 GHz with 20 MB cache (2 sockets 8 cores ea)
Memory - 96 GB 1866 MHz
Storage Sizes - Disk sizes

- Vol 1 - 96 GB for OS and app
- Vol 2 - 300 GB for Portal DB transaction log file
- Vol 3 - 600 GB for Portal DB data file
- Vol 4 - 300 GB for SQL Temp DB
- Vol 5 - 1100 GB for Software & Portal backups (if needed)

RAID Controller

- Vol 1 - RAID1 - SAS 15K
- Vol 2 - RAID1 - SAS 15K
- Vol 3 - RAID10 with at least 4 SSD drives
- Vol 4 - RAID1 SAS 15K
- Vol 5 - RAID5

OS - Windows Server 2012 R2 Standard Edition
Observations - SQL Server 2012 or 2014 Standard Edition (mixed mode authorized)
Allocate 64 GB RAM to SQL, and leave rest for OS, Apps

APPLICATION SERVER

(HL7 Vital Signs, HL7 ADT, ENI, 12 Lead Interfaces)

Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required

MONITOR LOADER

(Bedside Monitor and Legacy UVSL Telemetry - 64 bed capacity per server)

Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. May require 2 NIC's for multi-cast routing.

DATA LOADER

(XTR - Xhibit Telemetry Receiver - up to 100 beds per server)

Quantity Required - 1 virtual or physical
Processor - Dual socket E5-2630 v2 2.60 GHz with 15 MB cache (2 sockets 6 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 256 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. Requires 2 NIC's.

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UP TO 700 BEDS "LARGE ENTERPRISE SYSTEM"

ICS DATABASE SERVER*

(Core Services)
Quantity Required - 1 virtual or physical
Processor - Intel® Xeon® Processor E5-2630 v3 with 20 MB cache, 2.40 GHz (2 sockets 8 cores ea)
Memory - 160 GB 1866 MHz
Storage Sizes - Disk sizes

- Vol 1 - 96 GB for OS and app
- Vol 2 - 400 GB for Portal DB transaction log file
- Vol 3 - 800 GB for Portal DB data file
- Vol 4 - 400 GB for SQL Temp DB
- Vol 5 - 1500 GB for Software & Portal backups (if needed)

RAID Controller

- Vol 1 - RAID1 - SAS 15K
- Vol 2 - RAID1 - SAS 15K
- Vol 3 - RAID10 with at least 6 SSD drives
- Vol 4 - RAID10 SAS 15K
- Vol 5 - RAID5

OS - Windows Server 2012 R2 Standard Edition
Observations - SQL Server 2012 Enterprise Edition (mixed mode authorized)
or SQL Server 2014 Standard Edition (mixed mode authorized)

**This implementation has not been fully tested. Based on the actual system performance, splitting the database may be a better alternative.*

APPLICATION SERVER

(HL7 Vital Signs, HL7 ADT, ENI, 12 Lead Interfaces)
Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required

MONITOR LOADER

(Bedside Monitor and Legacy UVSL Telemetry - 64 bed capacity per server)
Quantity Required - 1 virtual or physical
Processor - E5-1410 v2 2.80 GHz with 10 MB cache (1 socket 4 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 96 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. May require 2 NIC's for multi-cast routing.

DATA LOADER

(XTR - Xhibit Telemetry Receiver - up to 100 beds per server)
Quantity Required - 1 virtual or physical
Processor - Dual socket E5-2630 v2 2.60 GHz with 15 MB cache (2 sockets 6 cores)
Memory - 8 GB 1333 MHz UDIMM
Storage Sizes - Vol 1 - 256 GB for OS and app
RAID Controller - RAID1 - SAS 15K
OS - Windows Server 2012 R2 Standard Edition
Observations - No SQL Required. Requires 2 NIC's.

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SPACELABS HEALTHCARE

SUPPORT PLAN PORTFOLIO

WARRANTY AND SUPPORT PLAN OPTIONS

Warranty Options

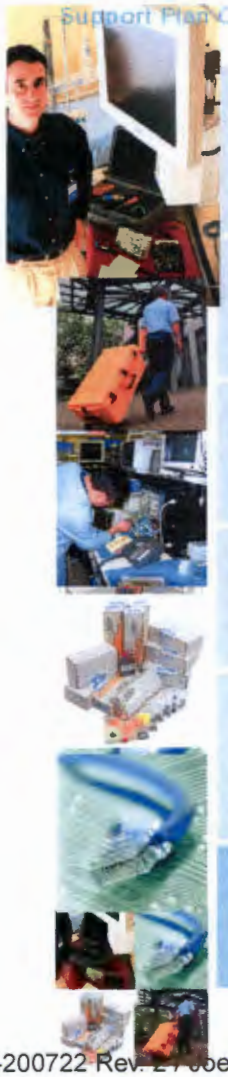
8 x 5 Warranty
On-site coverage during normal business hours.

Warranty description identical to the Depot Support Plan specification provided below.

Depot Warranty
Return to depot coverage.

Warranty description identical to the Depot Support Plan specification provided below.

Support Plan Options



24 x 7 Support Plan
On-site coverage 24 hours a day, 7 days a week, 365 days a year. Designed for customers who prefer that Spacelabs meets all of their service support needs 24 hours a day. All safety updates are included, our technical support and field service teams are available 24 hours a day, 7 days a week to ensure that your equipment is kept in peak operating condition. In the event that there is a problem that we can't fix immediately, priority access to our dedicated pool of loaner equipment is assured.

8 x 5 Support Plan
On-site coverage during normal business hours. Designed for customers who prefer that Spacelabs meets all of their service support needs within normal working hours. All safety updates are included, our technical support team is available 24 hours a day, 7 days a week and our field service teams are available 8 hours a day, 5 days a week to ensure your equipment is kept in top operating condition.

Depot Support Plan
Return to depot coverage. Designed for Spacelabs customers who have less urgent equipment servicing needs All safety updates are included and our technical support team is available 24 hours a day, 7 days a week. If there is a problem that we can't fix remotely, arrangements will be made to get the device returned to the factory for immediate update or repair.

Parts Exchange Support Plan
Spare part coverage for trained biomeds. Designed for Spacelabs customers whose biomed teams have completed our Spacelabs Certified Technical Training courses. Our technical support team is available 24 hours a day, 7 days a week to help diagnose problems and to then supply any parts required for your Spacelabs certified biomed staff to perform the repair.

Enhanced ICS Software Support Plan/Basic Software Support Plan
Software update coverage. These low cost agreements are designed for Spacelabs customers who simply wish to ensure that their equipment's software is updated to the most current level every year. The Enhanced plan is required for customers purchasing ICS G2. For 'Mission Critical' users the Enhanced Plan also provides 24 hours a day, 7 days a week access to our team of IT Product Specialists and an option to include remote Preventive Maintenance checks for a small additional charge of 0.5%.

Custom Support Plan
An à la carte approach allowing customers select coverage to suit specific needs. We appreciate that on occasion, a hospital may have some very individual and unique support requirements. For this reason, we've included a 'Custom' column in the specification matrix on the back of this sheet. Place a check mark by each of the services you require and we'll be delighted to provide you with a quotation tailor-made for you.

Support Plan Portfolio

	WARRANTY TYPE	8 X 5 Warranty	Depot Warranty	SUPPORT PLAN TYPE	24 X 7 Support Plan	8 X 5 Support Plan	8 X 5 Support Plan (Cardiology Products)	Depot Support Plan	Parts Exchange Support Plan	Enhanced ICS Software Support Plan	Basic Software Support Plan (Patient Monitoring Products)	Basic Software Support Plan (Cardiology Products)	Custom Support Plan
US TECHNICAL SUPPORT													
8x5 Telephone Support		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	
24x7 Telephone Support (Includes weekends & holidays)		✓	✓		✓	✓		✓	✓	✓	✓		
8x5 Access to Product Specialists		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	
24x7 Access to IT Product Specialists (Includes weekends & holidays)										✓			
Remote Diagnostics Support (Availability subject to equipment specification)		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	
PREVENTATIVE MAINTENANCE (PM) - Full OEM specification													
25% Discount for On-site PM Coverage (Discount from normal travel & labor charges)		✓			✓	✓	✓						
10% Discount for PM Parts used by FSE (Discount provided in addition to any discounts currently in place)		✓			✓	✓	✓						
Remote ICS Preventative Maintenance (Two system performance evaluations per year)										OPT			
CORRECTIVE MAINTENANCE (CM) - Full OEM specification													
08:30AM - 05:00PM On-site CM Coverage (Customer local time, FSE travel & labor included)		✓			✓	✓	✓						
24 X 7 On-site CM Coverage (Includes weekends & holidays, FSE travel & labor included)					✓								
Return to Depot CM Coverage (Labor & return shipping included)		✓	✓		✓	✓	✓	✓					
CM Repair Parts Coverage (Excludes supplies & accessories)		✓	✓		✓	✓	✓	✓	✓				
Priority Loan Equipment (No charge, subject to availability)					✓								
SOFTWARE SUPPORT													
Safety Updates (Includes FSE travel & labor)		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	
Annual Performance Enhancing Updates (Includes FSE travel & labor)										✓	✓	✓	
Spacelabs ICS Software Upgrades (Includes upgrade to Inteasys Clinical Suite (ICS) 5)										✓			
Discount on Post Implementation Interface Support (Includes any FSE travel & labor required)										25%	25%	25%	
ANNUAL PRICE													
Calculated as a percentage of the selling price of all products covered (Subject to maximum discount of 25% from list price)					9%	6%	12%	4.5%	3%	1.5%	1%	9%	QUOTE

A detailed description of the service offerings and applicable terms shall be included in the Spacelabs Customer Quotation form.

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PHILIPS

Philips Healthcare, a division of Philips Electronics North America Corporation

Cuero Community Hospital

2550 N Esplanade St
CUERO, TX 77954-4736
Customer Number: 94027199

Attention:
E-mail:

Account Manager
Eric Rawlins
222 Jacobs Street
Cambridge, MA

Fax:
E-mail: eric.rawlins@philips.com

Budgetary Quote
Number: CQLM_001562
Version: 2
Date: 6 -11 -2020

ED Quote – (2) MX500s & X3s

A PRODUCT OFFERING 2

B SPECIAL COMMENTS 5

C DISCLAIMER 5

 Note: Please do not use these prices as the basis to generate a purchase order.

A PRODUCT OFFERING

A.1 Products

Qty		Description	Unit List Price	Discount %	Extended Price
1	866390	**PATIENT INFORMATION CENTER IX EXPAND**			
1	RVC	**RVC PIC IX SOFTWARE RELEASE C**	$0.00	0%	$0.00
1	NEW	**NEW NEW ADD ON OR EXPAND**	$0.00	0%	$0.00
5	1XC	**1XC PIC IX BASE**	$2,300.00	44%	$6,440.00
5	LDB	**LDB LOCAL DATABASE**	$0.00	0%	$0.00
5	0VC	**0VC OVERVIEW REV C**	$1,420.00	44%	$3,976.00
5	PRC	**PRC PRO REV C**	$875.00	44%	$2,450.00
5	V1C	**V1C VISIBILITY REV C**	$555.00	44%	$1,554.00
	Subtotal:				**$14,420.00**

Picture represents product family and not exact configuration quoted

Qty		Description	Unit List Price	Discount %	Extended Price
2	866064_NAM	**INTELLIVUE MX500 US** IntelliVue MX500 monitor			
2	SL1	**SL1 MX500 STANDARD MONITOR**	$13,725.00	44%	$15,372.00
	Subtotal:				**$15,372.00**

Qty		Description	Unit List Price	Discount %	Extended Price
2	867030	**INTELLIVUE X3** The IntelliVue X3 is a compact, battery operated patient monitor and multi-measurement module. It is designed for use with IntelliVue host monitors (companion mode), stationary monitoring, and monitoring during in-hospital patient transfer.			
2	A03	**A03 3-WAVES CAPABILITY**	$0.00	0%	$0.00

Note: Please do not use these prices as the basis to generate a purchase order.

2	**H72**	**H72 CRITICAL CARE TRANSPORT SW**	$1,600.00	44%	$1,792.00
2	**B06**	**B06 DUAL PRESS AND TEMP**	$1,130.00	44%	$1,265.60
2	**SP1**	**SP1 FAST SPO2**	$8,410.00	44%	$9,419.20
2	**SC2**	**SC2 SYSTEM CABLE - 2.0 M**	$0.00	0%	$0.00
2	**E31**	**E31 CARRYING HANDLE**	$185.00	44%	$207.20
2	**J45**	**J45 SMART HOPPING IF 1.4 GHZ**	$1,770.00	44%	$1,982.40
	Subtotal:				**$14,666.40**

Qty		Description	Unit List Price	Discount %	Extended Price
3	**867030**	**INTELLIVUE X3** The IntelliVue X3 is a compact, battery operated patient monitor and multi-measurement module. It is designed for use with IntelliVue host monitors (companion mode), stationary monitoring, and monitoring during in-hospital patient transfer.			
3	**A03**	**A03 3-WAVES CAPABILITY**	$0.00	0%	$0.00
3	**H72**	**H72 CRITICAL CARE TRANSPORT SW**	$1,600.00	44%	$2,688.00
3	**B06**	**B06 DUAL PRESS AND TEMP**	$1,130.00	44%	$1,898.40
3	**SP1**	**SP1 FAST SPO2**	$8,410.00	44%	$14,128.80
3	**SC2**	**SC2 SYSTEM CABLE - 2.0 M**	$0.00	0%	$0.00
3	**E31**	**E31 CARRYING HANDLE**	$185.00	44%	$310.80
3	**E50**	**E50 INTELLIVUE DOCK**	$720.00	44%	$1,209.60
3	**J45**	**J45 SMART HOPPING IF 1.4 GHZ**	$1,770.00	44%	$2,973.60
	Subtotal:				**$23,209.20**

Qty		Description	Unit List Price	Discount %	Extended Price
5	**M1668A**	**CBL 5 LEAD ECG TRUNK, AAMI/IEC 2.7M**	$145.23	27%	$530.09
5	**M1968A**	**CBL 5 LEADSET, GRABBER, AAMI, ICU**	$116.39	27%	$424.82
5	**989803199741**	**DUAL IBP ADAPTER**	$157.59	27%	$575.20
5	**M1599B**	**ADULT PRESSURE INTERCONNECT CABLE 3.0M**	$71.07	27%	$259.41
5	**M1191B**	**REUSABLE ADULT SPO2 SENSOR**	$271.92	27%	$992.51
	Subtotal:				**$2,782.03**

Note: Please do not use these prices as the basis to generate a purchase order.

Total Product(s)	**$70,449.63**

A.2 Implementation Solutions

Qty	Part Number	Description	Unit List Price	Extended Price
1	**890500**	**INSTALLATION SITE SERVICES (CMS)**	$0.00	$0.00
1	**A04**	**FACILITIES IMPL SOLUTIONS**	$3,968.91	$3,968.91
Qty	Part Number	Description	Unit List Price	Extended Price
5	**MXU0175**	**WALL CHANNEL SEISMIC 19"**	$41.00	$205.00
Qty	Part Number	Description	Unit List Price	Extended Price
1	**989805700057**	**UPS EQUIPMENT ROOM, VAS (I)**	$268.00	$268.00
Qty	Part Number	Description	Unit List Price	Extended Price
1	**MXU0295**	**DISPLAY FLT PNL NON-TOUCH PIIC IX 23" HP**	$521.00	$521.00
Qty	Part Number	Description	Unit List Price	Extended Price
3	**MXU0335**	**M-SERIES WALL CHAN MNT 8" PVT MP2/X2/X3**	$324.00	$972.00
Qty	Part Number	Description	Unit List Price	Extended Price
2	**MXU0345**	**M-SERIES PIVOT ARM KIT 12", 6" DP (I)**	$324.00	$648.00
Qty	Part Number	Description	Unit List Price	Extended Price
2000	**MXU0524**	**INTELLIVUE NETWORK SMART HOPPING WIRED**	$1.29	$2,580.00
Qty	Part Number	Description	Unit List Price	Extended Price
5	**MXU0523**	**INTELLIVUE NETWORK - HARDWIRED (PER BED)**	$685.00	$3,425.00
Qty	Part Number	Description	Unit List Price	Extended Price
2000	**MXU0481**	**SH COVERAGE 10,001 TO 50,000 SQ FT**	$2.11	$4,220.00
Qty	Part Number	Description	Unit List Price	Extended Price
7	**MXU0575**	**PROJECT MANAGEMENT SERVICES**	$0.00	$0.00
7	**A02**	**A02 ADVANCED**	$285.00	$1,995.00
		Total value added implementation solutions		**$18,802.91**

A.3 Clinical configurations and implementation services

Qty	Part Number	Description	Unit List Price	Extended Price
1	**890539**	**CLINICAL CONFIG. & IMPL. SERVICES (CMS)**	$0.00	$0.00
1	**A06**	**1 OVERTIME SHIFT**	$2,650.00	$2,650.00
1	**890539**	**CLINICAL CONFIG. & IMPL. SERVICES (CMS)**	$0.00	$0.00
1	**A12**	**INTELLIVUE SCREEN CREATION**	$2,287.00	$2,287.00
		Total Clinical Education		**$4,937.00**

Total	**$148,385.91**
Discount (eligible items only)	**- $54,196.37**

Note: Please do not use these prices as the basis to generate a purchase order.

Total including applicable discount **$94,189.54**

B SPECIAL COMMENTS

Please be aware that this quotation is one part of a series of quotations, which constitutes a larger overall project and purchase. To understand and analyze this proposal in its entirety, other quotations must be considered.

C DISCLAIMER

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For certain agreements, Philips may conduct a qualification inspection to verify that customer is suitably trained, the equipment is in serviceable condition, and all like equipment is covered by a valid Philips warranty or service agreement. Any resulting agreement is subject to cancellation by Philips if customer fails to satisfy these conditions during the term.

Note: Please do not use these prices as the basis to generate a purchase order.

BUDGET

Proposal Summary

Proposal Date:	None
Proposal Number:	Q-36002
Proposal Exp. Date:	Jun 3, 2020
Sales Rep:	Jason Mackey
Proposal For:	CUERO COMMUNITY HOSPITAL

Mindray DS USA, Inc.
800 MacArthur Blvd.
Mahwah, NJ 07430
Tel: 201-995-8000
Fax: 800.266.9624

Contact:	Angela Mckinney
Title:	
Phone:	361-275-6191
Email:	angelam@cuerohospital.org

Total Price By Department

Shared Servers

Department Name	List Price	Departmental Discount	Net Price
Shared Servers	USD 70,151.02	USD -18,524.40	USD 51,626.62
		Shared Servers TOTAL:	USD 51,626.62

Med Surg

Department Name	List Price	Departmental Discount	Net Price
Med Surg	USD 148,763.51	USD -46,236.05	USD 102,527.46
		Med Surg TOTAL:	USD 102,527.46

Egateway

Department Name	List Price	Departmental Discount	Net Price
eGateway	USD 23,210.00	USD -388.00	USD 22,822.00
		Egateway TOTAL:	USD 22,822.00

ICU

Department Name	List Price	Departmental Discount	Net Price
ICU	USD 124,094.00	USD -58,931.44	USD 65,162.56
		ICU TOTAL:	USD 65,162.56

Recovery

Department Name	List Price	Departmental Discount	Net Price
Recovery	USD 41,846.00	USD -19,858.52	USD 21,987.48
		Recovery TOTAL:	USD 21,987.48

Emergency

Department Name	List Price	Departmental Discount	Net Price
Emergency	USD 75,531.76	USD -36,777.10	USD 38,754.66
		Emergency TOTAL:	USD 38,754.66

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TOTAL: USD 302,880.78

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To: Angela Mckinney
CUERO COMMUNITY HOSPITAL
2550 NORTH ESPLANADE (HSS)
CUERO, TX 77954

Affiliation: HIND

Sales Representative: Jason Mackey
Quote Number: Q-36002

Proposal Date: None

Phone: +1 3252126554
E-mail: j.mackey@mindray.com

Shared Servers

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
1	115-051209-00	BeneVision DMS host package (2U Rack)	USD 6,000.00	USD 3,172.50	1	USD 3,172.50
2	803-011986-00	One Year Extended Warranty for BeneVision DMS 2U Rack Server	USD 1,595.00	USD 1,355.75	1	USD 1,355.75
3	803-011986-CRDT	Buying Group Warranty Credit	USD 0.00	USD -1,355.75	1	USD -1,355.75
4	121-001373-00	BeneVision CS Bed License (FD, Bed, Adv) - Per Channel	USD 400.00	USD 198.00	6	USD 1,188.00
5	121-001269-00	BeneVision Central Station - TelePack license Key Package. Includes: One Arrythmia detection, St Segment analysis and QT Monitoring license per TelePack channel.	USD 875.00	USD 433.13	16	USD 6,930.08
6	121-001372-00	BeneVision CS Server License	USD 9,700.00	USD 4,801.50	1	USD 4,801.50
7	803-040043-00	2.4/5GHz Rack/Core Charge	USD 18,000.00	USD 18,000.00	1	USD 18,000.00
8	045-003660-01	BeneVision DMS R4 Software Media Kit	USD 0.01	USD 0.00	1	USD 0.00
9	023-001412-00	Network Time Server	USD 2,176.00	USD 1,254.53	1	USD 1,254.53
10	803-070282-00	BeneVision DMS PDF Printing capability	USD 0.01	USD 0.01	1	USD 0.01
11	803-070485-00	Professional Services	USD 275.00	USD 275.00	2	USD 550.00
12	5000-CS-ABMT-01	Cable pull and tenting procedures	USD 11,330.00	USD 11,330.00	1	USD 11,330.00
13	803-070492-00	Hospital Network Integration	USD 4,400.00	USD 4,400.00	1	USD 4,400.00
				Shared Servers TOTAL:		USD 51,626.62

Med Surg

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
14	115-050935-00	BeneVision DMS Workstation, Mini PC	USD 3,000.00	USD 1,485.00	1	USD 1,485.00
15	803-040044-00	WorkStation/Vertical Server installation, cable and setup. Includes, installation and setup for one WorkStation and up to three display screens. (Includes cable pulling)	USD 2,850.00	USD 2,536.50	1	USD 2,536.50
16	0992-00-0002-04	OEM Uninterrupted power supply APCBR800	USD 186.00	USD 158.63	1	USD 158.63
17	803-011963-00	One year extended warranty for BeneVision DMS	USD 1,250.00	USD 1,062.50	1	USD 1,062.50
18	803-011963-CRDT	Buying Group Warranty Credit	USD 0.00	USD -1,062.50	1	USD -1,062.50
19	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 1,472.63	1	USD 1,472.63
20	121-001375-00	BeneVision WorkStation Server License	USD 3,400.00	USD 1,683.00	1	USD 1,683.00

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Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
21	110-004115-00	BeneVision WorkStation Bed Licenses. Supports 4-32 beds	USD 300.00	USD 148.50	14	USD 2,079.00
22	803-040050-00	Telepack installation and set up for TM80 and TD60.	USD 88.25	USD 78.54	14	USD 1,099.56
23	803-040046-00	2.4/5GHz Install per 100 SQFT	USD 200.00	USD 200.00	261	USD 52,200.00
24	023-001566-00	HP LaserJet Enterprise M608n Printer	USD 3,700.00	USD 1,831.50	1	USD 1,831.50
25	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,131.19	1	USD 1,131.19
26	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 1,472.63	1	USD 1,472.63
27	121-001854-00	Remote VGA 1-port Transmiter (Requires 1 for each remote display screen)	USD 1,200.00	USD 761.40	1	USD 761.40
28	121-001857-00	Short Range VGA Receiver	USD 760.00	USD 407.98	1	USD 407.98
29	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,131.19	1	USD 1,131.19
30	CLIN-ED-TRNG8HR	8 Hours of Clinical Education scheduled Monday through Friday	Included	Included	3	USD 0.00
31	121-001700-00	WiFi Telemetry Transmitter With Alarms (TM80) (includes 1 ea - 3 AA Battery Pack), Compatible with both Masimo and Nellcor Pulse Oximetry. (SpO2)	USD 4,600.00	USD 2,277.00	14	USD 31,878.00
32	009-004782-00	5-Lead ECG Mobility Leadset, AHA, Snap, 24" Compatible with TM80/TD60	USD 135.00	USD 85.66	14	USD 1,199.24
33	115-034334-02	Operator's manual on CD for TD60, TM80 and BP10	USD 0.01	USD 0.01	1	USD 0.01
				Med Surg TOTAL:		USD 102,527.46

Egateway

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
34	121-001416-00	Rack mount 2U server/RAID 1/Dual power supply/Windows Server 2016/McAfee Application Control. This configuration includes licenses for Results (discrete trended numerical values), ADT (demographics for positive patient identification), 12-Lead export (with bedsides /w 12-lead and DMS) and Document Management interface. One eGateway supports up to 32 continuous bedside monitors. Capacity can easily be increased to 1200 continuous bedside monitors by increasing the device license to 200 and stacking 5 more eGateways	USD 15,000.00	USD 15,000.00	1	USD 15,000.00
35	5000-HS-FSIN-01	eGateway installation and configuration (Does not include mapping)	USD 2,710.00	USD 2,322.00	1	USD 2,322.00
36	803-070244-00	HL7 Mapping for ADT and Results (32 Bed eGateway)	USD 5,500.00	USD 5,500.00	1	USD 5,500.00
				Egateway TOTAL:		USD 22,822.00

ICU

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
37	121-001521-00	N12 Monitor with Early Warning Score N12 Monitor-includes 5 year warranty, battery, 4 module slots, quick reference guide, line cord and 1 roll of paper	USD 8,105.00	USD 4,011.98	4	USD 16,047.92

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
38	121-001621-00	Microstream CO2 module (115-046966-00) with accessory kit Sales BOM	USD 4,440.00	USD 2,197.80	4	USD 8,791.20
39	009-004787-00	5-Lead ECG Mobility Leadset, AHA, Pinch, 36" Compatible with TM80/TD60	USD 155.00	USD 98.35	4	USD 393.40
40	115-031807-00	Reusable Bladderless NIBP Cuff Kit: Includes one Child, Small Adult, Adult, Large Adult, and Thigh cuff Compatible with Accutorr V, DPM 3, DPM 4, DPM 5, DPM 6, DPM 7, Duo, Trio, Passport 2, Passport V, Spectrum, Spectrum OR, V12, V21, Accutorr 3, Accutorr 7, Passport 8, Passport 12, T1, Passport 12m, Passport 17m	USD 162.00	USD 102.79	5	USD 513.95
41	115-062361-00	N Series Combo Ops Manual	Included	Included	1	USD 0.00
42	045-003427-00	GCX M series 12"pivot arm with adapter	USD 480.00	USD 304.56	4	USD 1,218.24
43	121-001569-00	N1 Monitor with Masimo SET® SpO2, ST/ Arrhythmia analysis, 3/5/6-lead ECG, NIBP, two invasives, dual temperature, integrated battery, 2.4/5GHz wireless enabled Multiparameter Modules-include Masimo or Nellcor SpO2 adult reusable sensor, Masimo or Nellcor SpO2 cable, reusable adult NIBP cuff and hose , ECG 5 lead adult defib proof cable and ECG 5 lead snap 24" wire set , and MR420B adapter cable for YSI probe . All other accessories must be ordered separately.	USD 11,295.00	USD 5,591.03	4	USD 22,364.12
44	115-050935-00	BeneVision DMS Workstation, Mini PC	USD 3,000.00	USD 1,485.00	1	USD 1,485.00
45	803-040044-00	WorkStation/Vertical Server installation, cable and setup. Includes, installation and setup for one WorkStation and up to three display screens. (Includes cable pulling)	USD 2,850.00	USD 2,536.50	1	USD 2,536.50
46	0992-00-0002-04	OEM Uninterrupted power supply APCBR800	USD 186.00	USD 158.63	1	USD 158.63
47	803-011963-00	One year extended warranty for BeneVision DMS	USD 1,250.00	USD 1,062.50	1	USD 1,062.50
48	803-011963-CRDT	Buying Group Warranty Credit	USD 0.00	USD -1,062.50	1	USD -1,062.50
49	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 1,472.63	1	USD 1,472.63
50	121-001375-00	BeneVision WorkStation Server License	USD 3,400.00	USD 1,683.00	1	USD 1,683.00
51	110-004115-00	BeneVision WorkStation Bed Licenses. Supports 4-32 beds	USD 300.00	USD 148.50	4	USD 594.00
52	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,131.19	4	USD 4,524.76
53	023-001566-00	HP LaserJet Enterprise M608n Printer	USD 3,700.00	USD 1,831.50	1	USD 1,831.50
54	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,131.19	1	USD 1,131.19
55	CLIN-ED-TRNG8HR	8 Hours of Clinical Education scheduled Monday through Friday	Included	Included	3	USD 0.00
56	803-040049-00	N1/T1 Monitor installation and setup.	USD 117.00	USD 104.13	4	USD 416.52
					ICU TOTAL:	USD 65,162.56

Recovery

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
57	121-001521-00	N12 Monitor with Early Warning Score N12 Monitor-includes 5 year warranty, battery, 4 module slots, quick reference guide, line cord and 1 roll of paper	USD 8,105.00	USD 4,011.98	2	USD 8,023.96

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Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
58	009-004787-00	5-Lead ECG Mobility Leadset, AHA, Pinch, 36" Compatible with TM80/TD60	USD 155.00	USD 98.35	2	USD 196.70
59	115-062361-00	N Series Combo Ops Manual	Included	Included	1	USD 0.00
60	045-003427-00	GCX M series 12"pivot arm with adapter	USD 480.00	USD 304.56	2	USD 609.12
61	121-001568-00	N1 Monitor with Masimo SET® SpO2, Arrhythmia analysis, 3/5/6-lead ECG, NIBP, two invasives, dual temperature, integrated battery, 2.4/5GHz wireless enabled Multiparameter Modules-include Masimo or Nellcor SpO2 adult reusable sensor, Masimo or Nellcor SpO2 cable, reusable adult NIBP cuff and hose , ECG 5 lead adult defib proof cable and ECG 5 lead snap 24" wire set , and MR420B adapter cable for YSI probe. All other accessories must be ordered separately.	USD 10,795.00	USD 5,343.53	2	USD 10,687.06
62	803-040049-00	N1/T1 Monitor installation and setup.	USD 117.00	USD 104.13	2	USD 208.26
63	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,131.19	2	USD 2,262.38
				Recovery TOTAL:		USD 21,987.48

Emergency

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
64	121-001522-00	N12 Monitor with Early Warning Score and 2.4/5GHz wireless N12 Monitor-includes 5 year warranty, battery, 4 module slots, quick reference guide, line cord and 1 roll of paper	USD 9,605.00	USD 4,754.48	2	USD 9,508.96
65	121-001586-00	Sidestream CO2 module 1X (115-049134-00) with adult/pediatric accessory kit Sales BOM	USD 3,700.00	USD 1,831.50	2	USD 3,663.00
66	009-004787-00	5-Lead ECG Mobility Leadset, AHA, Pinch, 36" Compatible with TM80/TD60	USD 155.00	USD 98.35	2	USD 196.70
67	115-062361-00	N Series Combo Ops Manual	Included	Included	1	USD 0.00
68	045-003255-00	N12 rolling stand with quick release mount	USD 445.00	USD 282.35	2	USD 564.70
69	121-001569-00	N1 Monitor with Masimo SET® SpO2, ST/ Arrhythmia analysis, 3/5/6-lead ECG, NIBP, two invasives, dual temperature, integrated battery, 2.4/5GHz wireless enabled Multiparameter Modules-include Masimo or Nellcor SpO2 adult reusable sensor, Masimo or Nellcor SpO2 cable, reusable adult NIBP cuff and hose , ECG 5 lead adult defib proof cable and ECG 5 lead snap 24" wire set , and MR420B adapter cable for YSI probe . All other accessories must be ordered separately.	USD 11,295.00	USD 5,591.03	2	USD 11,182.06
70	115-050935-00	BeneVision DMS Workstation, Mini PC	USD 3,000.00	USD 1,485.00	1	USD 1,485.00
71	803-040044-00	WorkStation/Vertical Server installation, cable and setup. Includes, installation and setup for one WorkStation and up to three display screens. (Includes cable pulling)	USD 2,850.00	USD 2,536.50	1	USD 2,536.50
72	0992-00-0002-04	OEM Uninterrupted power supply APCBR800	USD 186.00	USD 158.63	1	USD 158.63
73	803-011963-00	One year extended warranty for BeneVision DMS	USD 1,250.00	USD 1,062.50	1	USD 1,062.50
74	803-011963-CRDT	Buying Group Warranty Credit	USD 0.00	USD -1,062.50	1	USD -1,062.50
75	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 1,472.63	1	USD 1,472.63
76	121-001375-00	BeneVision WorkStation Server License	USD 3,400.00	USD 1,683.00	1	USD 1,683.00

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
77	110-004115-00	BeneVision WorkStation Bed Licenses. Supports 4-32 beds	USD 300.00	USD 148.50	5	USD 742.50
78	121-001700-00	WiFi Telemetry Transmitter With Alarms (TM80) (includes 1 ea - 3 AA Battery Pack), Compatible with both Masimo and Nellcor Pulse Oximetry. (SpO2)	USD 4,600.00	USD 2,277.00	1	USD 2,277.00
79	009-004782-00	5-Lead ECG Mobility Leadset, AHA, Snap, 24" Compatible with TM80/TD60	USD 135.00	USD 85.66	1	USD 85.66
80	115-034334-02	Operator's manual on CD for TD60, TM80 and BP10	USD 0.01	USD 0.01	1	USD 0.01
81	803-040050-00	Telepack installation and set up for TM80 and TD60.	USD 88.25	USD 78.54	3	USD 235.62
82	023-001566-00	HP LaserJet Enterprise M608n Printer	USD 3,700.00	USD 1,831.50	1	USD 1,831.50
83	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,131.19	1	USD 1,131.19
84	CLIN-ED-TRNG8HR	8 Hours of Clinical Education scheduled Monday through Friday	Included	Included	3	USD 0.00
				Emergency TOTAL:		USD 38,754.66

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mindray

To:	Angela Mckinney CUERO COMMUNITY HOSPITAL 2550 NORTH ESPLANADE (HSS) CUERO, TX 77954	**Sales Representative:** **Quote Number:**	Jason Mackey Q-36002
		Proposal Date:	None
		Phone:	+1 3252126554
Affiliation:	HIND	**E-mail:**	j.mackey@mindray.com

Affiliation Notes: HPG Independents - HIND - (HealthTrust Purchasing Group)
Patient Monitoring Contract # 500028 - Standard One Year-On Site Warranty for parts & labor on Passport Monitors, T1 Monitor, Gas Module & Central Stations. (Central Stations additional 1 year extended warranty). Standard Three Year Mail-In Warranty on Accutorr Monitors. N Series Monitors - Standard 5 year warranty.
Ultrasound Contract #4954 M7, M9, TE5, TE7 Ultrasound Machines & Transducers (Excluding 4D & TEE Transducers - Standard one year) have a standard five year warranty. DC8 Ultrasound Machine & DC8 Transducers - Standard 1 Year Warranty. DC8 Expert Ultrasound Machine & Transducers - Standard five year warranty. Resona7 Ultrasound Machine & Transducers - Standard 5 Year Warranty.
Anesthesia Contract #4957 - Anesthesia Machines - Standard three year warranty.
DEMO EQUIPMENT and ACCESSORIES (6 MONTHS ONLY)

Payment Terms: Net 45

Shipping Terms: F.O.B. ORIGIN (CUSTOMER PAYS FREIGHT)
"To ensure on-time delivery of your orders, Mindray may drop ship products directly from our overseas factories or distribution warehouses"

Proposal Notes:

Product Notes: Biomedical training credits issued to customers at the time of sale, are for the sole use of employees of the facility purchasing the equipment, and are non transferable.

Central Station - Hospitals, or buying groups, that require special containment procedures while opening plenum spaces including the use of a negative chamber tent system will be billed separately for the containment costs. These cost will include, but not be limited to, rental of a containment system, plus the additional cost incurred by the cable installer and the Mindray Representative who are required to use the system. This will also apply to any containment costs incurred after the installation for Mindray Representatives when performing maintenance on the system.

Trash Removal responsibility
Mindray is not responsible for the disposal of packing material associated with newly installed Mindray products. Mindray will work with the customer to collect and centralize the packing material for ease of disposal by the customers' personnel. The customer will be responsible for sorting and disposal of packing material.

De-Installation of existing cabling
Mindray is not responsible for the de-installation of existing cabling associated with an existing patient monitoring system. Mindray will provide this service on a time and material basis in the event that the customer would like to have this work done by Mindray at the time of the installation. Customer will be responsible for pulling of cable and certification, if these items are not charged on the body of this quote.

Fiber Optics Requirements

In the event that fiber optics network runs are necessary due to the location of the central rack, then it will be the customer's responsibility to add the necessary fiber optic run(s). Mindray Technology service will provide this service on a T+M basis in the event that the customer would like to have this work done by Mindray.

Pricing for cable pull and certification is based on nonunion labor. If Union labor is required customer will be invoiced for any additional cost. Pricing for cablepull includes installation of cables above ceilings or any horizontal/vertical pathways and shall be supported per BISCI standards utilizing communications rated J-hooks. Pricing does not include major structural changes to go between walls or floors, e.g., penetration of interior or exterior cement walls or the installation of conduit/Raceway.

Core Drilling requirements
In the event that core drilling (i.e drilling between floors to accommodate network runs) is required to complete an installation, the customer will be responsible for customary costs associated with this work. Mindray Technology Services will provide this service on a T+M basis if requested by the customer.
(Customary charges are approximately $450 each)
Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.

DRAFT

Product Notes:

Please complete at time of purchase:

Receiving Dock Hours: _____

Lift Gate Required: YES / NO

Inside Delivery Required: YES / NO

Uncrating Needed: YES / NO

Debris Removal: YES / NO

Prior Notification: YES / NO

Contact Name: _____

Department: _____

Contact Phone #(s) _____

E-mail Address(s) _____

Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.

This quotation contains no provisions for Biomedical training tuition or credits.

If your terms are Cash-in-advance, please remit check directly to:

Mindray DS USA, Inc. 24312 Network Place, Chicago, IL 60673-1243

DRAFT

Total Price By Department

Shared Servers

Department Name	List Price	Departmental Discount	Net Price
Shared Servers	USD 70,151.02	USD -18,524.40	USD 51,626.62
		Shared Servers TOTAL:	USD 51,626.62

Med Surg

Department Name	List Price	Departmental Discount	Net Price
Med Surg	USD 148,763.51	USD -46,236.05	USD 102,527.46
		Med Surg TOTAL:	USD 102,527.46

Egateway

Department Name	List Price	Departmental Discount	Net Price
eGateway	USD 23,210.00	USD -388.00	USD 22,822.00
		Egateway TOTAL:	USD 22,822.00

ICU

Department Name	List Price	Departmental Discount	Net Price
ICU	USD 124,094.00	USD -58,931.44	USD 65,162.56
		ICU TOTAL:	USD 65,162.56

Recovery

Department Name	List Price	Departmental Discount	Net Price
Recovery	USD 41,846.00	USD -19,858.52	USD 21,987.48
		Recovery TOTAL:	USD 21,987.48

Emergency

Department Name	List Price	Departmental Discount	Net Price
Emergency	USD 75,531.76	USD -36,777.10	USD 38,754.66
		Emergency TOTAL:	USD 38,754.66

TOTAL: USD 302,880.78

Quotation

Total List Amount	**USD 483,596.29**
Total GPO Discount	**USD 180,715.51**
Total Additional Discount/TradeIn	**USD 0.00**
Total Net Amount	**USD 302,880.78**

Total Net Price For Purchase: **USD 302,880.78**

To:	Angela Mckinney CUERO COMMUNITY HOSPITAL 2550 NORTH ESPLANADE (HSS) CUERO, TX 77954	**Sales Representative:** **Quote Number:**	Jason Mackey Q-36002
		Proposal Date:	None
Affiliation:	HIND	**Phone:** **E-mail:**	+1 3252126554 j.mackey@mindray.com

Title of Buyer	Printed Name of the Buyer

Purchase Order Number	Date	Signature of the Buyer

Ship to Address:

Bill to Address:

We have selected a non-Masimo SpO2 technology and have requested a proposal using an alternate SpO2 technology.

Although we have been educated on the Masmio SpO2 option by Mindray, we have independently chosen the alternate SpO2 option based upon our business needs.

Signature of buyer _____

Mindray North America now has a $150 minimum order policy.
Unless otherwise stated, the total net price of this quotation does not include, freight or sales tax.

DRAFT

BeneVision N12/N15/N17

PATIENT MONITORS

Features and Benefits

- 12", 15" and 18.5" high definition capacitive touchscreen displays, featuring platform-wide, intuitive user interface
- Features N1 Monitor/Module as a multi-parameter module and wireless transport solution
- Standard features include 3, 5, 6-lead ECG, Masimo SET® SpO_2, 2 IBP, NIBP, respiration, temperature and arrhythmia analysis with QT/QTc interval monitoring and atrial fibrillation (Afib) detection
- Optional ST-segment monitoring
- Mindray CAAs include SepsisSight™, HemoSight™, Early Warning Score, Glasgow Coma Scale, and 24-Hour ECG Report
- Extensive data storage capability for trend data, alarms, events, and 48 hours of full disclosure
- Available 12-lead ECG interpretation with report storage, providing immediate access for up to twenty reports at POC
- Optional BeneLink™ Module for ventilator, anesthesia machine and IV pump data integration
- Integrates with BeneVision™ DMS hardwire or optional 2.4/5 GHz wireless capability
- Compatible with Mindray eGateway for HL7 communication to EMR
- Optional Multi-gas Module, NMT, and INVOS rSO_2 for OR application
- Optional JADAK 2D barcode scanner and remote control

Flexible. Consistent. Comprehensive

The BeneVision N12, N15, and N17 patient monitors empower healthcare providers by offering a premier solution to satisfy patient monitoring needs across diverse care settings. With a platform-wide modular design, expansive parameter options, and specialized Clinical Assistance Applications (CAAs), the N12, N15 and N17 patient monitors support clinical excellence and align nicely with organizational cost of ownership goals.

Designed with the end-user in mind, all N-Series models feature multi-gesture, capacitive touchscreen technology that works like a smartphone and incorporates a surprisingly new level of ease and speed into your workflow. Auto-brightness detection for increased contrast, paired with an unprecedented wide viewing angle, improve visibility of critical data at the bedside.

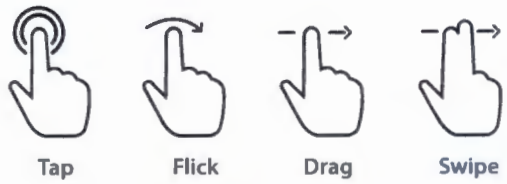
Compatible with the BeneVision Distributed Monitoring System (DMS), and sharing the same intuitive user interface, the N12, N15, N17 can blend easily into your existing IT infrastructure, making the most of your existing capital investment.

mindray

BeneVision N12/N15/N17 PATIENT MONITORS

A user interface to put your mind at ease

Using the same capacitive touchscreen technology as smart devices, the N-Series user interface enables clinicians to work with a refreshing level of ease. Purposefully designed with a flat user interface, N-Series monitors enable 90% of common operations to be performed in just two steps, reducing both workflow complexities and required training time.



Easily toggle between 2 user configured main screen displays, with just one swipe

N-Series User Highlights:

- All N-Series patient monitors feature the same user interface so your time-to-train is significantly reduced per clinical FTE. To know one N-Series monitor is to know them all!
- Increase waveforms as your screen size grows – 8 waveforms with N12, 10 waveforms with N15, 12 waveforms with N17
- Configure up to 24 quick keys to best suit your care area and practice models
- Advanced patient viewing capability incorporates Bed-to-Bed and Alarm Watch modes
- Manufactured with Eastman disinfectant-resistant polymers, providing exceptional resistance to deterioration over the life span of the monitors and modules

N1 at the Core

Serving as both monitor and module, the adaptable N1 provides, continuous monitoring throughout a healthcare facility. Seamlessly integrating into the hospital IT environment, the N1 is a multi-parameter module within the N12, N15, and N17; when removed, it instantly converts to a wireless transport monitor, ensuring a gap-free patient record, from admittance through discharge.

Shared parameter modules, accessories, and common mounting options provide flexibility across the N-Series platform

Mindray North America
800 MacArthur Blvd., Mahwah, NJ 07430
Tel: 800.288.2121 Tel: 201.995.8000 Fax: 800.926.4275 **www.mindray.com**

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mindray NORTH AMERICA

BeneVision TM80

DISPLAY TELEMETRY TRANSMITTER

Features and Benefits

- 3.5" color touchscreen LCD
- Gesture-driven for fast, intuitive operation, just like your smart device
- Compact and lightweight - just 7.4 oz (210 g) with batteries and ECG lead set
- Waterproof rated IPX7
- Certified rugged, passing 1.5 m hard surface drop test
- Clear, easy to read HR, respiration, and SpO_2 numerics
- ECG, respiration, and SpO_2 waveforms at the patient
- Multi-vector arrhythmia analysis with atrial fibrillation detection, continuous ST analysis, and continuous QT/QTc monitoring at BeneVision DMS
- Supports 3/5/6-lead ECG lead sets, both reusable and single patient use, for infection control
- Features Masimo® SpO_2 (optional)
- Non-invasive blood pressure provided by patient-worn BP10 (optional); measurements sent to BeneVision DMS via wireless pairing with TM80
- Operates in 802.11n dual band
- Supports "Find my Telepack" capability with BeneVision DMS
- Flexible power choices include 3 AA or rechargeable lithium-ion battery packs
- Battery charger (optional) for TM80 and TD60
- Run time up to 36 hours

Ambulatory monitoring to support your workflow

The BeneVision TM80 Display Telemetry Transmitter offers advanced technology for early detection of an ambulatory patient's changing condition. The 3.5" color display shows ECG, respiration, and SpO_2 waveforms with associated numerics. Touchscreen technology using intuitive gestures provides access to critical information.

Rugged and reliable, TM80 meets the 1.5 meter drop test and is IPX7 waterproof rated. Power options include a rechargeable lithium ion battery pack that provides impressive runtime on a single charge, serving clinicians well in high occupancy care areas. With the BP10 NIBP Module, easily flex your monitoring capability for a specific patient by adding blood pressure monitoring; BP10 wirelessly pairs to TM80, sending data to BeneVision DMS and the EMR. TM80 leverages standard Wi-Fi technologies to provide an expanded number of devices within large coverage areas.

BeneVision TM80 – powerful, flexible and connected to meet the ambulatory monitoring needs across your healthcare organization.

mindray

BeneVision TM80 DISPLAY TELEMETRY TRANSMITTER

Easy operation with intuitive gestures

Tap – to select a function or select a parameter to configure

Drag – from the top to toggle between landscape and portrait modes
– from the bottom to access configured Quick Keys

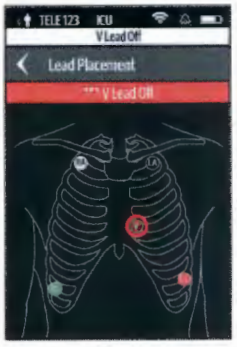
Flick – to scroll through waveforms, numerics, and menus

View additional QRS complexes using landscape mode

Fast access to clinical information

Main Screen is configurable based upon preference

Quick Keys provide access to common functions



Lead Placement tool aids troubleshooting, indicating missing or loose electrodes

Up to **seven** ECG waveforms can be viewed with a flick of the display

Optional NIBP Module

BeneVision BP10 provides non-invasive blood pressure measurement. BP10 wirelessly pairs to TM80, sending data through to BeneVision DMS and the EMR.

Mindray North America
800 MacArthur Blvd., Mahwah, NJ 07430
Tel: 800.288.2121 Tel: 201.995.8000 Fax: 800.926.4275 **www.mindray.com**

mindray NORTH AMERICA

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AGENDA ITEM #8

Capital Expenditure Request for IT Servers/Network/Backup Solutions – Review and Take Appropriate Action

Proposals Attached:

Edge	$273,420.94 Recommended
Pivot	$309,275.48

2020 06 25

Cuero Regional Hospital **CAPITAL EXPENDITURE REQUEST**

HOSPITAL/ENTITY: Cuero Regional Hospital		
DEPARTMENT: MIS		DATE PREPARED: 6-18-20
Is the requested purchase in compliance with the Healthtrust GPO?		

DESCRIPTION

PROJECT NAME: Network Remediation - Implement Backup Solution for Disaster Recovery

DESIRED DELIVERY/START DATE:

PROJECT DESCRIPTION: Optimize security, compliance, backups of data, position for Disaster Recovery and implementation costs, and training

PURPOSE FOR REQUEST: New Service ☐ Replacement ☑ Code Compliance ☐

JUSTIFICATION: Implementating consistent backup solution for both Meditech data and other applications. Addressing rention needs of data and well positioned for disaster recovery practices

BUDGET REFERENCE / BUDGET LINE ITEM — *IF NOT BUDGETED, WHY IS IT NEEDED AT THIS TIME?*

Amount Budgeted: 2M

FINANCIAL

EQUIPMENT/PROJECT COSTS	Attach copies of proposals		
	Bid #1	Bid #2	Bid #3
Name of Bidder	Edge	Pivot	
Land and/or Acquisition			
Construction/Implement	$10,000.00	$16,640.00	
Equipment	$263,420.94	$292,635.48	
TOTAL COSTS	$273,420.94	$309,275.48	
Less Trade In			
NET CAPITAL REQUIRED			
RECOMMENDATION (Check one)	☑	☐	☐

ASSET DISPOSITION DATA

Description of Disposed Assets:

BOOK VALUE OF DISPOSED ASSET:

METHOD OF DISPOSITION: Trade In ☐ Sale ☐ Abandonment ☐

AUTHORIZATION

DEPARTMENT HEAD _____ DATE: _____

SLT LEADER Anna Alexander 6/18/20 DATE: _____

CHIEF EXECUTIVE OFFICER or CHIEF FINANCIAL OFFICER _____ DATE: _____

☐ ☐ ☐ _____ DATE: _____

☐ Board Member Signature if greater than $5,000

EDGE
SOLUTIONS & CONSULTING

June 10, 2020 CRH.061020.001.R2

Attn: Ismelda Garza
Cuero Regional Hospital
2550 N. Esplanade
Cuero, TX 77954

Project Name: Ent & MT Backup Solution

Thank you for giving Edge Solutions and Consulting (EDGE) the opportunity to propose a solution to address Cuero Regional Hospital's (CRH's) Enterprise environment and Meditech back-up requirements. Our proposal includes the following:

- Commvault Backup & Recovery appliance
- Netapp E2812 backup target (usable capacity - 94.42 TiBs)
- Redundant Cisco fiber channel switches and redunndant Cisco top-of-rack 10G switches
- EDGE Professional Services

The Commvault Backup & Recovery appliance is a Commvault approved HPE server platform (comes with 3 years of HP HW support) equipped with a 1-year subscription and support of Commvault Backup & Recovery software. This also include five days of Commvault professional services, and Commvault training.

The proposed Netapp E2812 backup storage includes three, 2U rack units equipped with a total of 36x4TB SAS drives to support 94.4TBs of usable capacity, Netapp's Base Software and 3 years of 24x7x4 support.

To support fiber channel connectivity, the proposal includes two small, 1U Cisco fiber channel switches. Each switch is configured with 24 active ports (up to 16G Fiber Channel) and have the ability to expand to 48 ports if needed. Each switch includes Cisco 24x7x4 support. For network connectivity, we have included two small, 1U, 48-port capable Cisco 9500 top-of-rack switches with required redundant 10G ports and 1G management switch ports for the current design.

This proposal also includes one week of EDGE professional services to perform onsite implementation of the proposed solution.

EDGE
SOLUTIONS & CONSULTING

Please see the following page for pricing and additional description details. Should you have any questions or need any additional information, please feel free to call me at (818) 645-6705.

Sincerely,
Sean Thomas
Edge Solutions and Consulting
818.645.6705 (mobile)

EDGE
SOLUTIONS & CONSULTING

From:	Estimate for:	Valid Until:	Quote no.
ESC	Cuero Regional Hospital	7/10/20	CRH.061020.001.R2
2801 Townsgate Rd. #111	Ismelda Garza	62950	Quote from:
Westlake Village, CA 91361	2550 N. Esplanade	6/10/20	Sean Thomas
Phone: (818)-591-3500	Cuero, TX 77954		818-645-6750

Qty.	Part Number	Description	Vendor	Type	List Price	Extended List	Discount	Line Amount
2	MDS-9148S	Cisco Fiber Channel Switch, 48, 16G Fiber Channel ports, Enterprise Package, 3 years 24x7x4 support.	CISCO	HW	$26,036.00	$ 52,072.00	24.48%	**$39,325.24**
2	C9500-48P	Catalyst 9500 Network Switch, 48-ports capable (not all active), 14x10G and 9x1G (copper) active, 3 years 24x7x4 support.	CISCO	HW	$62,950.00	$ 125,900.00	50.61%	**$62,183.48**
1	E2812-BU	NetApp E2812 storage array and 2 expansion drawers equipped with 36x4TB SAS drvies (94.42 TiBs usable), Data at Rest Encryption Capable Operating Sys, Base Software Support and 3 years of 24x7x4 support.	NETAPP	HW	$72,368.82	$ 72,368.82	56.19%	**$31,708.13**
1	COMM-APP	HPE DL360 Server with 3 years of HPE Support and Commvault Backup & Recovery, Per Front-End TB (40TBs), 1 year Subscription.	COMMVAULT & HPE	HW	$137,325.00	$ 137,325.00	22.50%	**$106,422.09**
1	PS-QS-SMALL	Commvault Small Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 5 contiguous days.	COMMVAULT	SVC	$ 15,850.00	$ 15,850.00	8.00%	**$14,582.00**
40	ED-TR-UNIT	Commvault Training Unit. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students, minimum 2 days).	COMMVAULT	SVC	$ 250.00	$ 10,000.00	8.00%	**$9,200.00**
1	ESS-PS-1W	1 week of EDGE Professional Services for implementation of solution - T&E for one trip included. EDGE may charge T&E if additional trips are required.	EDGE	SVC	$ 12,500.00	$ 12,500.00	20%	$ **10,000.00**
						$ -	0%	$ -

Total List Price	$ *426,015.82*
Hardware Price w/discount	$ *239,638.94*
Software Price w/discount	$ -
Services	$ *33,782.00*

Discounted Price	$ **273,420.94**
Freight	$ -
Estimated Sale Taxes (@8.25%) - ****CRH is Tax Exempt****	$ -
Total Price:	$ **273,420.94**

Notes:
Includes four SFPs at no charge for installing into CRH's exisitng core network switches. The four SFPs to be used for uplinks ports in the top-of-rack C9500-48P switches are incliuded in the line item for the C9500-48Ps.

Ship To:
Attn: Ismelda Garza, (361) 275-0502, igarza@cuerohospital.org
Cuero Regional Hospital
2550 N. Esplanade
Cuero, TX 77954

Agreement to purchase: I am authorized to sign this document and my signature below indicates my authorization for Edge Solutions & Consulting Inc. to order the items specified herein.

Approver Signature:_____ Date:_____

Approver Name (Printed):_____

Title:_____

Payment Terms:
Net 30 invoiced upon delivery

Thank you for your business!

We Build IT - We Implement IT - We Support IT

Quotation

Date	Quote #	Cust #
06/08/20	SSIQ78327-01	

Pivot Technology Services Corp.
607 E. Sonterra Blvd
Ste 250
San Antonio, TX 78258
Phone: 210-348-9876 Fax: 210-348-9124

Sold To:	Ship To:	Sales Representative:
Ismelda Garza Cuero Regional Hospital (361) 275-6191 igarza@cuerohospital.org	Ismelda Garza Cuero Regional Hospital (361) 275-6191 igarza@cuerohospital.org	**Michael Busch** Account Executive michael.busch@pivotts.com 210-572-1288

Item #	Part #	Description	Qty	Unit Price	Ext. Price
		Subscription Software & Hardware Appliance Bundle			
1	CN-CV-1372-31	COMMVAULT HYPERSCALE APPLIANCE - 43 TB USABLE - PER UNIT, MONTHLY RATE, SUBSCRIPTION - 3 YEAR, UPFRONT PAYMENT	1	$147,777.84	$147,777.84
		Software			
2	CN-CVS-SAS	COMMVAULT HYPERSCALE APPLIANCE SAS HBA CARD: (ADD-ON) PER CARD	1	$388.89	$388.89
3	CN-STD-RS	COMMVAULT HYPERSCALE APPLIANCE RACK AND STACK SERVICE (ADD-ON)	1	$816.67	$816.67
		Subscription Software			
4	CN-OSS-4X4-24X7-31	COMMVAULT HYPERSCALE APPLIANCE ON-SITE SERVICE - 04 HOURS RESPONSE TIME, 24X7 (ADD-ON): 3-YEARS	1	$3,772.16	$3,772.16
5	CV-BR-FT-31	COMMVAULT COMPLETE BACKUP & RECOVERY - PER FRONT-END TB	20	$4,704.00	$94,080.00
		Training			
6	ED-TR-UNIT	COMMVAULT TRAINING UNIT. USE TOWARD ANY EDUCATION SERVICES ILT, VILT, OR WBT COURSES OR OFFERINGS, INCLUDING ONSITES (24 PER DAY, UP TO 12 STUDENTS, MINIMUM 2 DAYS).	40	$250.00	$10,000.00
		Consulting Services			
7	IC-CONSDEP	COMMVAULTCONSULTING SERVICES. REQUIRES CORRESPONDING QUANTITY OF FXTRVL-CONS FOR SERVICE TO BE DELIVERED ONSITE.	4	$2,500.00	$10,000.00

PIVOT

Pivot Technology Services Corp.
607 E. Sonterra Blvd
Ste 250
San Antonio, TX 78258
Phone: 210-348-9876 Fax: 210-348-9124

Quotation

Date	Quote #	Cust #
06/08/20	SSIQ78327-01	

	Part #	Description	Qty	Unit Price	Ext. Price
8	IC-CONSPM	COMMVAULT PROJECT MANAGEMENT SERVICES - PRICE PER HOUR	6	$225.00	$1,350.00
9	N3K-C3524P-10GX	Nexus 3524x, 24 10G Ports	2	$6,470.59	$12,941.18
10	CON-SNT-3524P10X	SNTC-8X5XNBD Nexus 3524x, 24 10G	2	$2,171.40	$4,342.80
11	N3548-24P-LIC	Nexus 3524 Factory Installed 24 port license	2	$0.00	$0.00
12	N3K-C3064-ACC-KIT	Nexus 3K/9K Fixed Accessory Kit	2	$0.00	$0.00
13	NXA-FAN-30CFM-F	Nexus 2K/3K/9K Single Fan, port side exhaust airflow	8	$0.00	$0.00
14	NXOS-9.2.2	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 9.2.2	2	$0.00	$0.00
15	N3548-BAS1K9	Nexus 3500 Base License	2	$0.00	$0.00
16	N2200-PAC-400W	N2K/N3K AC Power Supply, Std airflow (port side exhaust)	4	$0.00	$0.00
17	CAB-C13-C14-2M	Power Cord Jumper, C13-C14 Connectors, 2 Meter Length	4	$0.00	$0.00
18	GLC-TE=	1000BASE-T SFP transceiver module for Category 5 copper wire	6	$277.06	$1,662.36
19	SFP-10G-SR=	10GBASE-SR SFP Module	8	$607.06	$4,856.48
20	SFP-H10GB-CU3M=	10GBASE-CU SFP+ Cable 3 Meter	10	$64.71	$647.10

Sub Total	$292,635.48
Estimated Shipping	$0.00
Estimated Sales Tax	$0.00
Total	**$292,635.48**

Quote #
SSIQ78327-01

Accepted by: _____ Date: _____ PO: _____

This quote is governed by the written agreement executed between the parties for the purchase of products and services. If no such agreement has been signed, then you agree that by authorizing an order for products and/or services, you are bound by the Standard Terms and Conditions located at https://www.pivotts.com/legal/standard-terms-and-conditions-of-sale. If you object to these terms, you must notify us within ten (10) days of receipt of this form.

Texas DIR Customers Please Note

If your Order is being placed pursuant to a Texas DIR Contract, your Order is subject to the Terms and Conditions of that Contract and the above Terms and Conditions do not apply to your Order. Please refer to the specific DIR Contract(s) covering the Products on this Quote for further details.

PIVOT

Advisory CTO – Block of Hours

Statement of Work No. SAN-0983a

By and Between

Cuero Regional Hospital
2550 N. Esplanade St.
Cuero, TX 77954

And

Pivot Technology Services Corp.
607 E Sonterra Blvd, Ste 250
San Antonio, TX 78258
(210) 348-9876

Submission Date: 6/9/2020

CONFIDENTIAL & PROPRIETARY
Valid for thirty (30) days from submission date

This SOW is subject to the applicable terms posted at http://www.pivotts.com/legal ("Terms and Conditions"), which are hereby incorporated into this SOW by reference. In the event of a conflict between the Terms and Conditions and this SOW, the Terms and Conditions shall control unless the parties expressly agree in writing to deviations which are explicitly stated to supersede the Terms and Conditions.

EXECUTIVE SUMMARY

PROJECT OVERVIEW

Cuero Regional Hospital ("**Customer**") hereby engages Pivot Technology Services Corp. ("**Pivot**") to perform the services specified herein (the "**Services**").

TECHNICAL SUMMARY

Pivot will provide remote and/or onsite consulting and management services to support the Customer's technical environment on an as-requested basis. Support will be scheduled based on the availability of a qualified Pivot engineer.

BLOCK OF HOURS TERMS

The following points define how the block of hours will be used.

- The hours will be paid for in advance.
- The hours purchased and this agreement will expire 12 months from the date of the executed agreement.
- Unused hours are not refundable.
- Minimum increment for on-site support is 8 hours. Minimum increment for remote support is 1 hour.
- Work scheduled in advanced and cancelled within 48 hours will be charged at the regular time rate.
- Customer may schedule a Pivot resource for services by sending an email to PSOperations@pivotts.com.
- Response time to a service request will be best effort.

SUMMARY OF DELIVERABLES PROVIDED

There are no deliverables associated with this engagement

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GENERAL INFORMATION

The Professional Services may be performed on the Customer equipment located at the Customer sites (the "Customer Site") specified below:

- 2550 N. Esplanade St.
  Cuero, TX 77954

ASSUMPTIONS

In order to identify and estimate the required tasks and timing for this engagement, certain assumptions need to be made. Based on our current knowledge, the engagement assumptions are identified in the following sections: "**General Project Assumptions**". If an assumption is invalidated at a later date, then the activities and estimates in the engagement plan should be adjusted accordingly.

GENERAL PROJECT ASSUMPTIONS

- Customer will appoint a project sponsor to oversee the direction of this project. The appointed project sponsor will have decision-making authority over all aspects of the project, including facilitating commitment of Customer resources and employees, decisions regarding scope management, and issue or conflict resolution.
- Customer understands the success of this project is dependent on the participation of Customer employees: attending facilitated workshops, sharing information, and collecting data as needed to support project activities. Customer understands the need to review interim and final deliverables and report acceptance or discrepancy to Supplier according to the project schedule set forth at the project kickoff.
- Customer will provide adequate, co-located workspace for the engagement participants (both Supplier and Customer resources) with the appropriate system level access.
- Customer will provide network connectivity and Internet access to Supplier as needed.
- Customer will provide elevated network and system credentials prior to arrival.
- Any service, process, product or procedure that is not explicitly and clearly stated in this SOW is outside the scope of the Project.
- This SOW is based on discussions with the Customer and does not take into account any changes to the environment made by the Customer or any third parties since its writing. If a significant change has occurred during this period, a Change Order may be required.
- All Pivot work is based on a (40) hours per week work schedule. Work will be performed during standard business hours, Monday through Friday, 8:30 am - 5:30 pm unless otherwise mutually agreed upon between Pivot and the Customer.
- Any non-standard hours that is required and not documented in this SOW will require a Change Order.

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FEES AND EXPENSES

BILLING NOTES

- Pivot will invoice Customer in full upon receipt of a signed SOW
- Each hour used will be accounted at the regular rate indicated below.
- Remote support performed between 6:00am and 10:00pm on weekdays will be tracked at the regular rate.
- Customer may purchase additional hours by executing a change order to increase the block of hours.

SERVICES BILLING

Work Description	Qty	Amount
Block of Hours	80	$16,640.00

EXPENSE BILLING

- Engagement pricing does not include travel expenses.
- Pivot will bill actual travel expenses for airfare, car rental, hotel and meals if consultant is located outside the Cuero, TX area. Pivot will make every effort to use a local consultant.

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AUTHORIZATION AND ACCEPTANCE

By signing below, both Supplier agree to the Terms and Conditions of this SOW.

Pivot Technology Services Corp.		**Cuero Regional Hospital**	
Signature:	_____	Signature:	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____
Date:	_____	Date:	_____

Upon execution, please submit signed document to PSOperations@pivotts.com

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	Budgeted - Total Network Improvements:	**$2,000,000.00**

Estimated Budget for Network Remediation Phase 1 & 2: $898,000.00

Core Network - equipment		233,839.66
Core Network - Tech Refresh - Implementation		27,495.00
AD Assessment		7490.00
AD Remediation		14,295.00
Fiber Installation		28,351.00
Optic Transceivers		31,781.64
DMZ switches - Zone 4 & Zone 5		29,493.68
IDF Migration and closet clean up - Implementation		22,052.00
Wireless Site Survey		18,930.00
	Actual Cost:	**$ 413,727.98**
Phase 1 & 2 is under Estimated Budget by 484,272.02	**Under Budget:**	**$ 1,586,272.02**

Estimated Budget for Network Remediation Phase 3: $85,000.00

Implement Backup/Recovery Solution:		
Backup Appliance		31,708.13
Backup Software, Server, Training		130,204.09
Backup network connectivity		101,508.72
Professional Services		10,000.00
	Actual Cost:	**$273,420.94**
Phase 3 is over Estimated Budget by 188,420.94	**Under Budget:**	**$ 1,312,851.08**

Items still need to be addressed:

Wireless Network & Remote Sites	Budgeted:	353,000.00
VM servers cluster	Budgeted:	675,000.00
Patch & App Management	Budgeted:	50,000.00
	Total Budgeted Items Remaining:	1,078,000.00
	Anticipated:	$ 234,851.08

*Dollar amounts in green indicate in progress

Status:
complete
in progress - 80 % complete
complete
in progress - integrated w/core network
complete
complete
complete
in progress
in progress

Status:
presenting to board 06/25/2020
presenting to board 06/25/2020
presenting to board 06/25/2020
presenting to board 06/25/2020
discovery
planning/designing
discovery

AGENDA ITEM #9

Board Resolution to Approve the Perinatal Program Plan for Maternal Designation – Review and Take Appropriate Action

2020 06 25

CUERO REGIONAL HOSPITAL
Quality Care. Close to Home.

TITLE: **Perinatal Program Plan**	DEPARTMENT: **Childbirth Center**
LAST REVIEWED/REVISED DATE: **11-17, 2-20, 6-20**	APPROVED BY: **Childbirth Ctr. Director**
CMS CONDITION OF PARTICIPATION:	

Family Centered Philosophy:

The care team in the Cuero Regional Hospital Childbirth Center recognizes the importance of families as partners in care. Our goal is to provide the most supportive and healing environment for our infants and families by upholding the principles of patient- and family-centered care. Encouraging family presence will be balanced with protecting the health and safety of our patients and staff. "Family" is to be defined by the parents of the infant to include any individuals of significant importance to them. The Childbirth Center is open and family presence is encouraged 24 hours a day. Families are encouraged to participate in the care of their infants. Care is designed to be sensitive to cultural diversity; a language line is available at all times when the primary language of the mother is not spoken by the healthcare provider. When separation of the family unit is needed by the requirement for interventions the entire healthcare team continues with communication and involvement with the family.

The Cuero Regional Hospital Childbirth Center has the capacity for 5 newborns and 5 pregnant or postpartum patients. If the need were to exceed the Perinatal Health Director and/or Medical Director would be consulted to evaluate available discharges. The Med/Surg and or ICU can be utilized for overflow.

Program Plan:

Cuero Regional Hospital Perinatal Program provides all aspects of perinatal care to all low risk patients and infants generally >35 weeks of gestational age who have routine, transient perinatal problems. The Perinatal Program is organized, effective, recognized by the Medical Staff and approved by the Board of Directors.

A physician with special competence in the care of obstetrics neonates whose credentials have been reviewed by the Perinatal Medical Director is on call 24/7 and able to arrive within 30 minutes of an urgent request. Care within the childbirth center is available throughout the stay.

Child birth classes are provided to the community and Health Fairs are attended to provide outreach to the community. In the event that a woman presents and requires a higher level of care or delivery prior to 35 wks gestation staff will anticipate that the patient, will be transferred to an accepting facility with appropriate expertise. In the event that a neonate presents < 35 weeks gestational age or with conditions which require specialized expertise or procedures which are not routinely available at a Level I nursery the infant will be stabilized and transferred to an accepting facility that has the expertise required. All cases requiring transfer out of CRH to a higher level of care are reviewed by the Perinatal Medical Director and documented in the QAPI Program. (See Transfer Hospital to Hospital policy).

The following are criteria for transport of a neonate out of CRH, to a higher level of care:

- <35week gestational age
- Birth anomaly requiring surgery
- Cardiac procedures
- Neonatal Respirator
- Needs beyond Level 1 care and capability

Perinatal services at Cuero Regional Hospital include on-site medical and surgical care for routine maternal conditions for pregnant women and fetuses through antepartum, intrapartum, and post-partum. Care is provided by skilled personnel with documented training, competencies, and continuing education. The team is trained to respond to unanticipated maternal/fetal problems that occur during labor and delivery. An emergency cesarean delivery can be performed within 30 minutes. Maternity patients at < 35 week gestational age with anticipated delivery are transferred to a higher level of care as safe and permitted.

Standard of Practice:

Standards of practice are supported by policies and guidelines that are established by Cuero Regional hospital as well as unit specific policy and guidelines that are related to perinatal care. These practice standards are based on the following established organizations but not limited to:

- National Association of Perinatal Nurses
- Guidelines for Perinatal Care
- Association of Women's Health, Obstetrics, Perinatal Nurses
- Perinatal Resuscitation Program
- Academy of Perinatal Nurses
- American Academy of Pediatrics
- Texas Nursing Practices Act
- American College of Obstetricians and Gynecologist
- ANA Code of Ethics for Nurses

All policies and guidelines are established using evidence-based practice. The hospital-based policies are established by the Perinatal Directors reports to the Chief Nursing Officer Senior Leadership, Medical Staff, and Governing Board. The unit specific policies and guidelines are established and maintained by the unit's Perinatal Director. All policies and guideline are reviewed at least every 3 years and approved by the unit Director, the Chief Nursing Officer and the Perinatal Medical Director.

Services:

The Cuero Childbirth Center provides care for low risk pregnant women and infants generally >35 weeks gestation age who have routine, transient perinatal problems. Infants and mothers with complications beyond our service capabilities are transported to an accepting facility for a higher level of care. The immediate and ancillary personnel needed to provide supportive care to the infant and family includes but are not limited to:

- Perinatal Medical Director

- Physicians
- Registered Nurses
- Licensed Vocational Nurse
- Nurse Assistants
- Dietary
- Operations Manager
- Respiratory Therapy
- Pharmacy
- Case Manager
- Laboratory
- Anesthesia

Services provided include but not limited to fetal monitoring, IV therapy, telemetry, ultrasound, x-ray, respiratory therapy. Tele-cardiology and tele-psyche are also available.

Medical Staff:

All nursing, medical and ancillary staff should maintain continuing education annually.

1. Physicians—A Current Texas License, NRP
2. Registered Nurse—A current Texas RN licensure, BLS, NRP
3. New Nurse Hire Plan—the goal for the Cuero Regional Hospital is to provide a cohesive onboarding process for new nursing hires to facilitate the progression into the professional Perinatal Nurses role.
4. Annual Competency: The application of knowledge and skills are required for the performance of professional Perinatal Nursing care according to established standards of care. The focus of annual education is based on the verification of competency of knowledge and skills in areas of high priority due to new initiatives, changes in policy and procedure, high-risk job functions, or gaps in clinical education. The Perinatal medical staff will participate in ongoing staff and team based education and training in the care of the perinatal patients.

Minimal requirements for nurses to care for Perinatal patients include a Texas LVN license and basic life support certification. All LVNs are directly supervised by an RN. Neonatal Resuscitation Program certification is required within 6 months of hire. Orientation includes clinical training at the bedside with an experienced nurse preceptor and validation of initial childbirth center competencies. Duration of orientation is individualized, based on prior experience.

On an ongoing basis, in-services are provided on new equipment, products, policies, procedures and processes. Annually, childbirth Center is required to complete selected competencies. Selected competencies for annual validation are those that are high risk, low volume, as well as needs identified by Childbirth Center staff and those identified through the QAPI program. These annual competencies incorporate hands-on and critical thinking skills, and discussion with subject matter experts from the entire multidisciplinary team.

Follow-up of Neonates Post-Discharge:

At the onset of discharge planning, the care team for Cuero Regional Hospital Child Birth Center ensures that follow up with a primary care physician is arranged. Specifically, the staff confirms that the infant has a primary care physician identified, and that the contact information of this physician is known to the parents. Ideally, an appointment is arranged before the patient is discharged. If applicable, contact information and/or appointments with subspecialist physicians are given to the parents at the time of discharge.

For infants with risk factors for hearing loss, and for those infants who did not pass the hearing screen, a follow up hearing screen and/or a referral for evaluation is completed.

Nutrition Support:

A dietitian is on site 8 hours a month, and is available per phone for consult as needed. All patients are screened and assessed within 24 hours of admission.

Lactation Support:

Cuero Regional Hospital Childbirth Center staff actively supports and promotes human milk as the optimal nutrition for all infants. The Cuero Regional Hospital health care team provides education about the benefits of breast milk and encourages for the mothers to provide breast milk throughout the infants stay or for as long as possible. Staff receives training during orientation as well as on line through DSHS, WIC. The Newborn Channel and Written Literature are also available for education. It is the goal of Cuero Regional Hospital Child Birth Center to assist mothers in making an informed decision, help them establish and maintain their milk production, prepare them for discharge, and the appropriate follow-up.

Respiratory Therapy:

A Respiratory Therapist (RT) with experience and specialized training is in-house 24/7.

Quality Assessment and Performance Improvement Plan (QAPI):

The purpose of perinatal QAPI is to provide a forum for discussion of issues and ideas related to improvement to care and services provided to neonates and their families.

- Provide evidence-based practices to ensure safe and effective patient care.
- Facilitate and encourage quality improvement (QI) initiatives that need intervention for all those involved in perinatal care.
- Ensure that care provide is respectful of and responsive to individual patient preferences, needs and values, and ensuring that patient values guide all the clinical decisions.
- Evaluate efficient and equitable care.
- Establish ongoing QI metrics that will be measured, analyzed and tracked for improvement and outcomes.
- Provide feedback to Cuero Regional Hospital leadership regarding perinatal QI status and opportunities for improvement on initiatives brought to committee's attention.

The committee will be comprised of personnel directly involved in perinatal care. The group may include but is not limited to perinatal nurse, practitioners, and pharmacist. The Perinatal Program Manager and Medical Director of the unit will be a permanent member. Members may provide input of agenda planning.

The perinatal program evaluates the provision of perinatal care on an ongoing basis, identifies opportunities for improvement, develops and implements improvement plans, and evaluates the implementation until a resolution is achieved. The perinatal program measures, analyzes, and tracks quality indicators or other aspects of performance that the facility adopts or develops that reflect processes of care and are outcome based.

The committee's activities will be congruent with Cuero Regional Hospital bylaws.

Pharmacy Services:

A Pharmacist is on call for consultation on a 24 hour basis. All pharmacists receive basic pediatric and perinatal pharmacology education as part of their initial, and ongoing education. A pediatric/ perinatal competency review is completed annually. All pharmacists involved in processing pediatric orders receive training that covers pediatric, perinatal, and perinatal orders. This training includes evaluating the order according to the patient's age (including gestational age), weight and disease process. No medications are compounded in the pharmacy. Nurses that compound drugs and administer to infants have annual credentialing and drug competencies.

Radiology:

1. Radiology services incorporate the "As Low as Reasonably achievable" principle when obtaining imaging in perinatal patients.
2. Personnel appropriately trained in the use of x-ray equipment are on-site and available at all times.
3. Personnel appropriately trained in the following are also available as follows:
    - Ultrasound M-F 7a-5p and on call otherwise.
    - Computed tomography-onsite at all times
    - Magnetic resonance imaging M-F 8am-5pm
4. Perinatal diagnostic imaging studies are available at all times with interpretation by radiologists, available within 45 minutes of an urgent request.
5. A portable ultrasound machine is readily available and located in the Emergency Room for easy access.

CUERO REGIONAL HOSPITAL
Quality Care. Close to Home.

Lynn Falcone, CEO

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(361) 275-6191 • Fax (361) 275-3999 • www.cuerohospital.org

Board of Directors:
Dr. John Frels
Charles W. Papacek
Cindy Sheppard
Carlyle Stakes
Richard Wheeler

RESOLUTION OF SUPPORT OF HOSPITAL BOARD

WHEREAS, Cuero Regional Hospital recognizes the importance of families as partners in care, our goal is to provide the most supportive and healing environment for our families by upholding the principles of patient- and family-centered care; and

WHEREAS, Cuero Regional Hospital through a specially trained, multidisciplinary team of health care professionals strives to provide our community and our patients with optimal Maternal and Neonatal care and education; and

WHEREAS, care at a facility that participates in a standardized system of Maternal and Neonatal care can significantly reduce morbidity and mortality, we have reviewed and approved the written plan and the program policies and procedures and ensure that the requirements are implemented and enforced; and

WHEREAS, participation in the Texas Department of State Health Services Maternal Designation will result in an organized response utilizing evidence based treatment guidelines to expedite the assessment and treatment of patients presenting with obstetric or neonatal conditions; and

WHEREAS, participation in the Texas Department of State Health Services Maternal Designation program will result in improved patient outcomes through a robust performance improvement program and an assurance that those caring for maternal and neonatal patients are educationally prepared; now

BE IT RESOLVED the Board of Directors of Cuero Regional Hospital proudly commits to provide the financial, human and physical resources necessary to achieve and sustain designation as a DSHS LEVEL 1 Maternal Facility.

IN WITNESS THEREOF, I have hereunto subscribed my name this ____ day of _____, 2020.

_____
Chairman of the Board