



CANON MEDICAL SYSTEMS USA, INC.

Made For life

Proposal for Imaging Equipment for Temporary Modular Acute Care Facility

Canon Medical Systems USA, INC
2441 Michelle Drive
Tustin, CA 92780
us.medical.canon 800-421-1968

Local Contact:
Mike Frith
Strategic Account Manager
4110 Pinhook Rd.
Broussard, LA 70518
mfrith@us.medical.canon
cell: 337-296-0338



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Board of Commissioners
Lower Cameron Parish Hospital Service District

December 29, 2022

On behalf of Canon Medical System USA, Inc, please accept this bid response to the REQUEST FOR PROPOSALS ISSUED BY LOWER CAMERON PARISH HOSPITAL SERVICE DISTRICT TO LEASE CT SCANNER AND X-RAY EQUIPMENT FOR TEMPORARY MODULAR ACUTE CARE HOSPITAL FACILITY IN CREOLE, LOUISIANA. The following pages will contain all information concerning the Canon response requested in this RFP.

Canon, through their acquisition of Toshiba America Medical systems in 2016, has a long and established history of serving rural community hospitals in Louisiana over the last 40+ years. Canon has a robust listing of installed systems in Louisiana, with local references (Lake Charles, Jennings, Kinder) available for any modality. We've worked with other hospital service districts in similar projects building new hospitals; our most recent being Trinity Medical Center in Vidalia, LA where Canon has installed a CT, Digital Rad room, Two Portable Rad systems, ultrasound and a multi-purpose R/F room. Canon's local Account Manager is Mike Frith, located in Lafayette, and he has been with the company since 2007. His email address is mfrith@us.medical.canon and cell# is 337-296-0338. Mike will manage the procurement process for Canon. Canon's local Installation Project Manager will work closely with your team on the planning and installation of the equipment. His name is Bill Hoggatt and he can be reached at whoggatt@us.medical.canon or cell# 985-285-0245.

Canon has an established service organization with engineers available locally and two local parts depots in Baton Rouge and Houston, so our repairs can often start same-day instead of waiting for parts to be shipped. The Canon service organization is unmatched in proactive support and quick resolution of all issues. We use a system called Innervision to remotely connect to our equipment to begin the troubleshooting process immediately. These remote sessions can often provide an immediate fix, but even remote diagnosis while the service engineer is en-route, long with local parts availability can save valuable time. Our service process is straightforward. Each customer is given a unique site# prominently displayed either on the system or in the control room with a phone number for our support line. When a call is placed, it is answered by an actual person instead of a computer menu. Once the site ID is given, our dispatcher will ask if it is a service or applications call, routing the call to a live on-call specialist from the appropriate team, who will call you immediately. We guarantee a 45 minute phone response and 4-hour on-site engineer response.

References:

Chad Woods, Director of Radiology Ochsner American Legion Hospital – Jennings, LA with a 20+ year history with Canon

Chad.woods@ochsner.org or 337-616-7191

Jimmy Mullins, Director of Radiology – Trinity Medical Center in Ferriday, LA. Jimmy would be a good reference for a similar project where Trinity built a new hospital with all Canon imaging equipment.

jmullins@trinitymed.com or 601-807-1695

In conjunction with our service support, we have a robust training and support package with a combination of off-site and on-site training. For CT, we send two of your staff to our training center for a week of hands-on training during the installation then follow-up with a week of on-site training, along and an additional follow-up on-site after a few weeks of use. For the X-Ray products, we offer similar on-site training during initial turnover and follow-up. Unique to Canon, we offer a Performance-Pro guarantee where we guarantee your satisfaction with training throughout the warranty period. If you are unsatisfied with any component of your training, we will repeat it at no charge. The Canon training program is the best in the industry.

Our offer includes only new systems, and a summary of our proposal includes:

The Lightning 40 detector row CT - NEW

- True 40 Detector rows – Other vendors may propose 64 slice systems that are truly 32 detector row systems
- High Capacity, Extended travel Table – 660 lb Patient Capacity with 200 cm of travel
- 0.5mm detector width – thinnest in the industry
- SEMAR – Metal Artifact Reduction is included
- 50.4 kW Generator with 112 kW effective kW equivalent
- AiCE –
- Large, comfortable 78 cm patient bore, largest standard bore in the industry, important for patient comfort and bariatric capability.
- Tilting Gantry – important to avoid the eyes during head scans. Other vendors may propose systems that do not tilt.

AMST 42 ft Mobile Coach – New with changing room and includes:

- Fire Suppression System including fire detection system
- Code Blue and Nurse Call button
- Portable sink
- Single piece vinyl flooring throughout entire trailer
- Solid surface countertop in control room
- Sound reducing ceiling panels to include A/C louvers for proper dispersion of air flow
- Lighting controls located in each room, dimmable surface mount LED lighting throughout
- Manual folding floor
- Two (2) Phone, fax, and two (2) CAT 6 data connections
- Main 480 Volt AC disconnect for system
- Electrical distribution panel
- 480- volt, 3 phase, 150 AMP Power configuration
- 50' shore power cable
- 12 volt DC battery and charger/inverter provided
- DC power supply in belly box area along with another power supply for the battery charger
- Phase indicator light
- Interior emergency lighting installed if the unit has lost power.
- One (1) 5 Ton HVAC Unit
- Merv 14 air filtration, replaceable air filters for regular maintenance
- Humidifier with 30 Gallon reservoir
- Fire extinguishers, hand-held ABC all purpose, located in Scan Room
- Steel combination Lockbox mounted on the front of the trailer for key storage
- Two (2) underbelly compartments

Canon Omnera 400T Digital Radiography System - NEW

- 770 Lb table capacity
- 50 kW Generator and ceiling mounted X-Ray Tube
- 17" by 17" CXDI detector
- Advanced Edge Enhancement feature for improved visibility of catheters, fine structures and bone
- Free Image rotation enables the orientation of images to any angle
- ID card login for seamless, secure operator access
- Radiation Dose Structured Reporting
- Intuitive multi-touch display operation including zoom, pan, double-tap and list scrolling
- Windows 10 OS with cybersecurity features: Bit Locker and Device Guard

Canon Soltus 450 Portable – NEW

- 40 kW Generator
- 14" x 17" CXDI Detector
- Identical software and interchangeable detectors to the DR room
- Advanced Edge Enhancement feature for improved visibility of catheters, fine structures and bone
- Free Image rotation enables the orientation of images to any angle
- ID card login for seamless, secure operator access
- Radiation Dose Structured Reporting
- Intuitive multi-touch display operation including zoom, pan, double-tap and list scrolling
- Windows 10 OS with cybersecurity features: Bit Locker and Device Guard

Leasing Proposal Attached

Following your recommendation *"the District encourages Respondents to be creative and innovative with respect to their proposals to meet the goals of the District."* Canon Medical Systems USA has proposed a 3 year FMV lease for the attached equipment quotes. The mobile coach the most expensive component of this RFP and since it is not manufactured by Canon, leasing rates would need to account for significant depreciation of the coach if leased over 12 months. Canon is not an interim mobile CT provider, so if we were to offer 12 month fmv leases on the coach, the monthly charges would be cost-prohibitive and not in South Cameron's best interest. **We have therefore offered 36-month FMV leases as a starting point and would be happy to work through alternatives if selected.** Considering the typical delays in projects of this scope, 36 months is an appropriate period of time in a temporary facility.

If your intention is to remain firm in a 12-month lease, it would probably be better to separate the CT from the X-Ray equipment, working with an interim CT partner on the CT and leasing the X-ray equipment directly from a vendor. A 36-month lease would give you better options at the end of the leasing term as your payments offer equity in the equipment should you decide to keep it at the end of the term in the new facility.

We have also included only new equipment in this response. While you can find refurbished equipment at a lower price, we do not believe refurbished equipment offers the value of new equipment when it comes to patient care. long-term cost-of-ownership, dependability and obsolescence.

Canon has also committed to a not-to-exceed value for each component offering you options at the end of the lease term. While most FMV leases give the vendor the advantage in end-of-lease options with excessive FMV buyout amounts, Canon removes these unknowns, while give you the ability to calculate rates for any scenario.

As stated, we can also be flexible in offering a variety of options if needed.

The Canon initial offer is summarized on the following page.



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36 Month Fair Market Value Lease *possible operating lease classification*

Equipment	Quote	Discounted Price	Months 1 – 36
Canon Mobile Soltus 450 Digital X-Ray System	169961-1	\$92,350	\$2,218

Equipment	Quote	Discounted Price	Months 1 – 36
Canon Omnera 400T Digital X-Ray System	169959-1	\$165,229	\$3,969

Equipment	Quote	Discounted Price	Months 1 – 36
Canon Lightning CT System in Mobile Trailer	168778-1	\$997,444	\$23,459

OPTIONS AT LEASE EXPIRATION: Upon expiration of lease term, lessee may:

- Renew Equipment for an extended term at Fair Market Value
- Return the Equipment
- Purchase Equipment at Fair Market Value (Canon Medical Finance will provide South Cameron Memorial Hospital comfort language offering the following "Not to Exceed" Values. See table below)

System	Not to Exceed Purchase Option
Canon Mobile Soltus 450 Digital X-Ray System	\$27,797

Canon Omnera 400T Digital X-Ray System	\$49,773
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Canon Lightning CT System in Mobile Trailer	\$321,676
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Formal equipment quotes, leasing proposal, and product information also included in submission.

Thank you for the opportunity to earn your business.

If you have any questions, please contact Mike Frith at mfrith@us.medical.canon or 337-296-0338.