

Green Mountain Care Board
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Montpelier, VT 05602

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DELIVERED ELECTRONICALLY

November 9, 2018

Mr. Claudio Fort, President and CEO
Rutland Regional Medical Center
160 Allen St.
Rutland, VT 05701

RE: Docket No. GMCB-019-18con, Replacement of CT Scanner and Related Renovations, Project Cost: \$ 2,033,980

Dear Mr. Fort:

Thank you for the response to the first set of questions for the above referenced project. The information requested below is needed to complete our review.

1. Explain the 16% increase in utilization from Budget 2018 to Projection 2018 and assumptions for Budget 2019 and proposed years 1, 2 and 3.
2. Provide an updated project timeline.
3. In a table format list the items and costs included in the \$1,869,315 GE Equipment line item in the HP Cummings Summary Sheet.
4. Clarify whether you have or intend to purchase maintenance coverage from GE after the warranty expires and/or coverage for services not covered under the warranty. If so, are these costs included in the total project cost?
5. The quotes from GE (\$1,765,777.26 and \$45,000), Civco (\$19,528), and the GE delivery and installation quote (\$7,760) have all expired. Please provide quotes from each vendor that are valid through the expected date of purchase. In the alternative, provide a letter from each vendor verifying they will extend and honor the expired quotes through the time of purchase.
6. Explain how the \$33,00,000 trade-in value of the existing CT scanner was determined, considering that similar refurbished and used models are being sold for more than twice the trade-in value offered by GE.



7. For the Civco quote, provide the 2018 Price-book list price and discount provided to RRMC for the two \$9,764 Fiber Breastboards.
8. The \$45,000 GE quote for the AX Server does not reference a Group Purchasing Organization (GPO) Agreement (as done in other sections of this quote), and does not note a discount offered. Please explain.
9. Page 1 of the GE quote for the CT system lists Novation/Vizient as the governing GPO providing the discount, but does not list the discount amount. Please provide the list price and the amount of the discount. The Vizient pricing contracts governing this purchase are Agreements #XR0321 and #XR0351.
10. Explain the duplicate listings of component devices on pages 22, 25, and 29 of 38.
11. GE's Terms and Conditions, Section 6, states that there are separate Terms and Conditions for the trade-in equipment. Please provide a copy of those Terms and Conditions.
12. Confirm whether GE is offering a discount on the Fluoro package which is a software enhancement. If so, please specify the discount offered.
13. The options section of the quote lists available additions to the main imaging system. In a table format, list each of the options RRMC has selected, a description and price of each, and discounts for each as per the Vizient GPO price tier agreement and total.
14. The signature page (page 1 of 5) on the GE quote (#00500521) does not list the two GPO Vizient agreements as the Governing Price Agreement. Please explain.

In responding, restate the question in bold font and respond in unbolded font. Send an electronic copy to me at donna.jerry@vermont.gov and one hard copy (three-hole punched) with a Verification Under Oath to my attention at the Green Mountain Care Board, 144 State Street, Montpelier, Vermont 05602.

If you have any questions, please do not hesitate to contact me at 802-828-2918.

Sincerely,

s/ Donna Jerry

Donna Jerry

Senior Health Policy Analyst

