



March 7, 2017

VIA EMAIL / ORIGINAL AND COPY BY US MAIL

Donna Jerry
Senior Health Policy Analyst
Green Mountain Care Board
3rd Floor City Center
89 Main Street
Montpelier, VT 05620-3601
Donna.Jerry@vermont.gov

Re: Brattleboro Memorial Hospital Request for Jurisdictional Determination

Dear Ms. Jerry: 

Brattleboro Memorial Hospital (BMH) is considering the purchase of a Mako™ Robotic Arm System manufactured by the Stryker Corporation to assist our orthopedic surgeons with total and partial knee replacements. This technology greatly enhances the ability of a surgeon to deliver a high quality of care. (Manufacturer information attached.)

We have received a quote for the above-described Mako™ Robotic Arm System with both partial knee and total knee applications in the amount of \$950,000, discounted from a standard list price of \$1,415,000.

The quoted \$950,000 purchase price for the equipment includes a one year warranty. Following the expiration of the year, BMH would have the option of paying the amount of \$95,000 for a four year service agreement that would begin after the service warranty expired. BMH will not need to incur any additional expenses (beyond a service agreement) for other related components to this equipment, for installation or to finance the purchase.

The purchase price amount quoted for the Mako™ Robotic Arm System is below the equipment Certificate of Need (CON) review jurisdiction threshold of \$1,000,000. It has been represented to us by the manufacturer that this purchase should not require a CON since the purchaser price is under \$1,000,000 and a service agreement is not entered into until at least a year following the purchase. We are seeking a determination under 18 V.S.A. § 9440(c)(2)(A) as to whether this purchase would require a CON application.

We greatly appreciate your consideration and time in reviewing our request.

Sincerely,


Steven R. Gordon
President and Chief Executive Officer