

MD Buyline Member Hospital

**Magnetic Resonance Imager (MRI)
Medical Capital Vendor**

Tracking ID: 1012566
Record #: 144661

June 29, 2009

BASIC QUOTATION INFORMATION

Plan Type: Gold Contract
Quote # and Date: 1234 -- 6/2/2009
MDB Record #: 144661
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THE BOTTOM LINE

MD Buyline Identified Savings: \$34,200

MR service contracts are based on the specific model, equipment coverage and the hours covered.
Contracts are evaluated on the cost of the service contract and not the percentage of the replacement value (%RV).

Standard or routine contracts in the database range from \$144,735 to \$173,750 per year.

GPO and target buy contracts range from \$141,994 to \$149,613 per year.

Your quote pricing falls above this range and appears to be high for the level of coverage.

I recommend negotiating this contract down to \$145,000 per year.

Any negotiations for improvement are warranted in order to lower your operating costs.

THE CONTRACT

Equipment Covered: Magnetic Resonance Imager (MRI)
Model Description: Model A
Contract Type: Gold Contract

Contract Description: 4- year POS. 3rd party dealer. Includes all parts, labor & travel; 3- add'l apps training days; MAA & cryogenics; accredited self-study program; ACR accredit. submission; Coil coverage at POS except coils; QA; safety checks; Evolve; tech phone support; UM basic report & updates. Hours, M-F, 8a-6p; 30-min phone response; 4-hr onsite response; & Same day parts delivery; PM' s; 97% uptime guarantee.

CONTRACT COST ANALYSIS

LIST PRICE ANALYSIS

Contract Price: \$179,200.00

Recommended Contract Price: \$145,000.00

MARKET COMPARISON

List Price



The above graph represents the previous contracts that are comparable to yours. There is also graphical representation of your current quote (Q), and of MDB's recommended target (T) based on our database. Below is a detailed explanation of each contract represented in the graphical analysis.

Contract	Quoted Price	Date	Model	Contract Type	Comments
1	\$173,750	04/23/2009	Model A	Gold Contract	Warranty + 7- years POS. GPO. Includes chiller (\$10k). Includes accredited self-study program; ACR submission; coils; continuous effort; elearning subscription; realtime monitoring; MM & Helium; PMs; QA; safety checks; Evolve; technical phone support; UM advanced reports; Updates. Hours: M-F, 8a-10p; 30-min phone & 4- hrs onsite response times; same day parts; 98% uptime guarantee. Bundled: 11 systems.
2	\$153,763	12/17/2008	Model A	Gold Contract	Warranty + 5- years POS. Includes coil coverage, Helium, PMs, QA, tech phone support; UM basic report & updates. Includes all parts, labor & travel. Magnet maintenance & cryogenics included. Routine hours, M-F, 8am-6pm; 30-min phone response; 4-hr onsite response; & Same day parts delivery. 97% uptime guarantee.
3	\$150,237	05/26/2009	Model A	Gold Contract	5- year contract. Includes all parts, labor & travel. Magnet maintenance & cryogenics included. Includes accredited self-study program; ACR accredit. submission; Coil coverage; elearning subscription; QA; safety checks; technical phone support; UM basic report & updates. Hours, M-F, 8am-6pm; 30-min phone response; 4-hr onsite response; & Same day parts delivery; PM's; 97% uptime guarantee. Multi-modality contract.
4	\$149,613	06/24/2008	Model A	Gold Contract	Warranty + 5 years. Group - sole source. Includes coil coverage; Includes all parts, labor & travel. Magnet maintenance & cryogenics included. Extended hours, M-F, 8am-10pm. 30-min phone response; 4-hr onsite response; & Same day parts delivery. Software updates when applicable. PM's included. 98% performance guarantee.
5	\$148,150	05/22/2009	Model A	Gold Contract	Warranty + 5 years. GPO. Includes workstation. Includes all parts, labor & travel; magnet maintenance & cryogenics; PM's; ACR accredit; submission; Coil coverage; QA; safety checks; technical phone support; Hours, M-F, 8am-6pm; 30-min phone response; 4-hr onsite response; & Same day parts delivery; 97% uptime guarantee. Bundled w/ CT.

Contract	Quoted Price	Date	Model	Contract Type	Comments
6	\$146,109	12/19/2008	Model A	Gold Contract	Warranty + 5- years POS. Includes Strategic Alliance w/ promo pricing of add'l 4% off price for POS contract. Includes ACR Accreditation submission; coil coverage; QA. Includes all parts, labor & travel. Magnet maintenance & cryogenics included. Hours, M-F, 11am-9pm. 30-min phone response; 4-hr onsite response; & Same day parts delivery. PM's included. 97% performance guarantee.
7	\$144,735	07/22/2008	Model A	Gold Contract	Point of sale- 6 year contract-Standard service contract that includes all parts, labor & travel. Magnet maintenance & cryogenics included. Routine hours, M-F, 8am-6pm. 30-min phone response; 4-hr onsite response; & Same day parts delivery. Software updates when applicable. PM's included. 97% performance guarantee.
8	\$141,994	07/16/2008	Magnetom Verio 3T	Gold Contract	Warranty + 5 years POS GPO target buy & promo. Promo: PMs after hours or extended hours until 9pm at no charge. Standard service contract that includes all parts, labor & travel. Magnet maintenance & cryogenics included. Routine hours, M-F, 8am-6pm. 30-min phone response; 4-hr onsite response; & Same day parts delivery. Software updates when applicable. PM's included. 97% performance guarantee.

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