

# Department of Veterans Affairs

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## Authorized Federal Supply Schedule Price List

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### Medical Equipment and Supplies

FSC Group 66, Part III

Cost-Per-Test: Clinical Analyzers

FSC classes 6630

**CONTRACT NUMBER: V797P-7122a**

**CONTRACT PERIOD: December 1, 2007 – November 30, 2012**

**CONTRACTOR'S NAME AND ADDRESS**

Diagnostica Stago, Inc.  
Five Century Drive  
Parsippany, NJ 07054  
Tel: (800) 222-2624  
Fax: (973) 631-1619

Web Address: [Stago-US.com](http://Stago-US.com)

Contract Administrator: Steve Hintze

Business size: Small



**Customer Information**  
**FSS Contract # V797P-7122a**

1. Table of Awarded Special item numbers (sin(s))	# 605-3a Pages 3 – 5
2. Maximum Order	None
3. Minimum Order	2,000 Tests/Mo.
4. Geographic Coverage	48 Contiguous States, District of Columbia, Alaska and Hawaii
5. Point(s) of Production	Diagnostica Stago, Franconville, France
6. Discount from list price / statement of new price	Prices shown herein are net discount deducted
7. Quantity discounts	None
8. Prompt Payment Terms	Net 30 days
9. Government Credit Cards Accepted?	Government Credit cards accepted,-- no additional discounts applied.
10. Foreign Items	All - France
11. a. Time of Delivery	90 days after receipt of order.
b. Expedited Delivery	All items are available for expedited delivery. All freight charges are billable to purchaser. Contact the DSI Logistics Coordinator for pricing.
c. Overnight and 2 day delivery	All items are available for expedited delivery. All freight charges are billable to purchaser. Contact the DSI Logistics Coordinator for pricing.
d. Urgent Requirements	All items are available for expedited delivery. All freight charges are billable to purchaser. Contact the DSI Logistics Coordinator for pricing.
12. F.O.B. Point(s)	F.O.B. Destination for 48 Contiguous States, District of Columbia, Alaska and Hawaii
13. Ordering Address	Diagnostica Stago, Inc., 5 Century Drive, Parsippany, NJ 07054
14. Payment Address	Diagnostica Stago, Inc., P. O. Box 34056, Newark, NJ 07189-0056
15. Preventive Maintenance	STA Compact – Every 6 months. STA-R Evolution – Every 4 months
16. Year 2000 (Y2K) Compliant?	Yes
17. Data Universal Number System (D.U.N.S)	15-058-7194
18. Notification Central Contractor Registration	0TH01 / 15-058-7194
19. Training	Training (transportation, tuition, room and board) for one (1) operator at the Diagnostica Stago, Inc Customer Training Facility in Parsippany, NJ is included. Additional training is provided for \$2,500.00 per person.
20. Buy-Out Option	At the end of a 5-year Cost Per Test agreement, the government may exercise the right to purchase the STA-R Evolution or STA Compact for \$1.00.
21. Emergency Service	Emergency repair shall be made within 24 hours of the time of notification of the malfunction at Contractors expense. However, if the Government elects to only require emergency repair during normal business hours (8:00 a.m. to – 4:30 p.m.) Monday through Friday (except Government Holidays) in lieu of 24 hour service, the Contractor will provide an additional 3% discount by deducting 3% from the invoice amount.
22. Billing Procedure	Customer is billed monthly based on tests performed/account usage.
23. Computer Interface	Standard instrument configuration

**Diagnostica Stago, Inc. VA Cost-Per-Test and Cost-Per-Reportable-Result Pricing Program for the STA-R Evolution®**

Diagnostica Stago, Inc. offers a cost per test program for the STA-R Evolution (Catalog # 58160) to cover all requirements for performing PT and APTT testing. Descriptions for equipment, service and supplies are described on page 5.

**I. STA-R® Evolution PT and APTT Comprehensive Package --Catalog Number 58160**

This package includes equipment, post-warranty service and supplies on a PT and APTT cost-per-test according to the following schedule:

**STA-R Evolution  
Cost-Per-Test Pricing Schedule**

TEST ASSAY	REAGENT GROUP	TEST VOLUME	1 YEAR	2 YEARS	3 YEARS	4 YEARS	5 YEARS
		Test/Month					
PT and aPTT	Screening	<2000					
		Monthly Minimum	\$ 9,504.19	\$ 6,508.53	\$ 5,515.61	\$ 5,020.05	\$ 4,733.57
PT and aPTT	Screening	2,000-2,999	\$ 4.75	\$ 3.25	\$ 2.76	\$ 2.51	\$ 2.37
PT and aPTT	Screening	3,000-3,999	\$ 3.32	\$ 2.32	\$ 1.99	\$ 1.82	\$ 1.73
PT and aPTT	Screening	4,000-4,999	\$ 2.56	\$ 1.81	\$ 1.56	\$ 1.44	\$ 1.36
PT and aPTT	Screening	5,000-5,999	\$ 2.13	\$ 1.53	\$ 1.33	\$ 1.23	\$ 1.17
PT and aPTT	Screening	6,000-6,999	\$ 1.84	\$ 1.34	\$ 1.17	\$ 1.09	\$ 1.04
PT and aPTT	Screening	7,000-7,999	\$ 1.60	\$ 1.18	\$ 1.03	\$ 0.96	\$ 0.92
PT and aPTT	Screening	8,000-8,999	\$ 1.43	\$ 1.06	\$ 0.94	\$ 0.87	\$ 0.84
PT and aPTT	Screening	9,000-9,999	\$ 1.32	\$ 0.98	\$ 0.87	\$ 0.82	\$ 0.79

**STA-R Evolution  
Cost-Per-Reportable-Result Pricing Schedule**

TEST ASSAY	REAGENT GROUP	TEST VOLUME	1 YEAR	2 YEARS	3 YEARS	4 YEARS	5 YEARS
		Test/Month					
PT and aPTT	Screening	<2000					
		Monthly Minimum	\$ 9,847.86	\$ 6,852.20	\$ 5,859.29	\$ 5,363.72	\$ 5,077.24
PT and aPTT	Screening	2,000-2,999	\$ 4.92	\$ 3.43	\$ 2.93	\$ 2.68	\$ 2.54
PT and aPTT	Screening	3,000-3,999	\$ 3.43	\$ 2.43	\$ 2.10	\$ 1.93	\$ 1.84
PT and aPTT	Screening	4,000-4,999	\$ 2.63	\$ 1.88	\$ 1.63	\$ 1.51	\$ 1.44
PT and aPTT	Screening	5,000-5,999	\$ 2.22	\$ 1.62	\$ 1.42	\$ 1.32	\$ 1.26
PT and aPTT	Screening	6,000-6,999	\$ 1.92	\$ 1.42	\$ 1.25	\$ 1.17	\$ 1.12
PT and aPTT	Screening	7,000-7,999	\$ 1.66	\$ 1.23	\$ 1.09	\$ 1.02	\$ 0.98
PT and aPTT	Screening	8,000-8,999	\$ 1.50	\$ 1.12	\$ 1.00	\$ 0.94	\$ 0.90
PT and aPTT	Screening	9,000-9,999	\$ 1.38	\$ 1.04	\$ 0.93	\$ 0.88	\$ 0.84

Includes the following: Equipment, Reagents, Disposables, Controls and Service as described on page 5. Monthly minimum is based on 2,000 tests per month.

**Diagnostica Stago, Inc. VA Cost-Per-Test Pricing Program  
for the STA Compact®**

Diagnostica Stago, Inc. offers a cost-per-test program for the STA Compact (Catalog #58642) to cover all requirements for performing PT and APTT testing. Descriptions for equipment, service and supplies are described on page 5.

**II. STA Compact® PT and APTT Comprehensive Package-- Catalog Number 58642**

This package includes equipment, post-warranty service and supplies on a PT and APTT cost-per-test according to the following schedule:

**STA Compact  
Cost-Per-Test Pricing Schedule**

TEST ASSAY	REAGENT GROUP	TEST VOLUME	1 YEAR	2 YEARS	3 YEARS	4 YEARS	5 YEARS
		Test/Month					
PT and aPTT	Screening	<2000					
		Monthly Minimum	\$5,246.13	\$3,999.37	\$3,586.39	\$ 3,380.32	\$ 3,261.70
PT and aPTT	Screening	2,000-2,999	\$ 2.62	\$ 2.00	\$ 1.79	\$ 1.69	\$ 1.63
PT and aPTT	Screening	3,000-3,999	\$ 1.90	\$ 1.48	\$ 1.35	\$ 1.28	\$ 1.24
PT and aPTT	Screening	4,000-4,999	\$ 1.49	\$ 1.18	\$ 1.08	\$ 1.03	\$ 1.00
PT and aPTT	Screening	5,000-5,999	\$ 1.28	\$ 1.03	\$ 0.95	\$ 0.90	\$ 0.88
PT and aPTT	Screening	6,000-6,999	\$ 1.13	\$ 0.92	\$ 0.85	\$ 0.82	\$ 0.80
PT and aPTT	Screening	7,000-7,999	\$ 1.00	\$ 0.82	\$ 0.76	\$ 0.73	\$ 0.71
PT and aPTT	Screening	8,000-8,999	\$ 0.90	\$ 0.75	\$ 0.70	\$ 0.67	\$ 0.65
PT and aPTT	Screening	9,000-9,999	\$ 0.84	\$ 0.71	\$ 0.66	\$ 0.64	\$ 0.62

**STA Compact  
Cost-Per-Reportable-Result Pricing Schedule  
Catalog Number 58642**

TEST ASSAY	REAGENT GROUP	TEST VOLUME	1 YEAR	2 YEARS	3 YEARS	4 YEARS	5 YEARS
		Test/Month					
PT and aPTT	Screening	<2000					
		Monthly Minimum	\$5,589.80	\$4,343.04	\$3,930.07	\$3,723.99	\$3,605.38
PT and aPTT	Screening	2,000-2,999	\$ 2.79	\$ 2.17	\$ 1.97	\$ 1.86	\$ 1.80
PT and aPTT	Screening	3,000-3,999	\$ 2.01	\$ 1.59	\$ 1.45	\$ 1.38	\$ 1.34
PT and aPTT	Screening	4,000-4,999	\$ 1.57	\$ 1.26	\$ 1.15	\$ 1.10	\$ 1.07
PT and aPTT	Screening	5,000-5,999	\$ 1.37	\$ 1.12	\$ 1.03	\$ 0.99	\$ 0.97
PT and aPTT	Screening	6,000-6,999	\$ 1.21	\$ 1.00	\$ 0.93	\$ 0.90	\$ 0.88
PT and aPTT	Screening	7,000-7,999	\$ 1.05	\$ 0.87	\$ 0.81	\$ 0.78	\$ 0.77
PT and aPTT	Screening	8,000-8,999	\$ 0.97	\$ 0.81	\$ 0.76	\$ 0.73	\$ 0.72
PT and aPTT	Screening	9,000-9,999	\$ 0.90	\$ 0.76	\$ 0.72	\$ 0.69	\$ 0.68

Includes the following: Equipment, Reagents, Disposables, Controls and Service as described on page 5. Monthly minimum is based on 2,000 tests per month. Calculations are based on a one year commitment.

## **Equipment, Reagents, Disposables, Controls and Service**

### **Equipment Description – STA Hemostasis System Package:**

- STA-R Evolution or STA Compact Analyzers for clot-based and photometric testing, including barcode reader, data processor, port for bi-directional interface, operator's manual and system training for one (1) technologist.
- Flat-Screen LCD Color Monitor
- Laser Printer
- Keyboard
- Expendable Package: Provided is a list of expendable materials for every instrument. Every instrument comes with a start-up box of accessories. Only the quantities mentioned are included in the contract, all other quantities of these items must be purchased.

### **Service Description – Comprehensive STA-R Evolution and STA Compact Service:**

- 24 hour, toll free phone support
- 24 hour on-site response, 7 days per week (discount available for Mon-Fri on-site service)
- All parts covered
- Travel and labor included
- Preventive maintenance: STA Compact – Every 6 months. STA-R Evolution – Every 4 months

### **STA Reagents and Supplies – for PT and APTT Testing:**

- PT and APTT reagents (STA Neoplastine CI or STA Neoplastine CI Plus and STA PTT-A)
- STA Calcium Chloride Solution (0.025M)
- STA Cuvettes with metal beads
- STA Cleaner and Desorb Solutions
- STA System Controls N+Abn (level 1 and 2), 3 shifts daily, 365 days per year

All packages are based on tests defined as single measurements.

## **STA HEMOSTASIS SYSTEM ENVIRONMENTAL AND ELECTRICAL SPECIFICATIONS**

In accordance with and as part of the Agreements dated \_\_\_\_\_, \_\_\_\_\_, made between Diagnostica Stago, Inc. (DSI) and \_\_\_\_\_ (“Customer”), customer has agreed to provide the electrical and environmental conditions which meet those set forth below for the STA-R or STA Compact equipment to be installed at the customer’s facility. To ensure optimal performance of your new STA System, these specifications must be met prior to installation.

**ELECTRIAL REQUIREMENTS:**

Unit conforms to UL. Circuits supplying equipment must be primary power 115VAC +/- 10%, at 20 amps service for the STA-R, 115VAC +/- 15%, at 16 amps service for the STA Compact; hot, neutral, and ground conductors. The power line frequency must be 47hz to 65hz for the STA-R; 50hz to 60hz for the STA Compact. Three main plugs are required if the printer is used. The ground conductor must be of a wire gauge equal to the main current carrying conductors. ABC may, at its option require the use of an uninterruptable power supply/power line conditioner.

**ENVIRONMENTAL CONDITIONS:**

Application range: To be used indoors and under conditions that can usually be found in laboratories and production facilities, where the instruments are handled with care.

Ambient temperature: +15 to +35 degrees Celsius  
+59 to +95 degrees Farenheight

Storage and transportation conditions (packed instrument): -20 to +60 degrees Celsius  
-4 to +140 degrees Farenheight

Ambient humidity: 20% to 80% relative humidity  
(excluding condensation) No direct sunlight on open drawers

**MINIMUM SPACE REQUIREMENTS:**

	<b><u>STA-R Evolution</u></b>	<b><u>STA COMPACT</u></b>
Height (with monitor):	1250mm (49.2 in)	640mm (25.2 in)
Width	1210mm (47.6 in)	2035mm (80.1 in)
Depth	820mm (32.3 in)	1170mm (46.1 in)

Customer agrees that if above requirements are not complied with, any equipment performance problem or damage to the equipment caused by failure to meet such requirements will not be covered by warranty, inclusive of reagent kits and test results. Customer agrees to provide the environmental and electrical conditions as set forth above prior to the schedule installation and during the system’s use as stated in the agreement.

Date Received: \_\_\_\_\_ Customer Signature: \_\_\_\_\_

**STA-R Evolution Expendable Accessory Kit**

<b>Item Number</b>	<b>Description</b>	<b>Included In Contract</b>	<b>Start Up Quantity</b>
26555	Ball Extractor	Start Up Qty. ONLY	1
27421	Suction Rubber Head Pak of 2	Start Up Qty. ONLY	1
27492	Mapping Cuvette	Start Up Qty. ONLY	1
27543	Adapter for STA Microcups	Start Up Qty. ONLY	10
27307	Needle Arm 3	Start Up Qty. ONLY	1
38572	Shuttle	Start Up Qty. ONLY	4
27458	Liquid Filter	Start Up Qty. ONLY	5
26699	Halogen Lamp	Start Up Qty. ONLY	1
27530	Syringe Tip & O-Rings	Start Up Qty. ONLY	10 / 15
27425	Stirring Bar	Start Up Qty. ONLY	5
38125	Colorimetry Box Filter	Start Up Qty. ONLY	1
27538	250µl Syringe	Start Up Qty. ONLY	4
26694	Fuse T15A 3AB slo-blo	Start Up Qty. ONLY	10
27575	Fuse T6.25A 3AG slo-blo	Start Up Qty. ONLY	10
27576	Fuse T2A 3AG slo-blo	Start Up Qty. ONLY	10
27578	Fuse T5.0A 3AG slo-blo	Start Up Qty. ONLY	10
27579	Fuse T1.0A 3AG slo-blo	Start Up Qty. ONLY	10
27354	Needle Arm 2	Start Up Qty. ONLY	1
38646	Needle Arm 1 with nut	Start Up Qty. ONLY	1
38517	Air Filter	Start Up Qty. ONLY	1
38698	Wheel Tube Rotation	Start Up Qty. ONLY	2
38568	Adapter Sample Micro Volume	Start Up Qty. ONLY	20
0072246	Circlip dia-6	Start Up Qty. ONLY	2
0091074	Allen Key M4	Start Up Qty. ONLY	1
0091125	Allen Key	Start Up Qty. ONLY	1
0091141	Phillips Screw Driver	Start Up Qty. ONLY	1
0091142	Black Box	Start Up Qty. ONLY	1
0091240	Flat Screwdriver	Start Up Qty. ONLY	1

**STA Compact Expendable Accessory Kit**

<b>Item Number</b>	<b>Description</b>	<b>Included In Contract</b>	<b>Start Up Quantity</b>
26610	Reagent Reduction Ring, DIN 22 to DIN 18	Start Up Qty. ONLY	5
27423	Brass Reducer, Microtainers, Sample	Start Up Qty. ONLY	10
27543	Brass Reducer, Microcups, Reagent	Start Up Qty. ONLY	10
27425	Magnetic Stir Bars, 2x7mm (white)	Start Up Qty. ONLY	10
38646	Needle Arm #1	Start Up Qty. ONLY	1
27354	Needle Arm #2	Start Up Qty. ONLY	1
27307	Needle Arm #3	Start Up Qty. ONLY	1
27421	Suction Head - Arm #4 (pack of 2)	Start Up Qty. ONLY	1
27538	250ul Syringe	Start Up Qty. ONLY	1
26699	Halogen Lamp	Start Up Qty. ONLY	1
27420	Rear Panel Air Filter	Start Up Qty. ONLY	1
26538	Optical Module Air Filter	Start Up Qty. ONLY	1
27458	Liquid Filter	Start Up Qty. ONLY	1
27530	Syringe Tips & O-Rings	Start Up Qty. ONLY	10 / 15
26555	Magnetic Ball Extractor	Start Up Qty. ONLY	1
26469	Allen Wrench, 4mm	Start Up Qty. ONLY	1
27600	Allen Wrench, 2mm	Start Up Qty. ONLY	1
27492	Mapping Cuvette	Start Up Qty. ONLY	1
27575	Fuse, slo-blo, 3AG, T6.25A pack of 10	Start Up Qty. ONLY	1
27579	Fuse, slo-blo, 3AG, T1.0A pack of 10	Start Up Qty. ONLY	1
S0301217	Fuse, slo-blo, 3AG, T0.3A pack of 10	Start Up Qty. ONLY	1
S0301221	Fuse, slo-blo, 3AG, T4.0A pack of 10	Start Up Qty. ONLY	1
S0301220	Fuse, slo-blo, 3AG, T10.0A pack of 10	Start Up Qty. ONLY	1
S0301219	Fuse, slo-blo, 3AG, T8.0A pack of 10	Start Up Qty. ONLY	1
38669	Cuvettes	All Quantities	0
0973	Cleaner Solution	All Quantities	0
0975	Desorb U	All Quantities	0