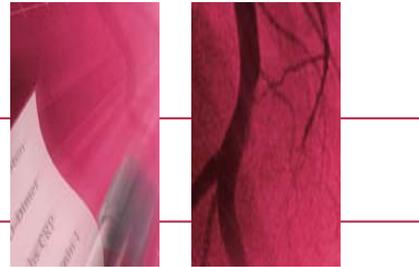


Cardiac



Cost Per Reportable Result

Contract Number
V797P-7032a

Contract Period:
February 1, 2006 through
January 31, 2011

As of February 1, 2006

DADE BEHRING

Every minute of every day™



Department of Veterans Affairs Federal Supply Schedule (FSS)



Cost-Per-Reportable Result Program Cardiac

Authorized Federal Supply Schedule Price List
Effective 02/01/06
Federal Supply Schedule
Contract Number V797P-7032a
FSS Group 66, Part III
FSC Class: 6630

Dade Behring Inc.
Dade Behring Government Operations
Glasgow Business Community
Mailstop 530
PO Box 6101
Newark, DE 19714-6101

1-866-DADEGOV or 1-866-323-3468

Business Size: Large
Tax I.D. No.: 36-3949533 Dade Behring, Inc.
Duns No.: 00-508-8112 (Glasgow, DE)
CCR#(Cage Code): 1FMH8 (Glasgow, DE)

Contract Period: February 1, 2006 through January 31, 2011
www.dadebehring.com

DADE BEHRING

Every minute of every day™

Information for Ordering Activities:

1. Special Item Numbers (SINS):

<u>SIN</u>	<u>Description</u>	<u>Product Model</u>
605-3A	Clinical Coagulation Analyzers: High Complexity	CA 7000, CA7001, BCS, CA1500, CA1501
605-3B	Clinical Coagulation Analyzers: Low Complexity (On Site Training)	CA560, PFA-100
605-5A	Clinical Microbiology Analyzers: High Complexity	Walkaway 40, Walkaway 96, AutoScan 4
605-1A	Clinical Chemistry Analyzers: High Complexity	Dimension RxL Max , Dimension RxL Max HM, Dimension Xpand, Dimension Xpand HM, StreamLAB, BNII, BN Prospec
605-1B	Clinical Chemistry Analyzers: Low Complexity (On Site Training)	Stratus CS

2. **Maximum Order Limit:** None
3. **Minimum Order Limit:** Referenced in attached CPT/CPRR program details
4. **Geographic Coverage:** 50 States, Washington, DC, Puerto Rico
5. **Points of Production:**

SIN	Instrumentation	Place of Performance	
605-3A	CA 7000, CA7001, BCS, CA1500, CA1501, BFTII	<ul style="list-style-type: none"> • Sysmex Corporation 1-5-1 Wakinohama-Kaigandori Chuo-Ku, Kobe, 651-0073 Japan 	<ul style="list-style-type: none"> • Dade Behring Marburg GmbH Emil Von Behring Strasse 76 Gebäude M545 Germany
605-3B	CA560, PFA,	<ul style="list-style-type: none"> • Sysmex Corporation 1-5-1 Wakinohama-Kaigandori Chuo-Ku, Kobe, 651-0073 Japan 	<ul style="list-style-type: none"> • Dade Behring 1584 Enterprise Blvd. W. Sacramento, CA 95691
605-5A	Walkaway 40, Walkaway 96, AutoScan 4	<ul style="list-style-type: none"> • Dade Behring 1584 Enterprise Blvd. W. Sacramento, CA 95691 	<ul style="list-style-type: none"> • Dade Behring 101 Silvermine Road Brookfield, CT 06804
605-1A	Dimension RxL Max , Dimension RxL Max HM, Dimension Xpand, Dimension Xpand HM, StreamLAB, BN II, BN Prospec	<ul style="list-style-type: none"> • Dade Behring 101 Silvermine Road Brookfield, CT 06804 • Dade Behring Glasgow Business Community Newark, DE 	<ul style="list-style-type: none"> • Dade Behring Marburg GmbH Emil Von Behring Strasse 76 Gebäude M545 Germany
605-1B	Stratus CS	<ul style="list-style-type: none"> • Dade Behring 101 Silvermine Road Brookfield, CT 06804 	

6. **Discount:** Prices shown herein are net of discounts.
7. **Quantity Discounts:** N/A
8. **Payment Terms:** Net 30 days from date of invoice.
9. **Government Credit Card:** a) Accepted at micro purchase level
b) Accepted at macro purchase level
10. **Foreign Items:** See #5
11. **Delivery Time:** a) 90 days ARO for equipment
b) Non-equipment items available for expedited delivery at customer's expense
c) Non-equipment items available for overnight or 2-day delivery at customer's expense
d) NA

12. **FOB Point(s):**
- | | |
|--------------------|---|
| Equipment: | Destination within consignee's premises for routine deliveries to 50 states, D.C., and Puerto Rico. |
| Reagents/Supplies: | Destination to consignee's premises for routine deliveries to 50 states, D.C., and Puerto Rico. |

- 13a. **Ordering Address(es):**
- Fax:** 1-800-344-8981 24 hours a day 7 days a week
- Phone:** 1-866-DADEGOV or 1-866-323-3468
Monday through Friday 8:30 AM through 8:00 PM EST
- Internet:** www.dadebehring.com
24 hrs/day, 7 days/wk unless you are ordering a specific lot number

Ordering Address:

- a) Equipment:**
Dade Behring Inc
Glasgow Business Community
Bldg. 500
PO Box 6101
Newark, DE 19714-6101
- b) Routine Reagents/Supplies:**
Atlanta Customer Center
3090 Premiere Parkway, Suite 600
Duluth, GA 30097-4904

13. b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. **Payment Address** as shown on Invoice Dade Behring Inc.
c/o Bank of America Lockbox Services
13776 Collection Center Drive
Chicago, IL 60693

To wire funds:

Dade Behring Inc

Account Number: 3756626890

Bank of America

ABA-111000012

Bank Swift: BOFAUS6S

Reference your company name and invoice no.

15. **Warranty Provision:** Referenced in attached CPT/CPRR program details
16. **Export Packing Charges:** N/A
17. **Terms and Conditions of Government Purchase Card:** Accepted
18. **Terms and Conditions of rental, maintenance and repair:** Referenced in attached CPT/CPRR program details
19. **Terms and Conditions of installation:** Referenced in attached CPT/CPRR program details
20. **Terms and Conditions of Repair Parts:** Referenced in attached CPT/CPRR program details
- 20a. **Terms and Conditions for any other services:** Referenced in attached CPT/CPRR program detail
21. **Service and Distribution Points:** Dade Behring World Parts Center
800 Trade Port Blvd.
Suite 813
Atlanta, GA 30354
- Delaware Distribution Center
200 Centerpoint Blvd.
New Castle, DE 19720
22. **Participating Dealers:** None
23. **Preventative Maintenance:** Referenced in attached CPT/CPRR program detail
24. **Special attributes:** NA
- 24b. **EIT Supplies and Services** NA
25. **Data Universal Number System (DUNS):** 00-508-8112 (Glasgow, DE)
26. **Central Contractor Registration (CCR):** 1FMH8 (Glasgow, DE – Cage Code)

For Contract Questions Contact:

Dade Behring
Government Operations
Glasgow Business Community
Mailstop 530
PO Box 6101
Newark, DE 19714-6101

1-866-DADEGOV or 1-866-323-3468

CPRR Program Dade Behring's CPRR Program is designed to allow the customer to customize for their laboratory. The CPRR process allows customers to pay on the basis of reportable results, improving the ability to predict patient volumes and manage budgets more effectively. Based on customer selection, the final CPRR price includes the Dade Behring Stratus CS analyzer(s), service, reagents, consumables, and supplies. Please see the attached Product List for specific details of products included. Products not manufactured by Dade Behring are not part of the CPRR Program.

CPRR Billing Process Requirements:

- Reportable Results include patient billable tests, studies and health fairs
- Dade Behring will provide expected quantities of CPRR product based on the estimated monthly commitment for each product.
- At program start up, the customer will purchase a one month supply of product as a "safety stock". Following that order, appropriate supplies will be shipped in at no charge to the customer and billing will occur once reportable results are transmitted to Dade Behring.
- Full invoice payment is due no later than **30 days from invoice date**
- Customer will make available their books, documents, and records to certify the nature and number of Reportable Results transmitted under the agreement.
- Monthly billing will be calculated based on 1/12 of the annual estimated reportable results. Customer will pay the agreed upon fixed monthly billing. It is the responsibility of the customer to notify Dade Behring of any changes in volume to allow for appropriate adjustment in tier level price.

(for details around the CPRR submission and billing process options, please contact Dade Behring Representative)

Maintenance and Repair / Service:

The customer is responsible for all daily, weekly and monthly routine operator maintenance and will record completion in maintenance log.

First year: Stratus CS Full Service (24/7)

Subsequent years: Stratus CS Full Service (24/7)

Full Service Agreement (24/7): includes preventive maintenance visits at the manufacturer's recommended intervals, unlimited service visits and all necessary replacement parts, excluding disposables and customer maintenance and operating supplies, twenty-four hours per day, seven days per week.

***Parts:** All parts are included except those which are supplied with the initial shipment and are meant to last through the life of the equipment. These items include but are not limited to tools, alignment gages and segments. Although necessary, these items are not critical to instrument operation.*

Service Requests/Technical Assistance:

Customer may contact the Technical Assistance Center (hotline) twenty-four hours per day, seven days per week.. Customers are requested to contact the hotline for all inquiries, including technical assistance and service requests. If a service visit is needed, or requested, the Field Service Representative (FSR) receives notification from the Technical Assistance Center and then calls the customer and determines if additional parts or other resources may be needed to perform the requested service. An on site visit is scheduled with the customer.

Technical Assistance Hotline: 1.800.441.9250 available 24/7

Shipping and Handling:

Standard Shipping and Handling

Dade Behring provides shipping and handling on routine shipments at no charge and applies to all 50 states, DC, and Puerto Rico.

Routine shipments are those that are placed using Dade Behring's primary shipping modes: "DRD" (Dedicated Truck Fleet) or "Dade Behring Select". The shipping mode for each customer is determined based on geographical location.

"DRD" (Dade Dedicated Truck Fleet)

Dade Behring uses dedicated fleets and other mode and carriers for delivery.

Locations that are receiving their shipments on the dedicated truck network will need to place their orders by the truck schedule for delivery the following week. The schedule is available online at www.dadebehring.com.

The order to delivery lead time for DRD service is a maximum of seven business days.

Dade Behring Select

"Select is a Dade Behring shipping process by which delivery is received within five business days of order placement. Dade Behring utilizes ground or air carriers to deliver the order depending on the nature of the products shipped and the distance to be shipped.

The maximum delivery lead time for Dade Behring Select service is five business days.

Expedited Shipping and Handling

Dade Behring provides several additional methods for shipping and handling including:

- Two business day service
- Next business day service
- Next business morning service (where available)
- Saturday service (where available)
- Next Flight out service (where available)

Dade Behring ships temperature controlled products that are restricted from shipping over weekends and holidays. An extra business day or two may be required for orders that are scheduled to be in transit over week ends or holidays.

Charges for Expedited Shipping and Handling Services.

The customer is responsible for all charges associated with expedited delivery. The charges are based on the net weight of the shipments.

Due to the complex nature of Dade Behring's shipping (Refrigerated, frozen, dry ice, hazardous, infectious substances) the shipping and handling charges for each shipping condition offered (Next Business Day, etc) are based on the average cost of shipping and handling for the shipping condition. The charge is, on average, the difference between the Standard Shipping and Handling Cost, and the cost for Expedited Shipping and Handling.

Training:

Upon Installation - Dade Behring Inc will provide training on site at the customer location for two operating personnel at no charge to the Government. Training materials include a training video and quick reference guide.

Additional Training in years 2 through 5 can be conducted annually on site at the Government facility (if required by the federal facility). Laboratories may train additional staff via **KnowIt**SM online training (details below) at no charge.



KnowItsm interactive e-learning brings a virtual classroom right to your lab, providing a convenient and cost-effective way to move your staff up the learning curve quickly and manage long term knowledge development. Ready and available, KnowItsm offers employees the flexibility to complete the course at his/her own pace and as schedules allow. It provides an interactive learning experience with instant feedback, reinforcement and motivation. Each module features pre and post-tests to measure performance. Test scores are then stored in a database. Online at www.dadebehring.com

Scheduled availability for Stratus – October 2004.

- Pre-training prior to attending a Dade Behring Class
- A tool with which classroom attendees can provide customer training back in the lab for the rest of the staff
- A quick reference and refresher tool

Compliance - Should the Customer fail to purchase in any calendar quarter at least three (3) times the Estimated Monthly Commitment for tests in the aggregate or for any of the individual categories or products set forth therein, listed on Attachment A, Dade Behring, in addition to such other rights as are available by law, reserves the right to a) immediately adjust the prices for any subsequent period to the appropriate tier on the Federal Supply Schedule based on the actual average volume and/or b) invoice the Customer for the excess according to fee per test pricing.

Exclusions: Items not manufactured by Dade Behring, those not include on the Products List attached, relocation of equipment, and biomedical engineer training are excluded from the CPRR Program.

Pricing: Prices for volumes outside of the ranges provided may be negotiated individually. All pricing is based on a 5 year agreement. These agreements do not obligate funds. For terms shorter than 5 years, the following increases apply.

Term of Agreement	Increase 5 Year Price by
4 Years	09%
3 Years	17%
2 Years	24%
1 Year	46%

Recertified Equipment: Customers will receive a minimum of a 10% discount from instrument contract prices for recertified units currently under production.

Equipment Ownership: Title to all equipment provided under this contract remains with Dade Behring.

Customized CPRR Pricing Worksheet

1. Total Monthly Reportable Results for available tests _____
2. Select desired number of Status CS analyzer(s).
Based on the Total Monthly Reportable Results,
select the appropriate price per reportable result. \$ _____
3. Monthly \$ _____
(Multiply #1 by #2)

Dade Behring Cardiac



Stratus CS STAT Analyzer

The Stratus CS is an easy-to-use, random access analyzer designed for the near-patient care setting delivering quantitative cardiac marker, BhCG and D-Dimer results from a whole blood sample in as little as 14 minutes. The simple 3-step process – load sample and rotor, load TestPak(s) and press START – is easy to use by personnel of all skill levels.

The Full Menu includes:

- Mass CK-MB
- Troponin-I
- Myoglobin
- BhCG
- D-Dimer



Stratus - Government Reagent Pricing Schedule for 2006 - 2011

Cost per Reportable Result Pricing

Cost per Reportable Result Plus pricing includes reagents, consumables and supplies.

CPRR Prices per Analyte Inclusive of Reagents, Consumables and Supplies

Total Patient Reportables Per Month	Test Method	1Stratus CS Unit	2 Stratus CS Units
<90		See CPT Program	
90-125 total			
	CCTNI	\$21.37	
	CCKMB	\$21.37	
	CMYO	\$20.10	
	BhCG	\$22.18	
	CDDMR	\$23.40	
125-249			
	CCTNI	\$16.96	
	CCKMB	\$16.96	
	CMYO	\$15.93	
	BhCG	\$17.72	
	CDDMR	\$19.00	
250-399			
	CCTNI	\$12.26	
	CCKMB	\$12.26	
	CMYO	\$11.82	
	BhCG	\$12.97	
	CDDMR	\$14.30	
400-549			
	CCTNI	\$11.13	
	CCKMB	\$11.13	
	CMYO	\$10.33	
	BhCG	\$11.79	
	CDDMR	\$13.17	
550-799			
	CCTNI	\$9.42	\$12.01
	CCKMB	\$9.42	\$12.01
	CMYO	\$8.68	\$11.23
	BhCG	\$10.03	\$12.72
	CDDMR	\$11.46	\$14.04
>=800			
	CCTNI	\$8.96	\$10.47
	CCKMB	\$8.96	\$10.47
	CMYO	\$8.28	\$9.77
	BhCG	\$9.52	\$11.13
	CDDMR	\$11.00	\$12.50

Stratus CS Product List

PRODUCT DESCRIPTION	UNIT OF MEASURE	FREQUENCY OF USE	INCLUDED IN CPRR
Test Packs			
Troponin I	100/ctn	As Ordered	Yes
CK-MB	100/ctn	As Ordered	Yes
Myoglobin	100/ctn	As Ordered	Yes
b-HCG	100/ctn	As Ordered	Yes
D-Dimer	60/ctn	As Ordered	Yes
Supplies			
Tronponin I - CalPak	5/ctn	Every 60 days	Yes
Tronponin I - DilPak	5/ctn	As needed	Yes
CK-MB CalPak	5/ctn	Every 60 days	Yes
CK-MB DilPak	5/ctn	As needed	Yes
Myoglobin Cal'Pak	5/ctn	Every 60 days	Yes
Myoglobin DilPak	5/ctn	As needed	Yes
b-HCG CalPak	5/ctn	Every 90 days	Yes
b-HCG DilPak	5/ctn	As needed	Yes
D-Dimer CalPak	5/ctn	Every 60 days	Yes
D-Dimer DilPak	5/ctn	As needed	Yes
Rotor	100/ctn	Every sample	Yes
Cannula - BD	100/ctn	Every sample	Yes
Cannula - Sarstedt	100/ctn		Yes
Pipette Tips	1920/ctn	2 tips for every assay	Yes
Waste Liners	50/ctn	As needed	Yes
Alternate Sample Cups	100/ctn	As needed	Yes
Printer Paper	10/ctn	As needed	Yes