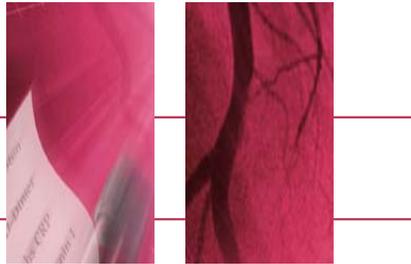


# Cardiac



Cost Per Test

Contract Number  
V797P-7032a

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

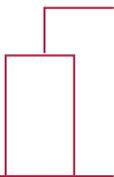
As of February 1, 2006

**DADE BEHRING**

*Every minute of every day™*



# Department of Veterans Affairs Medical Equipment Division (90N-M3)



## Cost-Per-Test Program Cardiac

Authorized Federal Supply Schedule Price List  
Effective 2/01/06  
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](http://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 Maintenance	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"> <li>• Sysmex Corporation 1-5-1 Wakinoama-Kaigandori Chuo-Ku, Kobe, 651-0073 Japan</li> </ul>	<ul style="list-style-type: none"> <li>• Dade Behring Marburg GmbH Emil Von Behring Strasse 76 Gebäude M545 Germany</li> </ul>
605-3B	CA560, PFA,	<ul style="list-style-type: none"> <li>• Sysmex Corporation 1-5-1 Wakinoama-Kaigandori Chuo-Ku, Kobe, 651-0073 Japan</li> </ul>	<ul style="list-style-type: none"> <li>• Dade Behring 1584 Enterprise Blvd. W. Sacramento, CA 95691</li> </ul>
605-5A	Walkaway 40, Walkaway 96, AutoScan 4	<ul style="list-style-type: none"> <li>• Dade Behring 1584 Enterprise Blvd. W. Sacramento, CA 95691</li> </ul>	<ul style="list-style-type: none"> <li>• Dade Behring 101 Silvermine Road Brookfield, CT 06804</li> </ul>
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"> <li>• Dade Behring 101 Silvermine Road Brookfield, CT 06804</li> <li>• Dade Behring Glasgow Business Community Newark, DE</li> </ul>	<ul style="list-style-type: none"> <li>• Dade Behring Marburg GmbH Emil Von Behring Strasse 76 Gebäude M545 Germany</li> </ul>
605-1B	Stratus CS	<ul style="list-style-type: none"> <li>• Dade Behring 101 Silvermine Road Brookfield, CT 06804</li> </ul>	

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](http://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](http://fss.gsa.gov/schedules)).

14. **Payment Address** as shown on Invoice Dade Behring Inc.  
135 S. LaSalle  
Dept 2230  
Chicago, IL 60674-2230

15. **Warranty Provision:** Referred 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:** Referred in attached CPT/CPRR program details
19. **Terms and Conditions of installation:** Referred in attached CPT/CPRR program details
20. **Terms and Conditions of Repair Parts:** Referred in attached CPT/CPRR program details
- 20a. **Terms and Conditions for any other services:** Referred 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:** Referred 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 1-866-323-2468

**CPT Plus Program** The CPT Plus price includes the Stratus CS analyzer(s), service, reagents, rotors, cannulas, calpaks and dilpaks. Please see the attached Product List for specific details of products included. Miscellaneous supplies are priced separately. Products not manufactured by Dade Behring are not part of the CPT Plus Program.

### CPT Plus Billing Process Requirements:

- Reagents will be invoiced when shipped. The price per pack will reflect the appropriate per test price for the total number of tests in the pack.
- Supplies which are included in the CPT Plus will be shipped at no charge.
- All other supplies/products will be invoiced per the designated discount.
- Full invoice payment is due no later than **30 days from invoice date**
- It is the responsibility of the customer to notify Dade Behring of increases or decreases in volume so pricing can be adjusted to reflect the actual estimated volume.

### 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](http://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 (if required by the federal facility). Laboratories may train additional staff via KnowIt<sup>sm</sup> online training (details below) at no charge.



KnowIt<sup>sm</sup> 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, KnowIt<sup>sm</sup> 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](http://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, product necessary for open channel or user defined tests, relocation of equipment, 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 CPT Plus Pricing Worksheet

1. Total Monthly Tests for available tests \_\_\_\_\_
2. Select desired number of Status CS analyzer(s).  
Based on the Total Monthly Tests,  
select the appropriate price per test. \$ \_\_\_\_\_
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 markers, 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
- 
- 
- 



# CPT Plus Program: Pricing

## Stratus - Government Reagent Pricing Schedule for 2006 - 2011

### Cost per Test Pricing

CPT Plus Prices per Analyte Includes:

Instrument, Service, Reagents and Rotors, Cannulas, Calpaks and Dilpaks

All other supplies will be priced at discounts for appropriate volume

Total Tests Per Month	Test Method	1 Stratus CS Unit	2 Stratus CS Units	Supplies not included in CPT price - Discount from List Price
<u>&lt;90</u>	To be evaluated and negotiated individually			
90-125 total	CCTNI	\$16.73		50%
	CCKMB	\$16.39		
	CMYO	\$17.83		
	BhCG	\$18.64		
	CDDMR	\$22.13		
<hr/>				
125-249	CCTNI	\$11.97		50%
	CCKMB	\$11.97		
	CMYO	\$13.45		
	BhCG	\$14.17		
	CDDMR	\$17.67		
<hr/>				
250-399	CCTNI	\$8.88		50%
	CCKMB	\$8.88		
	CMYO	\$9.87		
	BhCG	\$9.98		
	CDDMR	\$13.67		
<hr/>				
400-549	CCTNI	\$7.68		60%
	CCKMB	\$7.68		
	CMYO	\$8.14		
	BhCG	\$8.72		
	CDDMR	\$11.87		
<hr/>				
550-799	CCTNI	\$6.75	\$8.32	60%
	CCKMB	\$6.75	\$8.31	
	CMYO	\$6.50	\$7.71	
	BhCG	\$7.40	\$8.98	
	CDDMR	\$11.07	\$12.72	
<hr/>				
>=800	CCTNI	\$6.37	\$6.84	60%
	CCKMB	\$6.37	\$6.84	
	CMYO	\$6.17	\$6.21	
	BhCG	\$6.94	\$7.44	
	CDDMR	\$10.27	\$10.81	

# Stratus CS Product List

PRODUCT DESCRIPTION	UNIT OF MEASURE	FREQUENCY OF USE	INCLUDED IN CPT
<b>Test Packs</b>			
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
<b>Supplies</b>			
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	No
Waste Liners	50/ctn	As needed	No
Alternate Sample Cups	100/ctn	As needed	No
Printer Paper	10/ctn	As needed	No