

COMMONWEALTH OF VIRGINIA  
DIVISION OF PURCHASES AND SUPPLY  
1111 E. BROAD STREET  
P. O. BOX 1199  
RICHMOND, VIRGINIA 23218-1199

**NOTICE OF AWARD**

1. DATE ..... November 8, 2011
2. COMMODITY NAME ..... Therapeutic Beds, Surfaces, Overlays & Related Products
3. CONTRACT NUMBER..... E194-1343
4. CONTRACT PERIOD ..... November 8, 2011 through October 31, 2013
5. SUPERSEDES..... E194-425-4
6. AUTHORIZED USERS..... All Commonwealth of Virginia State Agencies, Commissions, Authorities, Boards, Public Bodies and other Entities Authorized by the *Code of Virginia*.
7. CONTRACTOR DUNS NUMBER ..... 11-9306137
8. CONTRACTOR.....HB Rehab Supplies, Inc.  
Ted Whichard  
7530 Milk-A-Way Drive  
Roanoke, VA 24019  
Phone: 540-777-0530  
Fax: 540-777-0531  
Cell: 540-397-1892  
Email: tedhbrehab@gmail.com  
eVA ID Number: E59166  
SCC Number: 05772900
9. TERMS..... Net 30
10. DELIVERY ..... 5 Days ARO
11. MINIMUM ORDER .....None
12. FURTHER CONTRACT INFORMATION CONTACT:.....Tina M. Rodriguez, CPPB, VCO  
Phone: (804) 786-1603  
Fax: (804) 786-5712  
Email: tina.rodriguez@dgs.virginia.gov
13. ADDITIONAL COPIES OF CONTRACTS AND ANY ASSOCIATED CONTRACT CHANGES MAY BE VIEWED AND PRINTED AT THE DPS WEBSITE: [www.eva.virginia.gov](http://www.eva.virginia.gov)
14. NOTICE TO AGENCIES: This contract is the result of a competitive bid program and its use is **MANDATORY** (unless otherwise indicated in item 6 above) in the purchase of any commodity listed herein. If the commodity or services available under this contract cannot be used by the agency, a request to purchase other goods or services of a similar nature shall be submitted to the appropriate DGS/DPS contract/purchase officer for approval. A complete and factual written justification is necessary to support the request. Refer to Section 13.7a of the Agency Procurement and Surplus Property Manual.

15. **Note:** This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

By: /s/ Tina M. Rodriguez, CPPB, VCO  
Statewide Contract Officer

## **INSTRUCTIONS**

1. **ORDERS:** Unless otherwise instructed by the Division of Purchases and Supply, agencies will order items through eVA.
2. The applicable state contract number, federal employer identification number (FEI), and item number (for itemized contracts) must be shown on each purchase order and copy, each facsimile transmission or given verbally when telephonic orders are placed.
3. Inspection on delivery and approval of vendor's invoice is the responsibility of the receiving state agency.
4. Any complaint as to quality, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to the Division of Purchases and Supply for handling with the contractor. Preprinted forms (DGS-41-024), by which to facilitate the notification of the contractor and this office of complaints, are available from the Division of Purchases and Supply (804-225-4045) or online at the following web address: <http://www.eva.virginia.gov/buyers/index.htm>.
5. **RENEWALS.** Three (3), one-year optional renewals remain. The decision as to whether to exercise the next renewal option will be made by the contract officer approximately three to four months in advance of the expiration date of the current term.

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**NOTICE OF AWARD - E194 - 1343**

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Contract Number: **MA-E194-1343**

Document ID: **1343**

Title: **Therapeutic Beds, Surfaces, Overlays & Related Products**

Print Date: **10/26/2011**

Procurement Folder: **72620**

Procurement Type: **Complex IFB**

Effective Begin Date: **11/8/2011**

Expiration Date: **10/31/2013**

Minimum Order Amount: **\$0.00**

Maximum Order Amount: **\$0.00**

On Behalf Of Name: **Tina Rodriguez**

Phone: **(804) 786-1603**

Email: **tina.rodriguez@dgs.virginia.gov**

Preparer Name: **Tina M. Rodriguez, CPPB, VCO**

Phone: **(804) 786-1603**

Email: **tina.rodriguez@dgs.virginia.gov**

Description: **Therapeutic Beds, Surfaces, Overlays & Related Products**

Created By: **tmizelle1**

Modified By: **tmizelle1**

Created On: **2011-10-25**

Modified On: **2011-10-26**

**CONTRACT ADMINISTRATOR INFORMATION**

Tina M. Rodriguez, CPPB, VCO

Phone: **(804) 786-1603**

Email: **tina.rodriguez@dgs.virginia.gov**

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**RENEWAL PERIODS**

Line Number	Renewal Period Length	Renewal Period Unit	Effective Date	Expiration Date	Notification Days (Prior to Expiration)
1	1	Years	11/1/2013	10/31/2014	90
2	1	Years	11/1/2014	10/31/2015	90
3	1	Years	11/1/2015	10/31/2016	90

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**AUTHORIZED DEPARTMENTS**

All Commonwealth of Virginia State Agencies, Commissions, Authorities, Boards, Public Bodies and other Entities Authorized by the *Code of Virginia*.

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**VENDOR**

Legal Name: **HB Rehab Supplies, Inc.**

Contact Name: **Ted Whichard, Director, Account Services**

Address: **7530 MILK-A-WAY DRIVE  
ROANOKE, VA. 24019**

Contact Email: **[tedhbrehab@gmail.com](mailto:tedhbrehab@gmail.com)**

Phone: **540-777-0530**

Fax and Cell: **540-777-0531**

Cell: **540-397-1892**

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## **GENERAL TERMS AND CONDITIONS**

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### **A. VENDORS MANUAL**

**VENDORS MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia Vendors Manual and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the Vendors Manual. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at [www.eva.virginia.gov](http://www.eva.virginia.gov) under "Vendors Manual" on the "Vendor" tab.

### **B. APP. LAWS AND COURTS**

**APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366). ADR procedures are described in Chapter 9 of the Vendors Manual. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

### **C. ANTI-DISCRIMINATION (1 of 2)**

**ANTI-DISCRIMINATION (part 1 of 2):** By submitting their (bids/proposals), (bidders/offerors) certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the Virginia Public Procurement Act (VPPA). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E). (continued on part 2)

### **C. ANTI-DISCRIMINATION (2 of 2)**

**ANTI-DISCRIMINATION (part 2 of 2):** In every contract over \$10,000 the provisions in 1. and 2. below apply: 1.) During the performance of this contract, the contractor agrees as follows: (a.) The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause. (b.) The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer. (c.) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements. 2.) The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

### **D. ETHICS IN PUBLIC CONTRACTING**

**ETHICS IN PUBLIC CONTRACTING:** By submitting their (bids/proposals), (bidders/offerors) certify that their (bids/proposals) are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other (bidder/offeror), supplier, manufacturer or subcontractor in connection with their (bid/proposal), and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

#### E. IMMIGRATION REFORM

**IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

#### F. DEBARMENT STATUS

**DEBARMENT STATUS:** By submitting their (bids/proposals), (bidders/offerors) certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

#### G. ANTITRUST

**ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

#### H. MANDATORY USE OF STATE FORM

**MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFB's:** Failure to submit a bid on the official state form provided for that purpose shall be a cause for rejection of the bid. Modification of or additions to any portion of the Invitation for Bids may be cause for rejection of the bid; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a bid as nonresponsive. As a precondition to its acceptance, the Commonwealth may, in its sole discretion, request that the bidder withdraw or modify nonresponsive portions of a bid which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the contract shall be effective unless reduced to writing and signed by the parties.

#### I. CLARIFICATION OF TERMS

**CLARIFICATION OF TERMS:** If any prospective (bidder/offeror) has questions about the specifications or other solicitation documents, the prospective (bidder/offeror) should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

#### K. PRECEDENCE OF TERMS

**PRECEDENCE OF TERMS:** The following General Terms and Conditions VENDORS MANUAL, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF 1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

#### L. QUALIFICATIONS

QUALIFICATIONS OF (BIDDERS/OFFERORS): The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the (bidder/offeror) to perform the services/furnish the goods and the (bidder/offeror) shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect (bidder's/offeror's) physical facilities prior to award to satisfy questions regarding the (bidder's/offeror's) capabilities. The Commonwealth further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such (bidder/offeror) fails to satisfy the Commonwealth that such (bidder/offeror) is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

#### M. TESTING AND INSPECTION

TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

#### N. ASSIGNMENT OF CONTRACT

ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.

#### O. CHANGES TO CONTRACT (1 of 2)

CHANGES TO THE CONTRACT (part 1 of 2): Changes can be made to the contract in any of the following ways: (1.) The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract. (2.) The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods: (2a.) By mutual agreement between the parties in writing; or (2b.) By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or (continued on part 2)

#### O. CHANGES TO CONTRACT (2 of 2)

CHANGES TO THE CONTRACT (part 2 of 2): (2c.) By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Vendors Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

#### P. DEFAULT

DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

#### Q. TAXES

TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

#### R. USE OF BRAND NAMES

USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict (bidders/offerors) to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The (bidder/offeror) is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the (bidder/offeror) clearly indicates in its (bid/proposal) that the product offered is an equivalent product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.

#### S. TRANSPORTATION AND PACKAGING

TRANSPORTATION AND PACKAGING: By submitting their (bids/proposals), all (bidders/offerors) certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

#### T. INSURANCE (1 of 3)

INSURANCE (part 1 of 3): By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The bidder or offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission. (continued in part 2)

#### T. INSURANCE (2 of 3)

INSURANCE (part 2 of 3) MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS: 1) Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with

the contract. 2). Employer's Liability - \$100,000. 3) Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy 4).Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract.). (continued in part 3)

#### T. INSURANCE (3 of 3)

INSURANCE (part 3 of 3): NOTE: In addition, various Professional Liability/Errors and Omissions coverage are required when soliciting those services as follows: Profession/Service /Limits, Accounting /\$1,000,000 per occurrence, \$3,000,000 aggregate Architecture/\$2,000,000 per occurrence, \$6,000,000 aggregate, Asbestos Design, Inspection or Abatement Contractors/ \$1,000,000 per occurrence, \$3,000,000 aggregate, Health Care Practitioner (to include Dentists, Licensed Dental, Hygienists, Optometrists, Registered or Licensed, Practical Nurses, Pharmacists, Physicians, Podiatrists, Chiropractors, Physical Therapists, Physical ,Therapist Assistants, Clinical Psychologists, Clinical Social Workers, Professional Counselors, Hospitals, or Health Maintenance Organizations.) \$1,750,000 per occurrence, \$3,000,000 aggregate, (Limits increase each July 1 through fiscal year 2008, as follows: July 1, 2005 - \$1,800,000, July 1, 2006 - \$1,850,000, July 1, 2007 - \$1,925,000, July 1, 2008 - \$2,000,000. This complies with §8.01-581.15 of the Code of Virginia. Insurance/Risk Management /\$1,000,000 per occurrence, \$3,000,000 aggregate, Landscape/Architecture/\$1,000,000 per occurrence, \$1,000,000 aggregate, Legal/\$1,000,000 per occurrence, \$5,000,000 aggregate. Professional Engineer/\$2,000,000 per occurrence, \$6,000,000 aggregate, Surveying/\$1,000,000 per occurrence, \$1,000,000 aggregate

#### U. ANNOUNCEMENT OF AWARD

ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA website ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.

#### V. DRUG-FREE WORKPLACE

DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

#### W. NONDISCRIMINATION

NONDISCRIMINATION OF CONTRACTORS: A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods,

services, or disbursements from an alternative provider.

#### Y. AVAILABILITY OF FUNDS

It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

#### Z. SET ASIDES

This solicitation is set-aside for DMBE-certified small business participation only when designated "SET-ASIDE FOR SMALL BUSINESSES" in the solicitation. DMBE-certified small businesses are those businesses that hold current small business certification from the Virginia Department of Minority Business Enterprise. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received the DMBE small business certification. For purposes of award, bidders/offers shall be deemed small businesses if and only if they are certified as such by DMBE on the due date for receipt of bids/proposals. [This procurement has NOT been designated as a set-aside.](#)

#### J. PAYMENT (1 of 4)

PAYMENT (part 1 of 4): To Prime Contractor: a.) Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations). b.) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however. c.) All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed. d.) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act. e.) Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed.(Continued on part 2)

#### J. PAYMENT (2 of 4)

PAYMENT (part 2 of 4): In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363). 2. To Subcontractors: a.) A contractor awarded a contract under this solicitation is hereby obligated: (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. (continued on part 3)

#### J. PAYMENT (3 of 4)

PAYMENT (part 3 of 4): b.) The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed

by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth. 3.) Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

#### J. PAYMENT (4 of 4)

PAYMENT (part 4 of 4): The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

#### eVA REGISTRATION (1 of 2)

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION (part 1 of 2): The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected. Effective July 1, 2011, vendor registration and registration-renewal fees have been discontinued. Registration options are as follows: (Continued on part 2)

#### eVA REGISTRATION (2 of 2)

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION (part 2 of 2): a. eVA Basic Vendor Registration Service: eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, electronic bidding, and the ability to research historical procurement data available in the eVA purchase transaction data warehouse. b. eVA Premium Vendor Registration Service: eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments. Vendor transaction fees are determined by the date the original purchase order is issued and are as follows: a. For orders issued prior to August 16, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of \$500 per order. b. For orders issued August 16, 2006 thru June 30, 2011, the Vendor Transaction Fee is: (i) DMBE-certified Small Businesses: 1%, capped at \$500 per order. (ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at \$1,500 per order. c. For orders issued July 1, 2011 thru June 30, 2012, the Vendor Transaction Fee is: (i) DMBE-certified Small Businesses: 0.75%, capped at \$500 per order. (ii) Businesses that are not DMBE-certified Small Businesses: 0.75%, capped at \$1,500 per order. d. For orders issued July 1, 2012 and after, the Vendor Transaction Fee is: (i) DMBE-certified Small Businesses: 1%, capped at \$500 per order. (ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at \$1,500 per order. The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

#### AA. BID PRICE CURRENCY:

BID PRICE CURRENCY: Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.

#### BB. BUSINESS AUTHORIZATION

**AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the Virginia Public Procurement Act shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

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## **SPECIAL TERMS AND CONDITIONS**

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**ADVERTISING:** In the event a contract is awarded for supplies, equipment, or services resulting from this bid, no indication of such sales or services to the Commonwealth of Virginia will be used in product literature or advertising. The vendor shall not state in any of its advertising or product literature that the Commonwealth of Virginia has purchased or uses any of its products or services, and the vendor shall not include the Commonwealth of Virginia in any client list in advertising and promotional materials.

**AWARD:** The Commonwealth will make a single award based on the highest percentage discount offered from a published list price. The percentage discount will remain in effect for the life of the awarded Contract. It is the intent of the Commonwealth to award to one qualified vendor; however, the number of awards is entirely at the discretion of the Commonwealth. The purchasing office reserves the right to conduct any test it may deem advisable to make all evaluations. The Commonwealth also reserves the right to reject any or all bids, in whole or in part, to waive informalities and to delete items prior to making the award, whenever it is deemed in the sole opinion of the procuring public body to be in its best interest.

**ADDITIONAL INFORMATION:** The Commonwealth reserves the right to ask any bidder to submit information missing from its bid, to clarify its bid, and to submit additional information which the Commonwealth deems desirable.

**AUDIT:** The vendor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

**AUTHORIZED DEALER:** By signing this bid, the Bidder certifies that it is a Manufacturer/factory authorized dealer service representative for all equipment it proposes to furnish under any resulting contract. Provide with bid response, supporting evidence/written authorization from the manufacturer of the product line stated, that the bidder is an authorized dealer/distributor to sell and distribute the entire product line for which you are offering. Also, for the Manufacturer listed on your bid response, a letter of authorization must accompany your response stating that you or your company is a certified factory technician and that your company is an authorized repair technician/dealer for that Manufacturer Line. Failure on the part of the Bidder to provide this information shall be cause to declare the bid non-responsive. **Authorized Dealer letters are on file at the Division of Purchases and Supply.**

**BID ACCEPTANCE PERIOD:** Any bid in response to this solicitation shall be valid for 90 days. At the end of the 90 days the bid may be withdrawn at the written request of the bidder. If the bid is not withdrawn at that time it remains in effect until an award is made or the solicitation is canceled.

**CANCELLATION OF CONTRACT:** The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the vendor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated

by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Vendor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

**CONTACT INFORMATION:** The bidder shall provide a telephone number, facsimile number, cellular number, email address, physical address, and the name of responsible person(s) of your company who may be contacted regarding this purchase and required reports. (Complete **Attachment A - Bidder Data Sheet.**) **Bidder Data Sheet on File at the Division of Purchases and Supply.**

**CONFIDENTIALLY OF INFORMATION:** Awarded vendor will recognize all privacy regulations, to include but not be limited to, the U.S. Department of Health & Human Services Health Insurance Portability and Accountability Act of 1996 (HIPAA) and Patient Safety and Quality Improvement Act of 2005.

The Vendor assures that information and data obtained as to personal facts and circumstances related to patients or clients will be collected and held confidential, during and following the term of this agreement, and will not be divulged without the individual's and the agency's written consent and only in accordance with federal law or the Code of Virginia. Vendors who utilize, access, or store personally identifiable information as part of the performance of a contract are required to safeguard this information and immediately notify the agency of any breach or suspected breach in the securing of such information. Vendors shall allow the agency to both participate in the investigation of incidents and exercise control over decisions regarding external reporting. Vendors and their employees working on this project may be required to sign a confidentiality statement.

**CONTINUITY OF SERVICES:** The Vendor recognizes that the services under this contract are vital to the Commonwealth and must be continued without interruption and that, upon contract expiration, a successor, either the Commonwealth or another vendor, may continue them. The Vendor agrees: 1. To exercise its best efforts and cooperation to effect an orderly and efficient transition to a successor; 2. To make all Agency owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the contract to facilitate transition to successor; and 3. That the Agency Contracting Officer shall have final authority to resolve disputes related to the transition of the contract from the vendor to its successor.

The vendor shall, upon written notice from the contract Officer, furnish phase-in/phase-out services for up to ninety (90) days after this contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the contract Officer's approval.

The Vendor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations) and a fee (profit) not to exceed a pro rata portion of the fee (profit) under this contract. All phase-in/phase-out work fees must be approved by the Contract Officer in writing prior to commencement of said work.

**CONTRACT TERM:** The initial term of this contract will be for a two (2) year period beginning approximately November 1, 2011 through October 31, 2013.

**CONTRACT RENEWAL:** This contract may be renewed by the Commonwealth upon written agreement of both parties for three (3) optional one (1) year periods, under the terms of the current contract, and at a reasonable time (approximately 90 days) prior to the expiration.

**DELIVERY SERVICE:** Delivery of all requested contract items shall be FOB Destination and made within five (5) calendar days after receipt of purchase order. The Contractor shall carry an adequate stock to insure such delivery service for the duration of the Contract. **If at any time such stock can not be supplied in the stated time frame, the agency may purchase such order off contract from other sources.**

**EQUIPMENT DEMONSTRATION/TRAINING AND INSTALLATION:** Upon delivery of equipment, the Contractor shall provide on-site training and in-services to the personnel of the ordering Agency to ensure proper use of equipment, at no cost to the Commonwealth. Additional training shall be made available at the request of the ordering Agency, led by a sales representative and/or one instructional video/DVD in English, provided at no additional cost to the Commonwealth. Training shall be held at the ordering Agency facility. Any deficiencies shall be promptly and permanently corrected prior to final acceptance of the equipment.

**eVA BUSINESS-TO-GOVERNMENT CONTRACTS AND ORDERS**

It is anticipated that the contract will result in multiple purchase orders (i.e., one for each delivery requirement) with the eVA transaction fee specified below assessed for each order.

- a. For orders issued prior to August 16, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of \$500 per order.
- b. For orders issued August 16, 2006, thru June 30, 2011, the Vendor Transaction Fee is:
  - (i) DMBE-certified Small Businesses: 1% capped at \$500 per order.
  - (ii) Businesses that are not DMBE-certified Small Businesses: 1% capped at \$1,500 per order.
- c. For orders issued July 1, 2011 thru June 30, 2012, the Vendor Transaction Fee is:
  - (i) DMBE-certified Small Businesses: 0.75%, capped at \$500 per order.
  - (ii) Businesses that are not DMBE-certified Small Businesses: 0.75%, capped at \$1,500 per order.
- d. For orders issued July 1, 2012, and after, the Vendor Transaction Fee is:
  - (i) DMBE-certified Small Businesses: 1% capped at \$500 per order.
  - (ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at \$1,500 per order.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov) streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following:

If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from [www.eVA.virginia.gov](http://www.eVA.virginia.gov). Contractors should email Catalog or Index Page information to [eVA-catalog-manager@dgs.virginia.gov](mailto:eVA-catalog-manager@dgs.virginia.gov).

**EXTRA CHARGES NOT ALLOWED:** The bid price shall be for complete installation ready for the Commonwealth's use, and shall include all applicable freight and installation charges; extra charges will not be allowed.

**ORDER PLACEMENT/METHOD:** To the maximum extent possible, purchase orders shall be submitted to the contractor via the Commonwealth of Virginia's electronic procurement system, also known as eVA. The orders will be governed by this agreement and the terms and conditions contained in the separate agreement for participation in eVA executed by the contractor. The Commonwealth requires contractors to accept orders via the eVA ordering system.

**PRICE ESCALATION / DEESCALATION:** Price adjustments may be permitted only for changes in the Vendor's cost of materials based on the current market for this or similar products. Consumers Price

Indices, Producers Price Indices or other appropriate indices as approved by the Division of Purchases and Supply, will be used as a guide to determine price increases or decreases. No price increases will be authorized for **365** calendar days after the effective date of the contract. Price escalation may be permitted only at the end of this period and each **365** days thereafter and only where verified to the satisfaction of the purchasing office. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth. **Vendor shall give not less than 30 days advance notice of any price increase to the purchasing office. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period.** The Vendor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the Vendor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the Vendor by the Vendor's suppliers. The purchasing office will notify the using agencies and Vendor in writing of the effective date of any increase which it approves. However, the Vendor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The Vendor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.

**PURCHASE CARD INFO:** Commonwealth of Virginia State agencies and public bodies may make purchases using a major credit card. Currently the Commonwealth uses Bank of America - VISA. Please list the major credit cards that will be accepted by your company under any resulting contract. **Purchase cards accepted by HB Rehab Supplies, Inc. are as follows: MasterCard, Visa and Discover.**

**Acceptance of Small Purchase Charge Card:** Purchasing charge cards offer State agencies and Institutions the opportunity to streamline their procedures for procuring and paying for small dollar goods and services (typically \$5,000 and under). Vendors responding to this solicitation should note that acceptance of payment by purchase card is **the preferred method of payment by the Commonwealth.**

Payment for orders issued against the contract resulting from this solicitation must allow for the Purchase Order Number to be passed at the time of charge so that the Purchase Order Number is received by the card platform and passed to the Card provider. This can be accomplished by vendors establishing their card account at **Level 2, which is mandatory or Level 3 which is optional.** Information on the various levels for the Bank of America – VISA is indicated below.

#### **Charge Card Levels:**

The amount of data passed for each charge card payment depends on the level at which the charge card is established. The levels are delineated below. **The preferred level by the Commonwealth is Level 2.**

**Level 1** Vendors provide basic credit card purchase information, including but not limited to the data listed below. By passing "Basic Data", the vendor has a standard interchange cost.

- Supplier Name
- Merchant Category Code
- Date
- Total Purchase Amount

**Level 2** Vendors provide additional information to the Level 1 elements, including, but not limited to the data listed below. By passing level 2 detail, the vendor will receive lower interchange costs. Level 2 is **mandatory** for any vendors who do business with the Commonwealth of Virginia and accept Bank of America - VISA.

- Customer Code (PCO Number from eVA)
- Vendor Tax ID

**Level 3**

Vendors provide line item detail, in addition to the Level 1 and Level 2 elements, including, but not limited to the data listed below. By passing Level 3 (**which is optional**) data which is considered Superior data, the vendor will receive the **lowest interchange costs**.

- Item Description
- Item Quantity
- Item Unit of Measure
- Product Code
- Freight Amount
- Extended line Item Amount

For more information regarding the Commonwealth of Virginia, Department of Accounts (DOA) Small Purchase Charge Card Program, visit the website:

[http://www.doa.virginia.gov/General\\_Accounting/Charge\\_Card/Charge\\_Card\\_Main.cfm](http://www.doa.virginia.gov/General_Accounting/Charge_Card/Charge_Card_Main.cfm)

**PURCHASE VOLUME REPORT:** The vendor shall furnish quarterly volume reports (January, February and March=1<sup>st</sup> quarter; April, May, and June=2<sup>nd</sup> quarter; July, August, and September=3<sup>rd</sup> quarter; and October, November, and December=4<sup>th</sup> quarter) within 15 days of the end of each quarter of the sales made under this contract. Report shall list item(s) and or services performed during the previous quarter along with the order number and dollar value. These reports shall include: item purchased, date purchased, agency, quantity, each price, extended price, and eVA purchase order number.

**PRODUCT AVAILABILITY/SUBSTITUTION:** Substitution of a product, brand or manufacturer after the award of Contract is expressly prohibited unless approved in writing by the Contract Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the Contract price, if the product for which the Contract was awarded becomes unavailable to the Contractor.

**PRODUCT INFORMATION:** The bidder shall clearly and specifically identify the product being offered and enclose and enclose complete and detailed descriptive literature, catalog cuts and specifications with the bid to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. Failure to do so may cause the bid to be considered nonresponsive.

**PRODUCT MAINTENANCE AGREEMENTS:** Under separate attachment, provide optional product maintenance agreement options. Do not include this cost in the price of the products.

**QUANTITIES:** Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

**RETURN GOODS POLICY:** Exchange for credit may be accomplished by ordering Agencies consistent with the contractor's published return goods policy. A copy of the bidder's published return goods policy should accompany the bid. Failure to submit the policy may be cause for rejection of the bid.

**STATE CORPORATION COMMISSION IDENTIFICATION NUMBER:** Pursuant to *Code of Virginia*, §2.2-4311.2 subsection B, a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its bid or proposal the identification number issued to it by the State Corporation Commission (SCC). Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized. Indicate the above information on the SCC Form provided. Contractor agrees that the process by which compliance with Titles 13.1 and 50 is checked during the solicitation stage (including without limitation the SCC Form

provided) is streamlined and not definitive, and the Commonwealth's use and acceptance of such form, or its acceptance of Contractor's statement describing why the bidder or offeror was not legally required to be authorized to transact business in the Commonwealth, shall not be conclusive of the issue and shall not be relied upon by the Contractor as demonstrating compliance. (Complete **Attachment B – STATE CORPORATION COMMISSION FORM.**) [SCC Number 05772900.](#)

**TRAINING AND INSTALLATION:** The awarded Contractor shall provide on-site training and in-services to the personnel of the ordering Agency to ensure proper use of equipment, at no cost to the Commonwealth. Additional training shall be made available at the request of the ordering agency, led by a sales representative and/or one instructional video/DVD in English, provided at no additional cost to the Commonwealth. Training shall be held at the ordering Agency facility.

**WARRANTY:** All materials and equipment shall be fully guaranteed against defects in material and workmanship for a period of 365 days following date of delivery. Should any defect be noted by the owner, the Purchasing Office will notify the Contractor of such defect or nonconformance. Notification will state either 1) that the Contractor shall replace or correct, or 2) the owner does not require replacement or correction, but an equitable adjustment to the contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the Commonwealth and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the office issuing the purchase order may have the materials corrected or replaced with similar items and charge the Contractor the costs occasioned thereby or obtain an equitable adjustment in the contract price.

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## PRICING

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**See attached pricing matrix for details on daily rentals and outright purchases.** Product literature can be requested directly from HB Rehab Supplies, Inc. or viewed at [www.hbrehab.com](http://www.hbrehab.com).

**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<b>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</b>	PRODUCT NUMBER	HB REHAB DAILY RENTAL CHARGE	MFG. SUGGESTED RETAIL PURCHASE PRICE	HB REHAB OUTRIGHT SALE PRICE	PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE	COMMENTS
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**BLUE CHIP MEDICAL MANUFACTURE**

**75%** discount on all therapeutic powered support surfaces

Power Pro Elite: Low Air Loss/Alternating Pressure	9500	\$ 17.00	\$ 11,995.00	\$ 2,998.75	75%	PRODUCT CAN BE SET FOR Low Air Loss or Alternating Pressure 36"X80" MATTRESS
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Supreme Air: Low air loss/alternating pressure	9600	\$ 12.00	\$ 11,875.00	\$ 2,968.75	75%	PRODUCT CAN BE SET FOR Low Air Loss or Alternating Pressure 35" X 80" MATTRESS
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Apollo 3 Port : Alternating Pressure	4600	\$ 10.00	\$ 9,995.00	\$ 2,498.75	75%	Alternating Pressure Mattress mattress 35"x80"
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GRZ™ Mattress Replacement System W/PUMP	GRZ/PUMP	\$ 12.00	\$ 6,259.00	\$ 1,565.00	75%	Alternating Pressure Mattress mattress 35"x80"
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Low Air Loss Rapid-Air® Alternating Air Flotation Mattress System	4300	\$ 8.00	\$ 5,795.00	\$ 1,448.75	75%	Alternating Pressure Mattress OVERLAY 35"x80" mattress
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SIDE RAIL SYSTEM COVER (OPTIONAL FOR ALL SUPPORT SURFACES )	SRS	\$ 2.50	\$ 995.00	\$ 248.75	75%	COVER WITH BUILT IN Side Rail System to assist in preventing falls COVER RENTAL IS IN ADDITION TO SUPPORT SURFACE RENTAL
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**BLUE CHIP MEDICAL MANUFACTURE**

**75%**

Airus™ – Air Fluidized Therapy Bed System (AFT) This is specialized technology that is <u>not</u> recommended for purchase due to extreme high cost of maintainece	AIRUS	\$ 80.00	\$ 62,000.00	\$ 38,000.00		AIR FLUIDIZED THERAPY
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**PULMONARY CARE-----THERAPEUTIC SUPPORT SURFACES**

**BLUE CHIP MEDICAL MANUFACTURE**

**75%**

Power Turn Elite: Lateral Rotation Therapy with True Low Air Loss	9800	\$ 25.00	\$ 21,580.00	\$ 5,395.00	75%	TRUE Low Air Loss TURNING THERAPY 36"X80" mattress 650 lb. capacity
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**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<u>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</u>	PRODUCT NUMBER	HB REHAB DAILY RENTAL CHARGE	MFG. SUGGESTED RETAIL PURCHASE PRICE	HB REHAB OUTRIGHT SALE PRICE	PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE	COMMENTS
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Power Turn Elite: Lateral Rotation Therapy with True Low Air Loss	9842	\$ 32.00	\$ 24,636.00	\$ 6,159.00	75%	TRUE Low Air Loss TURNING THERAPY 42"X80" Bariatric mattress 800 lb. capacity
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Power Turn Elite: Lateral Rotation Therapy with True Low Air Loss	9848	\$ 32.00	\$ 25,400.00	\$ 6,350.00	75%	TRUE Low Air Loss TURNING THERAPY 48"X80" Bariatric mattress 1000 lb. capacity
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**BARIATRIC---THERAPEUTIC SUPPORT SURFACE  
BLUE CHIP MEDICAL MANUFACTURE**

75%

Power Pro Elite: Low Air Loss/Alternating Pressure	950042BAR	\$ 22.00	\$ 17,800.00	\$ 4,450.00	75%	TRUE Low Air Loss AND ALTERNATING PRESSURE THERAPY 42"X80" BARIATRIC MATTRESS 750 lb. CAPACITY
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Power Pro Elite: Low Air Loss/Alternating Pressure	950048BAR	\$ 22.00	\$ 18,600.00	\$ 4,650.00	75%	TRUE Low Air Loss AND ALTERNATING PRESSURE THERAPY 48"X80" BARIATRIC 1000 lb. CAPACITY
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**THERAPEUTIC FOAM SUPPORT SURFACES  
BLUE CHIP MEDICAL MANUFACTURE**

75%

GRZ™ Mattress Replacement System <u>NON POWERED</u>	GRZ	\$ 10.00	\$ 6,259.00	\$ 1,565.00	75%	Nine individual dynamic self adjusting air cells automatically adjust to the patients weight and movement. Urethane/vinyl blend/reforming foam agent, air circulating bladders. Enclosed sleeve for secure positioning.
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**Pre-Vent II Series® Pressure Redistribution Mattress Systems**

The Pre-Vent II Series® of therapeutic pressure redistribution mattresses is the culmination of extensive research and testing. Blue Chip Medical's exclusive Sphere®, Reflect® SCT™ and Multi-Flex® designs react to body weight displacement across the entire surface. This prevents and relieves pressure sores by keeping the body in a constant state of suspension

**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<b>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</b>	PRODUCT NUMBER	HB REHAB DAILY RENTAL CHARGE	MFG. SUGGESTED RETAIL PURCHASE PRICE	HB REHAB OUTRIGHT SALE PRICE	PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE	COMMENTS
Suspension 36"X80"	Suspension	N/A	\$ 875.00	\$ 437.50	50%	
Supreme 36"X80"	Supreme	N/A	\$ 762.00	\$ 381.00	50%	
Elite 36"X80"	Elite	N/A	\$ 589.00	\$ 294.50	50%	
Pro 36"X80"	Pro	N/A	\$ 563.00	\$ 281.50	50%	

**BARIATRIC PATIENT ROOM ACCESSORIES RENTAL AND/ OUTRIGHT PURCHASE PRICES**

**BARIATRIC BED FRAMES**

**GENDRON MANUFACTURE**

Bariatric bed Frame	4748D	\$ 35.00	\$ 5,925.00	\$ 3,259.00	45%	width adjustable 39" to 48" x 80" 750 lb. capacity height adjustment, fowler back rest, leg lift 3 function hand control
Bariatric bed Frame:	4748Dx	\$ 45.00	\$ 7,410.00	\$ 4,076.00	45%	width adjustable 39" to 48" x 80" 750 lb. capacity height adjustment, fowler back rest, leg lift <u>trandelberg &amp; reverse trandlenberg 5 function hand control</u>
Bariatric bed Frame:	4054SD	\$ 50.00	\$ 10,200.00	\$ 5,610.00	45%	width adjustable 39" to 48" x 80" 1000 lb. capacity height adjustment, fowler back rest, leg lift <u>trandelberg &amp; reverse trandlenberg 5 function hand control</u>
Bariatric bed Frame:	4054SDX	\$ 50.00	\$ 11,000.00	\$ 6,050.00	45%	width adjustable 39" to 48" x 80" 1000 lb. capacity height adjustment, fowler back rest, leg lift <u>trandelberg &amp; reverse trandlenberg 5 function hand control</u>
EXPANDABLE FOAM SUPPORT SURFACE (mfg by blue chip medical)	BECL	included with rental	\$ 3,750.00	\$ 938.00	75%	39" Pressure Reliving support surface expandable to 42" and 48" with 1000 lb. capacity
Bariatric Trapeze built for frame (optional)	4045	\$ 8.00	\$ 1,250.00	\$ 1,100.00		TRAPEZE ATTACHES DIRECTLY TO BED FRAME
Bed Extenders	EXT	\$ 3.00	\$ 250.00	\$ 140.00	45%	extends bed from 80" to 88"
foot end side rails (optional)		included with rental	\$ 565.00	\$ 311.00	45%	side rails for the foot end of bed
Bariatric Bed Scales (optional)	scales	\$ 20.00	\$ 5,000.00	\$ 2,750.00	45%	integrated scales for bariatric beds

**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<b>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</b>	PRODUCT NUMBER	HB REHAB DAILY RENTAL CHARGE	MFG. SUGGESTED RETAIL PURCHASE PRICE	HB REHAB OUTRIGHT SALE PRICE	PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE	COMMENTS
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**BARIATRIC PATIENT/ROOM ACCESSORIES**

**WHEELCHAIRS --BY DRIVE MEDICAL MFG.**

**40%**

**WHEELCHAIRS COME STANDARD WITH SWINGAWAY LEG REST WE SUPPLY THEM WITH COMBINATION ELEVATING/SWINGAWAY LEGREST**

22"x 18" W/ELR	STD22ECDDA-ELR	\$ 7.50	\$ 697.00	\$ 418.20	40%	WHEELCHAIRS WITH ELEVATING LEG REST
24"x18" W/ELR	STD24ECDDA-ELR	\$ 7.50	\$ 884.00	\$ 530.40	40%	" " "
26"x20" W/ELR	STD26ECDDA-ELR	\$ 7.50	\$ 2,054.00	\$ 1,232.40	40%	" " "
28"x20" W/ELR	STD28ECDDA-ELR	\$ 7.50	\$ 2,184.00	\$ 1,310.00	40%	" " "
30"x20"W/ELR	STD30ECDDA-ELR	\$ 7.50	\$ 2,444.00	\$ 1,466.40	40%	" " "

**STANDARD WHEELCHAIRS**

20"X18" W/ELR	CS18DDA-ELR	\$ 5.50	\$ 413.00	\$ 249.00	40%	" " "
18"X18" W/ELR	CS18DDA-ELR	\$ 5.50	\$ 413.00	\$ 249.00	40%	" " "
16"X18" W/ELR	CS18DDA-ELR	\$ 5.50	\$ 413.00	\$ 249.00	40%	" " "

**SHOWER CHAIRS BY BRODA MFG**

**BRODA BARIARTIC SHOWER/COMMUNE CHAIR**

385BCS	\$ 20.00	\$ 7,000.00	\$ 5,040.00	28%	RECLINING 800LB CAPACITY SHOWER CHAIR
BED PAN & BASKET	N/A	\$ 240.00	\$ 172.80	28%	
HEADREST-MD	N/A	\$ 243.00	\$ 175.00	28%	
EA ADDITIONAL TRASPORT SEAT	N/A	\$ 897.00	\$ 646.00	28%	
EA ADDITIONAL COMMUNE SEAT	N/A	\$ 775.00	\$ 558.00	28%	

**BRODA BARIARTIC SHOWER/COMMUNE CHAIR**

385CS	\$ 18.00	\$ 2,599.00	\$ 1,871.00	28%	RECLINING 405LB CAPACITY SHOWER CHAIR
BED PAN & BASKET	N/A	\$ 240.00	\$ 173.00	28%	
HEADREST-MD	N/A	\$ 243.00	\$ 175.00	28%	
385-SWEXT(SEAT WIDTH EXTENSION)	N/A	\$ 450.00	\$ 324.00	28%	

**COMMUNES--BY DRIVE MEDICAL MFG.**

BARIATRIC EXTRA LARGE DROP ARM COMMUNE	11132	\$ 9.00	\$ 1,027.00	\$ 617.00	40%	EXTRA LARGE DROP ARM COMMUNE adjustable hgt W/1000 lb.CAPACITY
BARIATRIC DROP ARM COMMUNE	11135	\$ 6.50	\$ 442.00	\$ 266.00	40%	DROP ARM ADJUSTABLE HEIGHT BARIATRIC 650 lb. CAPACITY COMMUNE

**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<b>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</b>	<b>PRODUCT NUMBER</b>	<b>HB REHAB DAILY RENTAL CHARGE</b>	<b>MFG. SUGGESTED RETAIL PURCHASE PRICE</b>	<b>HB REHAB OUTRIGHT SALE PRICE</b>	<b>PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE</b>	<b>COMMENTS</b>
<b>WALKERS BARIATRIC AND STANDARD</b>						
<b>BARIATRIC WALKER (MFG BY TUFF CARE)</b>	W500BW	\$ 5.00	\$ 390.00	\$ 229.00	41%	WALKER EXTRA WIDE W/WHEELS 750 lb. CAPACITY
<b>BARIATRIC WALKER (MFG BY DRIVE MEDICAL)</b>	10220-2WW	\$ 5.00	\$ 205.40	\$ 123.24	40%	BARIATRIC WALKER 500 lb. CAPACITY W/WHEELS
<b>WALKER STANDARD (DRIVE MEDICAL)</b>	10210	\$ 2.50	\$ 97.00	\$ 58.04	40%	STANDARD WALKER W/WHEELS
<b>BARIATRIC RECLINER--BARTON MFG</b>	I1000	\$ 60.00	\$ 22,757.00	\$ 18,206.00	20%	FLAT TRANSFER/RECLINING BARIATIRC TRANSPORT CHAIR 1000 lb. CAPACITY FULL ELECTRIC
<b>BARIATRICTILT AND RECLINE--BARTON MFG</b>	I700	\$ 40.00	\$ 11,495.00	\$ 9,196.00	20%	FLAT TRANSFER/RECLINING BARIATIRC TRANSPORT 700 lb. CAPACITY <u>MANUAL</u>
<b>BARIATRICTILT AND RECLINE---BARTON MFG</b>	I400	\$ 25.00	\$ 10,160.00	\$ 8,128.00	20%	FLAT TRANSFER/RECLINING BARIATIRC TRANSPORT 400 lb. CAPACITY <u>MANUAL</u>
<b>BARIARTIC LIFT ---BY GENDRON MFG</b>						
<b>BARIATIRC LIFT</b>	GT700	\$ 30.00	\$ 7,900.00	\$ 4,345.00	45%	700 lb. CAPACITY LIFT
<b>BARIATIRC LIFT</b>	GT1000	\$ 30.00	\$ 13,800.00	\$ 7,590.00	45%	1000 lb. CAPACITY LIFT
<b>SCALES FOR LIFT</b>	SCALES	\$ 10.00	\$ 1,800.00	\$ 990.00	45%	SCALES FOR LIFT
<b>BARIATIRC LIFT BY INVACARE CORP</b>	RPL600	\$ 25.00	\$ 5,091.00	\$ 3,055.00	40%	600 lb. CAPACITY
<b>BARIATIRC LIFT BY INVACARE CORP</b>	RPL450	\$ 20.00	\$ 3,024.00	\$ 1,815.00	40%	450 lb. CAPACITY
<b>SCALES---PROVIDED BY INVACARE CORP</b>	RLS6	\$ 10.00	\$ 1,479.00	\$ 887.00	40%	SCALES FOR LIFT
<b>BARIATRIC FREE STANDING TRAPEZE</b>						
<b>650 LB CAPACITY MFG BY DRIVE MEDICAL</b>	13049	\$ 10.00	\$ 2,189.00	\$ 1,313.00	40%	FREESTANDING TRAPEEZE TO GO AROUND AN EXISTING FRAME
<b>850 LB CAPACITY MFG BY GENDRON</b>	5160	\$ 12.00	\$ 2,310.00	\$ 1,271.00	45%	FREESTANDING TRAPEEZE TO GO AROUND AN EXISTING FRAME
<b>1000 LB CAPACITY MFG BY DRIVE MEDICAL</b>	13039	\$ 12.00	\$ 2,860.00	\$ 1,716.00	40%	FREESTANDING TRAPEEZE TO GO AROUND AN EXISTING FRAME
<b>STANDARD BED FRAMES-- by Med-Mizer Inc.</b>						
<b>MED-MIZER (retractable low bed)</b>	SS803	\$ 15.00	\$ 1,960.00	\$ 1,862.00	5%	deck ht" in low position 8.5" high position 25" 450 lb. capacity 36' wide
<b>ADDITIONAL ACCESSORIES AS NEEDED</b>						
<b>LENGTH EXTENDER</b>	BEX	\$ 2.50	\$ 162.00	\$ 154.00	5%	
<b>FOOT RAILS</b>	ASRL	\$ 2.50	\$ 198.00	\$ 188.00	5%	
<b>TRAPEZE (ATTACHED TO BED)</b>	TRAP	\$ 7.50	\$ 342.00	\$ 325.00	5%	

**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<b>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</b>	PRODUCT NUMBER	HB REHAB DAILY RENTAL CHARGE	MFG. SUGGESTED RETAIL PURCHASE PRICE	HB REHAB OUTRIGHT SALE PRICE	PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE	COMMENTS
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PURCHASED BEDS ARE SHIPPED DIRECTLY FROM MANUFACTURE IN BATESVILLE IN

**WOUND CARE AND ACCESSORIES- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

**NEGATIVE PRESSURE WOUND THERAPY**

**WOUND DEVICE by TALLEY MEDICAL GROUP LTD**

The VENTURI™ System has been designed specifically to provide negative pressure wound therapy using the latest technologies and incorporating a number of unique features that will benefit both the clinician and patient.

VENTURI SYSTEM NEGATIVE PRESSURE WOUND PUMP (OR EQUIVALENT)		\$ 40.00	\$ 8,995.00	\$ 7,500.00	17%	
AC ADAPTER	AD100	N/A	\$ 330.00	\$ 274.00	17%	
BED HOLDER	BB100	N/A	\$ 140.00	\$ 117.00	17%	
BED HOLDER W/IV POLE	BB101	N/A	\$ 150.00	\$ 125.00	17%	
CARRY BAG	CB100	N/A	\$ 70.00	\$ 58.00	17%	

**WOUND THERAPY DISPOSABLE PRODUCTS**

VENTURI- STANDARD KIT	WCS900	N/A	\$ 52.50	\$ 35.00	33%	PRICING BASED ON SINGLE UNIT PURCHASE
VENTURI LARGE KIT	WCS901	N/A	\$ 55.00	\$ 37.00	33%	PRICING BASED ON SINGLE UNIT PURCHASE
VENTURI CANISTER	9730	N/A	\$ 45.00	\$ 31.00	33%	PRICING BASED ON SINGLE UNIT PURCHASE
CONNECTION TUBING	VCT100XL	N/A	\$ 5.00	\$ 4.25	15%	PRICING BASED ON SINGLE UNIT PURCHASE
CONNECTION TUBING-XL	VCT100XL	N/A	\$ 6.00	\$ 5.00	15%	PRICING BASED ON SINGLE UNIT PURCHASE
Y CONNECTORS	YCT100	N/A	\$ 2.10	\$ 1.80	15%	PRICING BASED ON SINGLE UNIT PURCHASE
HYDROGEL PATCH	HAP100	N/A	\$ 8.40	\$ 7.10	15%	PRICING BASED ON SINGLE UNIT PURCHASE

**FALL PREVENTION CARE AND ACCESSORIES- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

**BRODA MANUFACTURE**

**28%**

**BRODA CHAIR PRODUCTS ARE DESIGNED TO ADDRESS FALL RISKS, SKIN BREAKDOWN, HUNTINGTON'S CHOREA**

BRODA PEDAL CHAIR	48	\$ 9.00	\$ 1,700.00	\$ 1,224.00	28%	
COMPLETE PADDING UPGRADE			\$ 620.00	\$ 447.00	28%	
MAG WHEEL PACKAGE			\$ 660.00	\$ 475.00	28%	
SWING-AWAY FOOTRESTS			\$ 215.00	\$ 155.00	28%	
BRODA 785 TILT RECLINER	785	\$ 12.50	\$ 4,208.00	\$ 3,029.00	28%	TILT AND RECLINE

**THERAPEUTIC SUPPORT SURFACES AND OVERLAYS- RENTAL AND/ OUTRIGHT PURCHASE PRICES**

<b>THERAPEUTIC SUPPORT SURFACES AND OVERLAYS</b>	<b>PRODUCT NUMBER</b>	<b>HB REHAB DAILY RENTAL CHARGE</b>	<b>MFG. SUGGESTED RETAIL PURCHASE PRICE</b>	<b>HB REHAB OUTRIGHT SALE PRICE</b>	<b>PERCENTAGE DISCOUNT FROM MFG.'S PUBLISHED LIST PRICE</b>	<b>COMMENTS</b>
SEMI RECLINE OPTION			N/C	N/C	28%	
HSP PADDING PACKAGE			\$ 728.00	\$ 524.00	28%	
UPGRADED HSP PACKAGE			\$ 1,120.00	\$ 806.00	28%	
MAG WHEEL PACKAGE 20"			\$ 425.00	\$ 306.00	28%	
MAG WHEEL PACKAGE 14"			\$ 395.00	\$ 285.00	28%	
<b>BRODA 985 VANGUARD (BARIATRIC)</b>	985	\$ 15.00	\$ 6,950.00	\$ 5,004.00	28%	SEAT WIDTH 26" 28" 30"
<b>BRODA MIDLINE CHAIR</b>	MID	\$ 12.50	\$ 3,375.00	\$ 2,430.00	28%	
HSP PADDING PACKAGE			\$ 728.00	\$ 524.00	28%	
MAG WHEEL PACKAGE			\$ 660.00	\$ 475.00	28%	
<b>BRODA GLIDER--AUTO LOCKING</b>	100-10AL	\$ 9.00	\$ 1,219.00	\$ 878.00	28%	ADULT SMALL AUTO LOCKING
	100-15AL	\$ 9.00	\$ 1,219.00	\$ 878.00	28%	ADULT LOW BACK AUTO LOCKING
	100-20AL	\$ 9.00	\$ 1,219.00	\$ 878.00	28%	ADULT AUTO LOCKING

FREIGHT - CHAIRS

ALL PURCHASED CHAIRS SHIPPED DIRECT FROM MFG IN CANADA