
Master Agreement - E194 - 425 - 1

Document Id: 425

Document Name: Therapeutic Surfaces & Overlays

Procurement Folder: 4420

Procurement Type: Complex IFB

Effective Begin Date: 12/18/2006

Expiration Date: 10/31/2008

Issuer Name: Tina Mizelle

Phone: (804) 786-1603

Replaces Contract 4100301-50

Email: tina.mizelle@dgs.virginia.gov

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

Extended Description: **Therapeutic Beds, Surfaces, Overlays & Related Products: to include framed therapeutic beds; nonframed therapeutic surfaces; negative pressure wound closure devices & accessories; and bariatric accessories.**

Created By: tmizelle1

Modified By: tmizelle1

Created On: 2006-12-12

Modified On: 2006-12-12

Contact Information

Tina Mizelle, VCO

Phone: (804) 786-1603

Email: tina.mizelle@dgs.virginia.gov

Thresholds

Minimum Order Amount: \$0.00

Minimum Order Value: No

Maximum Order Amount: \$0.00

Maximum Order Value: No

Not to Exceed Amount: \$0.00

Not to Exceed: No

Authorized Departments

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

Vendor Contact Information

Legal Name: Global Medical, LLC

Contact Name: Keith Miller

Location Legal Name: Global Medical, LLC Email: kmiller@globalmedical1.com

Phone: 800-528-1001 ext 1812

Vendor Type: Primary

Fax: 800-528-3051

MA Number: E194 - 425

Renewal Periods

Line Number: 1

Renewal Period Length: 1

Renewal Period Unit: Years

Effective Date: 11/1/2008

Expiration Date: 10/31/2009

Notification Days Prior to Expiration: 90

Line Number: 2

Renewal Period Length: 1

Renewal Period Unit: Years

Effective Date: 11/1/2009

Expiration Date: 10/31/2010

Notification Days Prior to Expiration: 90

Line Number: 3

Renewal Period Length: 1

Renewal Period Unit: Years

Effective Date: 11/1/2010

Expiration Date: 10/31/2011

Notification Days Prior to Expiration: 90

Terms and Conditions

Section 03

PURPOSE

The Department of General Services, Division of Purchases & Supply is seeking to establish a term contract with one qualified vendor to provide Therapeutic Surfaces and Overlays to various State Agencies and Other Public Bodies as described in the Code of Virginia. Please see the attached Pricing Schedule for further product information.

Section 04

CONTRACT TERM

THE INITIAL TERM OF THIS CONTRACT WILL BE FOR TWO YEARS BEGINING APPROXIMATELY September 15, 2006, through October 31, 2008.

Section 05

RENEWAL OF CONTRACT

This contract may be renewed by the Commonwealth upon written agreement of both parties for three (3) additional successive one year periods under the terms and conditions of the current contract, and at a reasonable time (approximately 90 day) prior to expiration.

Section 06

AWARD

The Commonwealth will make the award based on the highest percentage discount from

a publish listed price. This solicitation may be awarded to multiple manufacturer's product lines. The purchasing office reserves the right to conduct any test it may deem advisable and 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.

Section 08

PURCHASE REPORT

The Contractor shall furnish the Division of Purchases and Supply reports of the total dollar volume of purchases by ordering Agency and the total number of each contract item ordered under this contract with dollar amounts on a quarterly basis, i.e., 1st quarter = July, August & September - submit report by October 30th; 2nd quarter = October, November & December - submit report by January 30th.

Section 09

DELIVERY SERVICE

DELIVERY OF ALL REQUESTED CONTRACT ITEMS SHALL BE MADE WITHIN 5 DAYS AFTER RECEIPT OF PURCHASE ORDER. CONTRACTOR SHALL CARRY AN ADEQUATE STOCK TO INSURE SUCH DELIVERY SERVICE FOR THE DURATION OF THE CONTRACT.

Section 10

PRICE CHANGES PART 1

PRICE ESCALATION/DE-ESCALATION: Price adjustments may be permitted only for changes in the Contractor's cost of materials or other factor that may effect the price of goods. Consumers Price Indices, Producers Price Indices or other appropriate indices 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.

Section 11

PRICE CHANGES PART 2

Contractor 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 Contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the Contractor'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 Contractor by the Contractor's suppliers. The purchasing office will notify the using agencies and Contractor in writing of the effective date of any increase which it approves. However, the Contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The Contractor is further advised that decreases which affect the cost of

materials are required to be communicated immediately to the purchasing office.

Section 12

MANUFACTURER/SHIPPING POINT

The bidders shall supply the name and address of the manufacturer of each item offered and the shipping point.

Section 13

PRODUCT INFORMATION

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

Section 14

CONTRACT CANCELLATION

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 Contractor. 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 Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

Section 15

CONTACT INFORMATION

The bidders shall provide a list of the telephone numbers, facsimile number, e-mail address, name of responsible persons of your company who may be contacted regarding this contract and required reports.

Section 16

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.

Section 17

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.

Section 18

AUDIT

The contractor 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.

Section 19

DELIVERY POINT

Except when otherwise specified herein, all items shall be F.O.B. delivered any point within the Commonwealth of Virginia as directed by ordering department, institution or agency of the Commonwealth or Public bodies of the Commonwealth as defined in Section 2.2-4301 of the Virginia Public Procurement Act.

Section 20

RETURN POLICY

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

Section 21

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.

Section 22

WARRANTY PART 1

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.

Section 23

WARRANTY PART 2

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.

Section GEN

GENERAL TERMS AND CONDITIONS

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.dgs.state.va.us/dps under "Manuals."

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.

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)

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.

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.

IMMIGRATION REFORM

IMMIGRATION REFORM AND CONTROL ACT OF 1986: By submitting their (bids/proposals), (bidders/offerors) certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

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.

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.

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.

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.

PAYMENT (1 of 3)

PAYMENT (part 1 of 3): 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)

PAYMENT (2 of 3)

PAYMENT (part 2 of 3): 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)

PAYMENT (3 of 3)

PAYMENT (part 3 of 3): 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.

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.

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.

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.

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.

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)

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.

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.

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.

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 equal 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 equal product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.

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.

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)

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)

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

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.state.va.us) for a minimum of 10 days.

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.

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.

eVA REGISTRATION (1 of 2)

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION: The eVA Internet electronic procurement solution, web site portal 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 e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service. All bidders or offerors must register in eVA; failure to register will result in the bid/proposal being rejected.

eVA REGISTRATION (2 of 2)

a.) eVA Basic Vendor Registration Service: \$25 Annual Fee plus the appropriate order Transaction Fee specified below. 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: \$25 Annual Fee plus the appropriate Transaction Fee specified below. 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. c.) For orders issued prior to August 16, 2006 the Vendor Transaction Fee is 1% capped at a maximum of \$500 per order. d.) For orders issued August 16, 2006 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.

Commodity Information

Please see the attached Pricing Schedules for Daily Rental and Outright Purchases prices. Global Medical to offer 20% off of purchase price.



Product Sale Price List

	<u>Sale</u>
<u>Low Air Loss Support Products</u>	
Restx 5000: Low Air Mattress Replacement <i>Unsurpassed Blower Driven Pump</i>	\$4,313.00
Restx 550: Low Air Loss Overlay Mattress <i>Unsurpassed Blower Driven Pump</i>	\$3,919.00
Restx 3000: Low Air Loss Mattress Replacement <i>Superb Pump Driven Pressure Relief</i>	\$3,063.00
Restx Rotational: Rotational LAL Mattress Replac. <i>Multiple setting lateral rotation therapy</i>	\$7,481.00
<u>Alternating Support Surface Products</u>	
Restx 2000: Alternating Air Mattress Replacement <i>Alternating pump driven pressure relief</i>	\$3,000.00
Restx 500: Alternating Air Mattress Overlay <i>Alternating pump driven pressure relief</i>	\$1,632.00
<u>Therapeutic Foam Mattresses</u>	
Geo-Mattress Max MX8035-29	\$432.00
Geo-Mattress Plus PL8035-29	\$365.00
Geo-Mattress Pro PR8035-29	\$307.00
Geo-Mattress Atlas A8035-29	\$624.00
Geo Mattress Atlas A8042-29	\$700.00
Geo-Mattress Atlas A8048-29	\$787.00
PressureGuard CFT 8080-29	\$1,144.00
PressureGuard CFT CF8042-29	\$1,364.00
PressureGuard CFT CF8048-29	\$1,543.00



Product Sale Price List

Wound Treatment Device

Blue Sky - Versatile 1 *N.F.S
*Negative Pressure Wound Therapy
 Multiple overflow protection options
 User friendly display, Locking vacuum Control*

Disposables / SPU Products

Blue Sky - Large Kit \$46.51
Round Drain

Blue Sky - Small Kit \$40.51
Round Drain

Blue Sky - Large Kit \$31.56
Flat Drain

Blue Sky - Small Kit \$25.68
Flat Drain

Blue Sky - Canister \$18.31

Bariatric Support Surfaces

Low Air Loss Mattress Replacement \$5,625.00
*1000 pound weight limit / BariRestx 39" LAL
 (39" x 80")*

Low Air Loss Mattress Replacement \$6,250.00
*1000 pound weight limit / BariRestx 48" LAL
 (48" x 80")*

LAL Rotational Mattress Replacement \$9,375.00
*1000 pound weight limit / BariRestx 39"
 Rotational Mattress*

LAL Rotational Mattress Replacement \$10,000.00
*1000 pound weight limit / BariRestx 48"
 Rotational Mattress*

Alternating Mattress Replacement \$4,500.00
*1000 pound weight limit / BariRestx 48"
 ALT (48" x 80")*

Bariatric Support Bed Frames

Invacare, Arro Low Bed, 500 lb weight capacity \$3,313.00
Model 171

Bariatric Bed Frame: Width Adjust. 39" to 48" \$6,563.00
*750 pound weight limit / 4748D (39"/48" x 80")
 3 Function*



Product Sale Price List

<p>Bariatric Bed Frame: Width Adjust. 39" to 48" 750 pound weight limit / 4748Dx (39"/48" x 80") 5 Function</p>	<p>\$8,594.00</p>
<p>Bariatric Bed Frame: Width Adjust. 39",48" to 54" 1000 pound weight limit / 4748 (39"/48"/54" x 80") 5 Function</p>	<p>\$13,438.00</p>
<p>6" Width Adjustable Foam Bariatric Mattress</p>	<p>\$938.00</p>
<p>Foot end Rails Sold Separately <i>Extra pair of rails - Optional</i></p>	<p>\$625.00</p>
<p>Bariatric Trapeze Built on Frame <i>Optional</i></p>	<p>\$1,563.00</p>
<p>3 Function Bed Features: <i>Height adjustment, fowler back rest, leg lift,</i></p>	
<p>5 Function Bed Features: <i>Height adjustment, fowler back rest, leg lift, trandelenburg & reverse trendelenburg</i></p>	
<p>Invacare Arro Bed Setup/Installation (each)</p>	<p>\$75.00</p>
<p><u>Scales</u></p>	
<p>Integral Weighing Scales, Caster Stem Mount <i>Optional</i></p>	<p>\$6,250.00</p>
<p><u>Bariatric Accessories</u></p>	
<p>Manual Wheelchair 750 pound weight limit / 6730-20 (30"x 20")</p>	<p>\$2,844.00</p>
<p>Folding Bariatric Walker 750 pound weight limit / 5180</p>	<p>\$300.00</p>
<p>Bariatric Commode 700 pound weight limit / 5130 / 30" (20"-24" Height Adjustable; 1" increments)</p>	<p>\$844.00</p>
<p>Bariatric Shower Commode Chairs 750 pound weight limit / 5050 (20" x 20")</p>	<p>\$2,250.00</p>
<p>Bariatric Free Standing Trapeze 850 pound weight limit / 5160 (free standing)</p>	<p>\$2,782.00</p>
<p>Bariatric Patient Lift 700 pound weight limit / GT7000</p>	<p>\$9,975.00</p>
<p>*N.F.S. - NOT FOR SALE</p>	

Therapeutic Support Surfaces and Overlays - Rental/Outright Purchase Prices

PERCENTAGE DISCOUNT OFFERED ____ 20% off Purchase Price

<u>Therapeutic Support Surfaces and Overlays</u>	Product Number	Daily Rental Charge	Outright Purchase Price	Comments
a. Wound Care				
Low Air Loss Mattress Replacement	Restx 5000	\$25.00	\$4,313.00	
Low Air Loss Mattress Overlay	Restx 550	\$18.00	\$3,919.00	
Low Air Loss Mattress Replacement	Restx 3000	\$10.00	\$3,063.00	
Rotational Low Air Loss Mattress Replacement	Restx Rotational	\$30.00	\$7,481.00	
Alternating Air Mattress Replacement	Restx 2000	\$18.00	\$3,000.00	
Alternating Air Mattress Overlay	Restx 500	\$7.00	\$1,632.00	
b. Pulmonary Care				
List each item offered (use rental cost or purchase price where applicable).				
c. Bariatric Care				
Low Air Loss Mattress Replacement	BariRestx 39" LAL	\$25.00	\$5,625.00	
Low Air Loss Mattress Replacement	BariRestx 48" LAL	\$25.00	\$6,250.00	
Low Air Loss Rotational Mattress Replacement	BariRestx 39" ROT	\$40.00	\$9,375.00	
Low Air Loss Rotational Mattress Replacement	BariRestx 48" ROT	\$40.00	\$10,000.00	
Alternating Air Mattress Replacement	BariRestx 48" ALT	\$22.00	\$4,500.00	
d. Therapeutic Foam Mattresses				
Geo-Mattress Max	MX8035-29	n/a	\$432.00	
Geo-Mattress Plus	PL8035-29	n/a	\$365.00	
Geo-Mattress Pro	PR8035-29	n/a	\$307.00	
Geo-Mattress Atlas	A8035-29	n/a	\$624.00	
Geo-Mattress Atlas	A8042-29	n/a	\$700.00	
Geo-Mattress Atlas	A8048-29	n/a	\$787.00	
PressureGuard CFT	8080-29	n/a	\$1,144.00	
PressureGuard CFT	CF8042-29	n/a	\$1,364.00	
PressureGuard CFT	CF8048-29	n/a	\$1,543.00	
<u>Acute and Long-Term Care</u>				
a. Wound Care				
Blue Sky - Negative Pressure Therapy Device	Versatile 1	\$50.00	*N.F.S.	
Blue Sky, Large Kit - Round Drain		n/a	\$46.51	
Blue Sky, Small Kit - Round Drain		n/a	\$40.51	
Blue Sky, Large Kit - Flat Drain		n/a	\$31.56	
Blue Sky, Small Kit - Flat Drain		n/a	\$25.68	
Blue Sky - Canister		n/a	\$18.31	
*N.F.S. - NOT FOR SALE				
b. Pulmonary Care				
List each item offered (use rental cost or purchase price where applicable).				

c. Bariatric Care

Invacare Arro Low Bed, 500 lb weight capacity	171	\$15.00	\$3,313.00
Bariatric Bed Frame, 3 Function	4748D	\$45.00	\$6,563.00
Bariatric Bed Frame, 5 Function	4748DX	\$55.00	\$8,594.00
Bariatric Bed Frame, 1000 lb, 5 function	4748	\$65.00	\$13,438.00
6" Width Adjustable Foam Bariatric Mattress		*I.O.R.	\$938.00
Foot End Rails		*I.O.R.	\$625.00
Bariatric Trapeze Built On Frame		\$15.00	\$1,563.00
Integral Weighing Scale, Caster Stem Mount		\$25.00	\$6,250.00
Manual Wheelchair, 750 lb limit	6730-20	\$18.00	\$2,844.00
Folding Bariatric Walker, 750 lb limit	5180	\$5.00	\$300.00
Bariatric Commode, 700 lb limit	5130/30"	\$10.00	\$844.00
Bariatric Shower Commode Chair, 750 lb limit	5050	\$20.00	\$2,250.00
Bariatric Free Standing Trapeze, 800 lb limit	5160	\$20.00	\$2,782.00
Bariatric Patient Lift, 700 lb limit	GT7000	\$40.00	\$9,975.00
Invacare Arro Bed Setup/Installation (each)		n/a	\$75.00

*I.O.R. - INCLUDED ON RENTAL

GRAND TOTAL - Add figures and list totals separately for each column.

\$ **\$**

Therapeutic Surfaces (nonframed) for wound care, pulmonary and bariatrics

- Low air loss therapy
- Alternating pressure therapy
- Pulsation therapy
- Lateral rotation therapy
- Kinetic therapy
- Fluid therapy

Negative Pressure Wound Closure

- Devices
- Accessories

Therapeutic Beds (integrated framed) for wound care, pulmonary and bariatrics

- Low air loss therapy
- air fluidized therapy
- pulsation therapy
- lateral rotation therapy
- kinetic therapy
- bariatric

Bariatric Accessories

- Lift systems
- wheelchairs, commodes, walkers

***** NOTE: All products listed on your pricing schedule should be latex-free.**

List Discount for Repair Parts for Beds Purchased Outright.

List Price for Replacement Covers on Overlay.

List Price for Fire Sleeve to Meet ASTM E 1590.

GLOBAL MEDICAL
 7024 Troy Hill Drive
 Suite N
 Elkridge, MD 21075



PRODUCT RETURN POLICY

All purchased products will be subject to a 30% restocking fee if returned within 90 days and the product is in its original carton. No returns are accepted after 90 days from receipt of product.

The Versatile One !

Wound Vacuum System



For the Promotion of Wound Healing

Designed to assist with a variety of wound healing needs. The Versatile 1 Wound Vacuum System® applies a localized negative pressure on the wound bed. This occurs through a high quality piston operation that is assisted by very innovative suction regulator.

- Whisper Quiet and User Friendly.
- Approved indications for use include "may promote wound healing"
- No Annoying Alarms
- Low Levels of Suction (60-80 mmHg) increases patient compliance
- Can be used for multiple applications. Ideal for Military or Triage Use

The Versatile 1™ is the pump for your hospital, institution, or home healthcare agency. It is an economical, robust, and reliable Wound pump that can assist in the promotion of wound healing or wound drainage in many situations. But more than that, Versatile 1™ can be used for virtually any suction need. From intermittent gastric suction to endoscopic use the Versatile 1 is the pump for you.

Versatile 1 Wound Vacuum System is the only approach that offers so many options to clinicians. The product can be used for the promotion of wound healing. It can also be used for many complex wound drainage applications. This is the ideal pump for Advanced Practitioners.

Wound Vacuum System

6965 El Camino Real Suite 105-602
La Costa, CA 92009
United States of America
Info@blueskymedical.com

760-727-1477
760-727-0236 (FAX)



Versatile 1 Wound Vacuum System™

Its Simply Better!

Chariker-Jeter® Wound Sealing Kit

In 1985 Katherine Jeter, Ed.D, ET came up with a unique combination of products to apply negative pressure to the wound bed. Dr. Mark Chariker helped to put a clinical study together and further this art. They knew that application of negative pressure to the wound bed had extraordinary effects. They and others published this information for the general good of patients and to advance the art of wound care in 1989.

The Chariker-Jeter Kit Wound Sealing Kit is an exact embodiment of this kit. Classical components are used. The kit has a comprehensive set of instructions. There is extensive documentation plus color step by step instructions and protocols on our website. BlueSky believes in education for healthcare professionals with its products.

The kit is available in several forms:

500.7777 Chariker-Jeter Wound Sealing Kit

500.2005 Chariker-Jeter Basic Wound Sealing Kit

500.3010 Chariker-Jeter Basic Plus Kit

500. 2045 Chariker-Jeter Jade Kit

Why is It Simply Better?

- No reports of tissue tearing
- Kits can stay on longer
- Simple approach (Build up)
- Cost effective
- Lower levels of pressure
- No irritating alarms
- Additional applications
- Anti-microbial fill
- Treats wounds large and small
- More comfortable drape
- Periodic use available
- Ideal for military or triage use
- Tunneling Wound Management
- Fistula Management and Drainage

PH Strips



BlueSky PH Strips accurately chart Wound Fluid PH. Wound treated with

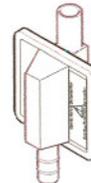
negative pressure should become more alkaline. Item #700.0806

Suction Canister



The 800ml disposable suction canister is the ideal accessory. Item# 700.9005

Bacteria/Overflow Filter



Provides protection to the pump against overflow. Also is a bacteria filter. Item #500.3070

Wound Vacuum System

6965 El Camino Real Suite 105-602
La Costa, CA 92009
United States of America
Info@blueskymedical.com

760-727-1477
760-727-0236 (FAX)





Finally A Choice...

Negative Pressure Wound Therapy

"I want to thank you for the incredible results we have had with this suction pump! With out it my husband would be back in the hospital for months to await his next surgery."

-Amy and Andy; patient

"[The Versatile 1™ Wound Vacuum System] is not painful for our patients and it WORKS. I have only had positive patient outcomes and have used the BlueSky [products] on about 35 patients."

-Bonnie Alvey, RN, CWCN, COCN

"The great cost savings allow for more individuals to get needed care, especially, out of the limited funds available from Medicaid."

-Utah Testimonial

"The results we have experienced... have far exceeded my expectations."

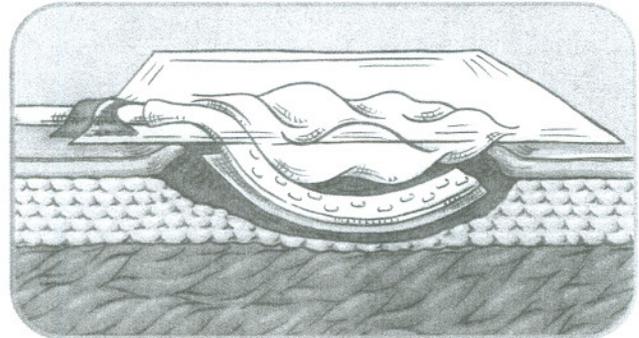
-Ronald Scott Jordan, RN

BlueSky
Medical

Simple Application

Based on the Chariker-Jeter® Approach

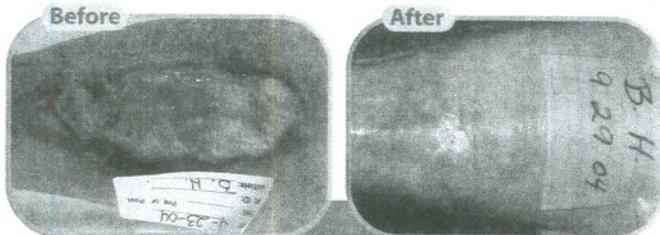
1. Protect the wound bed with impregnated, non adherent gauze
2. Cut selected drain to length of wound
3. Fill wound with Anti-microbial gauze
4. Cover wound bed with NPWT Transparent Adhesive Dressing, leaving a one inch border to ensure a proper seal
5. Pinch the transparent adhesive dressing according to instructions or, optionally, place ostomy paste around the drain where it will be exiting the dressing



Chariker-Jeter® Approach

Proven Clinical Results*

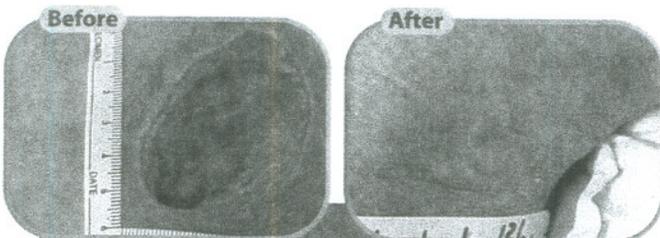
NPWT with the Versatile 1™ Wound Vacuum System



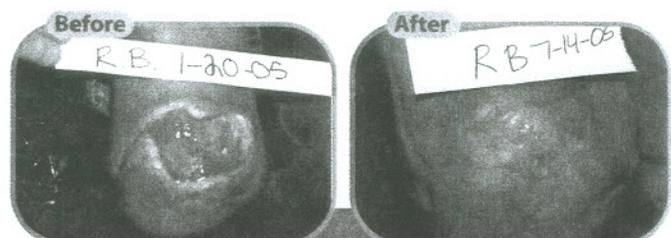
Wound: Necrotic Spider Bite
Patient: 57 y/o female
Treatment: 4/23/04 - 9/8/04 with Chariker-Jeter® Wound Sealing Kit



Wound: Through-and-through diabetic foot ulcer
Patient: 36 y/o male
Treatment: 01/2004 - 09/2004 with Kremlin Wound Sealing Kit



Wound: Decubitus ulcer with tunneling
Patient: 54 y/o male with multiple sclerosis
Treatment: 10/15/03-12/31/03 with Chariker-Jeter® Wound Sealing Kit



Wound: Dehiscenced surgical
Patient: non-compliant 52 y/o male
Treatment: 1/20/05 - 7/14/05 with Miller DermiVex™

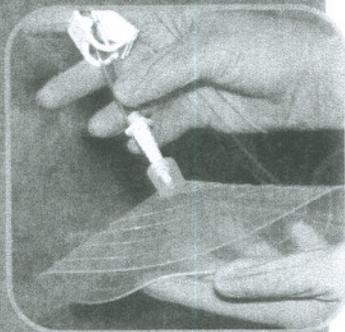
*Individual results may vary

V1™ Wound Sealing Kits

Every wound is different, so why should all dressings be the same?

Miller DermiVex™ Drain

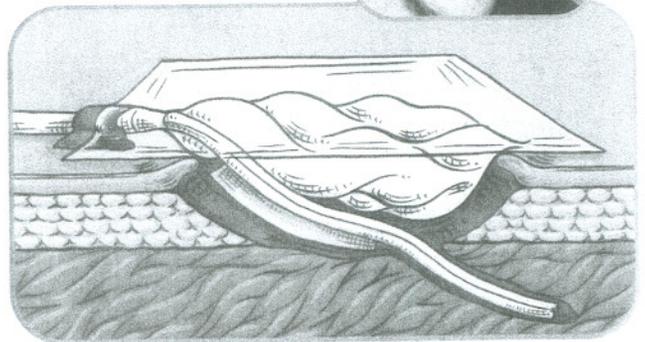
Use the Miller DermiVex™ Drain to reduce the time, materials, and cost of wound dressings.



NO DRESSING!!!

Treatment of Tunneling Wounds

Channel drains are perfect for tunneling wounds or fistulas



Chariker-Jeter® Approach

Every Wound is Unique

Use this chart to see which Wound Sealing Kit is best for a specific wound based on 3 parameters:

Area, Depth and Drainage

Wound Sealing Kits	Area				Depth			Drainage				
	Small	Medium	Large	X-Large	Shallow	Medium	Deep	Tunnel	Scant/Minimal	Moderate	Heavy	Sediment/Thick
Chariker-Jeter® Basic Plus												
Chariker-Jeter® Basic Channel Plus												
Small Kit, Round 10 FR												
Small Kit, Flat 10mm												
Medium Kit, Channel												
Medium Kit, Flat 10 mm												
Large Kit, Round 19FR												
Large Kit, Flat 10mm												
X-Large Kit, Round 19FR												
Miller DermiVex												
Wooding-Scott Complete												

Finally A Choice...

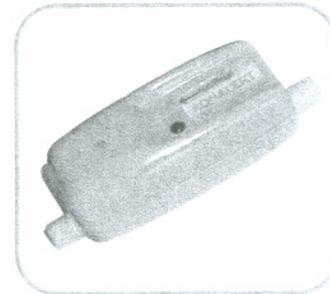
The Wooding-Scott™ Advantage



This Wound Sealing Kit includes an Irrigation/Aspiration drain that allows the clinician to **deliver saline and/or medication** without changing the dressing.

Aqualert™ Overflow Alarm

In-line overflow alarm that can be used with all medical pumps in the BlueSky product line and fits most standard tubing. The Aqualert™ activates an audible and visual alarm when patient fluid is detected in the tubing.



Periodic Therapy - Providing Therapy *and* Mobility

Negative Pressure Wound Therapy uses topically applied "suction" to the surface of the wound. There are many benefits to this therapy, but one important consideration is based on improving patient compliance, which has a direct impact on healing.

The question is: How can we accommodate a non-compliant or ambulatory patient and still provide wound therapy?

The answer: **Periodic Therapy**

Blue Sky Medical has case evidence using NPWT at intervals of 6 and 8 hours in a 24 hour period (Periodic Therapy) with excellent wound healing results and improved patient compliance. This means that the patient can use the therapy at a time and place convenient for them without being forced to curtail their activities or lifestyle for the sake of the therapy. Clinicians need to evaluate their patients with low amounts of exudate to see if they may be a candidate for this approach. No need to be connected to a suction source all day - free mobility during the day and NPWT in the evening while you rest.

- *Michael S. Miller DO, FACOS, FAPWCA, CWS*

Centers for Medicare and Medicaid Services (CMS) have approved BlueSky Medical's Versatile 1™ Wound Vacuum System for reimbursement under HCPCS code E2402 for pumps and other related codes

The V1™ Wound Vacuum System

The Most Cost Effective and Gentle Wound Vacuum on the Market Today!



- A Multiple overflow protection options**
- B User friendly display**
- C Locking Vacuum Control**

More Choices for Clinicians

BlueSky offers a full product line of Wound Sealing Kits to treat a variety of wounds.

Lower Levels of Pressure

Lower levels (40-80 mmHg) are associated with greater patient comfort and compliance.

Simple

No cutting or special fittings are needed. This means that dressing changes are simpler, take less nursing time, and are easier to learn and teach.

Less Frequent Dressing Changes

Wound Sealing Kits can be replaced less frequently due to the impregnated, non-adherent gauze and anti-microbial gauze in our Wound Sealing Kits.

Anti-microbial Gauze

We offer the only Wound Sealing Kits on the market with anti-microbial gauze, which reduces bio-burden in the wound site.

Impregnated, Non-adherent Gauze

No reports of granulation tissue growing into impregnated, non-adherent gauze or tissue tearing during dressing changes.

More Flexible Comfortable Drape

Patients report that the BlueSky NPWT Transparent Adhesive Dressing is more comfortable to use than most competitive products.

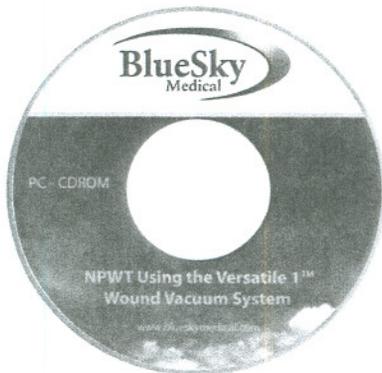
Periodic Therapy

BlueSky Products can be used in a periodic fashion. A great alternative for mobile patients.

Cost Effective

Typically a BlueSky Provider can save accounts from 20-70%

Versatile 1™ Training Video CD-Rom is...



- *Reinforcement for in-service training provided by authorized BlueSky Medical Providers.*
- *A consistent presentation of NPWT using the Versatile 1™ Wound Vacuum System.*
- *The information presented is the current material that can be used for training/presentations.*
- *Includes multiple videos and slide presentations.*
- *Available on website to download*

www.blueskymedical.com

Visit today to:

Learn more about our products
Sign up for our monthly newsletter
Download articles and case studies
Get more information on training DVDs and programs
Access links to related sites

Contraindications

When used for wound healing, the Versatile 1™ is contraindicated in the presence of: Necrotic tissue, Untreated osteomyelitis, Malignancy (with exception to enhance quality of life), Untreated malnutrition, Exposed arteries, veins, or organs.

Precautions

Precautions should be taken for patients who are or may be: Receiving anticoagulant therapy, Suffering from difficult hemostasis, Untreated for malnutrition, Non-compliant or combative.

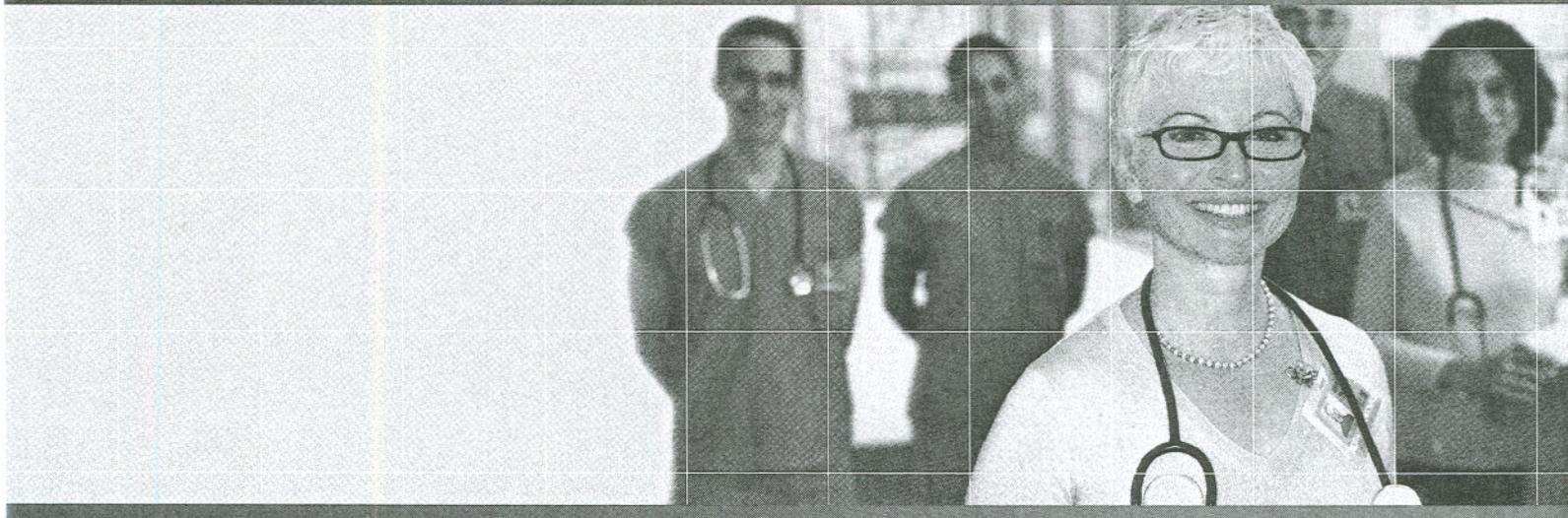
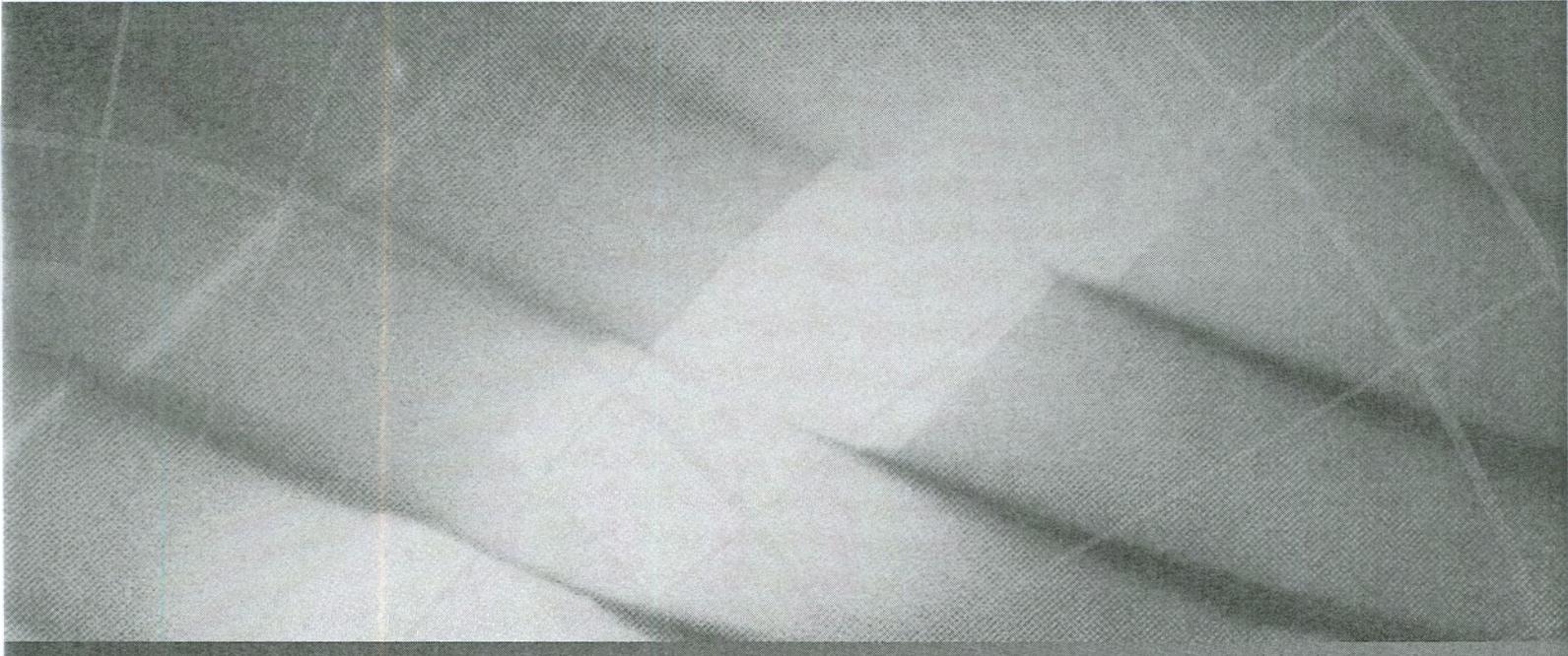
Indications For Use

The Versatile 1™ Wound Vacuum System is indicated for patients who would benefit from a suction device particularly as the device may promote wound healing or for aspiration and removal of surgical fluids, tissue (including bone), gases, bodily fluids or infectious materials from a patient's airway or respiratory support system either during surgery or at the patient's bedside.



5924 Balfour Court, Suite 102
Carlsbad, CA 92008
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760.603.8331 fax

www.blueskymedical.com
info@blueskymedical.com
LBL-000358-01-AA



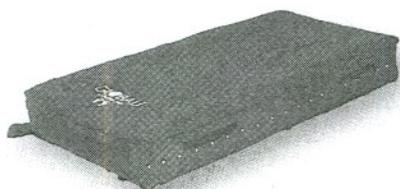
Support Surfaces

Global Medical listens.

Global Medical provides a suite of specialty wound care support surfaces that are unparalleled in today's marketplace. Our research and development team creates each product for the specific needs of each Global Medical customer.

LOW AIR LOSS

Low Air Loss



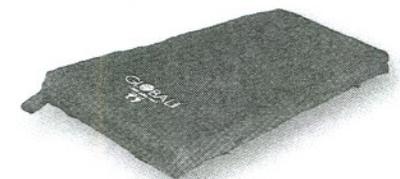
Restx5000

mattress replacement system that includes five therapy zones and three therapeutic pump settings, all of which are purely blower driven



Restx3000

mattress replacement system that includes two therapeutic pump settings



Restx550

mattress overlay that includes five therapy zones and three therapeutic settings



Restx Low Air Loss Turning Mattress

combines the benefits of lateral rotation, true low air loss and pressure relief in a single portable system



BariRestx Low Air Loss Mattress

low air loss mattress replacement system designed for bariatric patients – maximum weight 1000 pounds



BariRestx Low Air Loss Turning Mattress

combines the benefits of lateral rotation, true low air loss and pressure relief in a single portable system, designed specifically for bariatric patients – maximum weight 1000 pounds

We believe every life has meaning and promise. Our mission is to improve quality of life for patients and their caregivers by providing products and services that measurably enhance patient care.

Alternating Air

Restx2000

mattress replacement system that includes alternating therapy zones and three therapeutic pump and time settings

Restx500

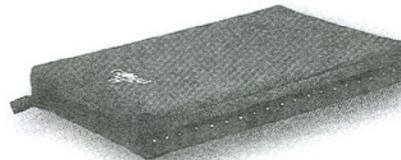
mattress replacement system that includes alternating zones and a 10-minute pump cycle time

HealMax

concentrated pressure relief for the feet and heels while maintaining continuous elevation of the lower extremities

BariRestx Alternating Air Mattress

alternating air mattress replacement system designed for bariatric patients – maximum weight 1000 pounds

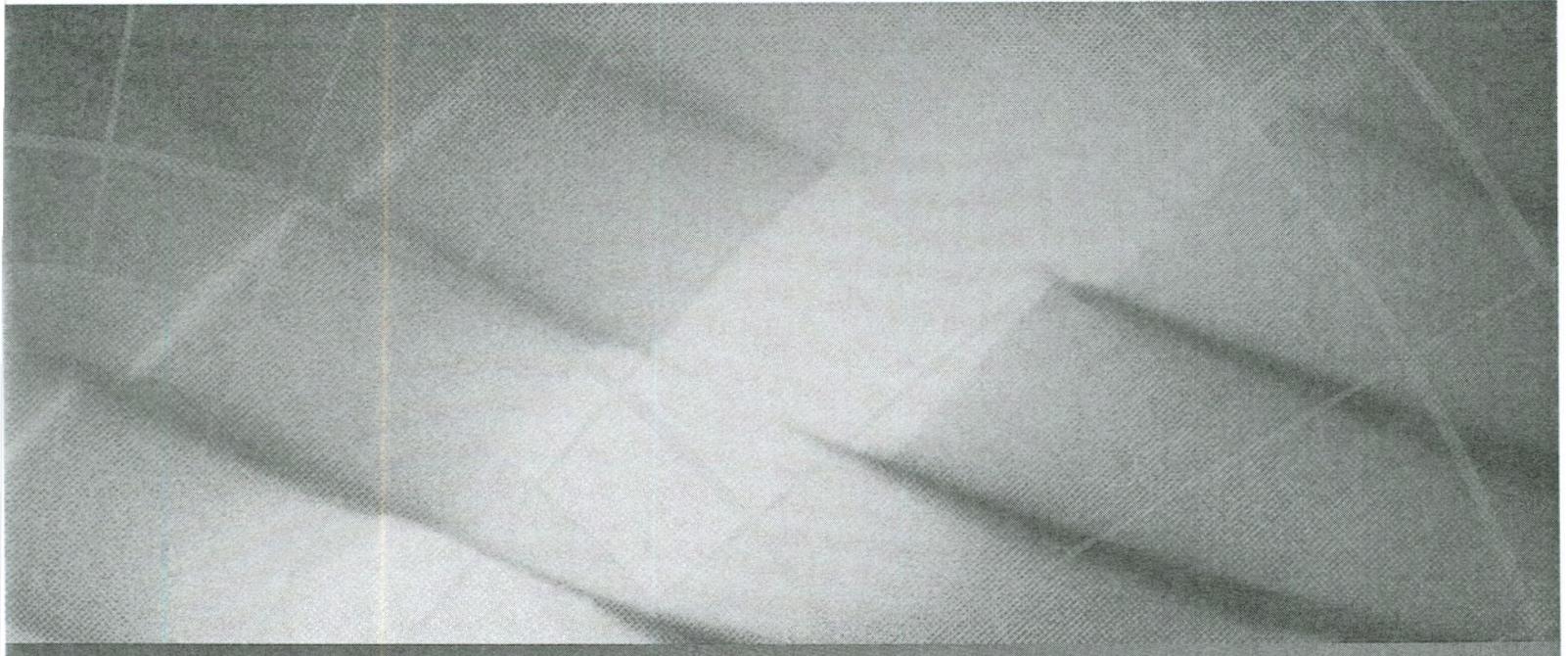


Alternating Air



GlobalMedical

1.800.528.1001



Bariatric Products

Bariatric Frames



BariRestx - 5 Function Bed Frame

specifically built for bariatric patients – includes two width adjustments and secured deck panels, as well as a fully electric five-function control panel



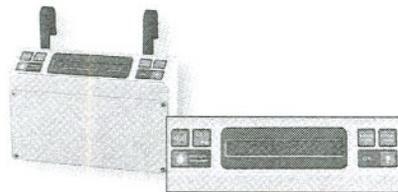
BariRestx - 5 Function Bed Frame Cardio Chair Position

specifically built for bariatric patients, the BariRestx System offers multiple support functions to both the patient and the caregiver



BariRestx - 3 Function Bed Frame

specifically built for bariatric patients – includes width adjustments and secured deck panels, as well as a fully electric three-function control panel



BariRestx Integrated Scale System

battery operated system – measures patients in pounds and kilograms, making it simple for caregivers to weigh the patient in all settings



Trapeze

increases in-bed mobility during transfers from one location to another

Bariatric Accessories and Equipment

Bariatric Walkers

assists patients with independent movement in and out of the healthcare facility



Bariatric Commode

designed to offer optimal comfort for bariatric patients



Bariatric Wheelchair/Reclining Wheelchair

designed to meet the mobility and comfort of the bariatric patient



Bariatric Wheelchair/Shower Commode

designed to offer the patient comfort and safety during showers



Bariatric Freestanding Trapeze

simple to use and moves from room to room with little effort from the caregiver



Bariatric Lift

Liftem® – lifts and transfers patients up to 700 lbs, allowing for easy transfers from the floor to wheelchairs, beds, commodes, and other furniture



Bariatric Transport Stretcher

designed specifically for transferring and transporting bariatric patients weighing up to 1000 pounds



Bariatric Surfaces

BariRestx Low Air Loss Mattress

low air loss mattress replacement system designed to fit our bariatric bed frames – maximum weight 1000 pounds



BariRestx Low Air Loss Turning Mattress

combines the benefits of lateral rotation, true low air loss and pressure relief in a single portable system, designed specifically for bariatric patients – maximum weight 1000 pounds



BariRestx Alternating Air Mattress

alternating air loss mattress replacement system designed to fit our bariatric bed frames – maximum weight 1000 pounds



Bariatric Seating

Bariatric Chairs

specialty designed seating for bariatric users – features greater seat width, seat depth, and weight capacity than standard seating, and includes optional leg adjustment for seat height and sit-to-stand position



Bariatric Products



GlobalMedical

1.800.528.1001

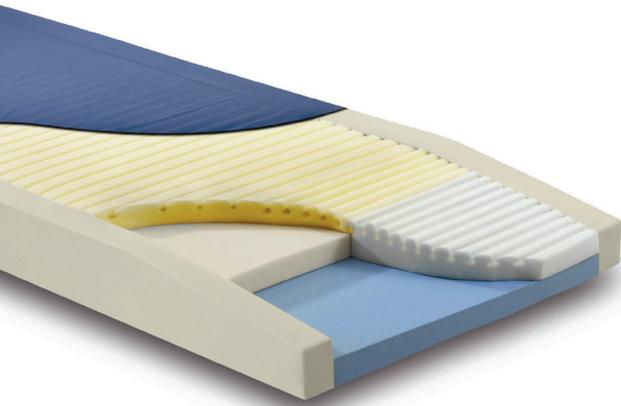
GEO-MATTRESS®

Therapeutic Foam Mattress

We Started With Our Clinically Proven Geo-Matt® Design ...

The new Geo-Mattress® lineup incorporates the patented* Geo-Matt design trusted in healthcare facilities across the U.S. for over a decade. Configured with over 800 individually-responsive cells in distinct head, torso, and foot zones. Its unique, anti-shearing geometry ensures customized support and therapeutic pressure management for every user.

**Geo-Matt® products are covered by one or more of the following United States Patents: 4,862,538; 5,025,519; 5,252,278; and 5,580,504.



GEO-MATTRESS® Max

Maximum Patient Protection

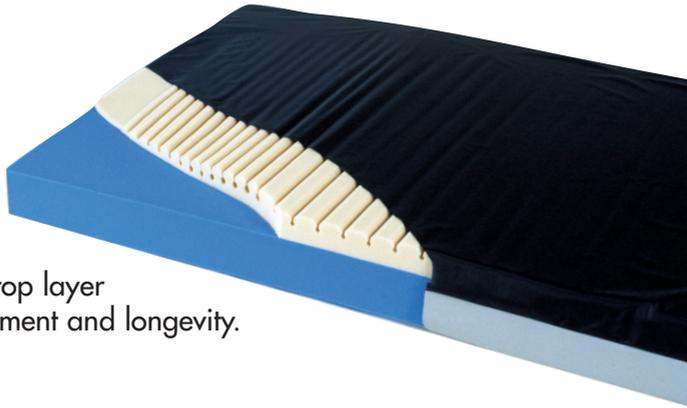
Three-tier, zoned design makes it our finest Geo-Mattress offering. Luxurious viscoelastic "memory foam" foot section cradles and protects the heel. Firm perimeter bolsters for added safety.

GEO-MATTRESS® Plus

Performance...Plus!

Dual-layer, progressive-resistance design perfectly blends patient comfort and clinical effectiveness.

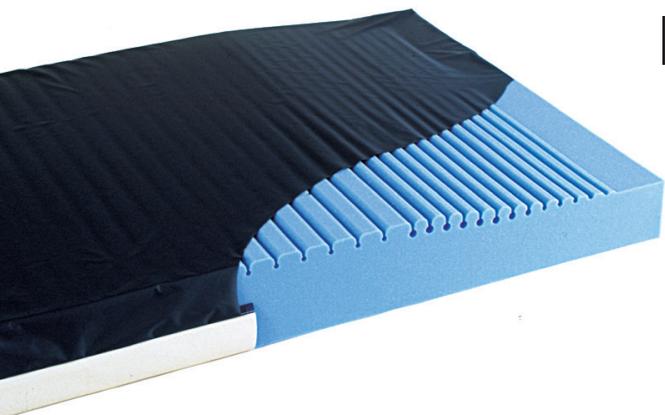
Differentiated high-density Geo-Matt top layer ensures outstanding pressure management and longevity.



GEO-MATTRESS® Pro

Affordability without Compromise

Single layer, zoned construction delivers excellent value for budget-conscious facilities.



Any Surface. Any Seat. Any Site. Any Setting.

SPANAmerica
Innovative Solutions.

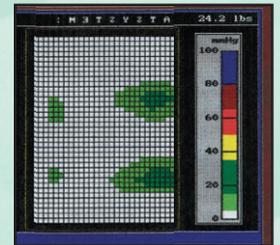
Then Went Two Feet Forward!

Introducing Heel Slope™



Exclusive design feature ensures a remarkably low peak pressure at heels -- 27% lower than the leading competitor.**

Subtle taper effectively distributes load along the more pressure-tolerant lower legs and calves. Significantly reduces peak interface pressures at heels while providing all the foot support of traditional mattresses.



ERGOCHECK® computerized pressure mapping shows extremely low heel pressures produced by Heel Slope.

Heel Slope delivers the lowest interface pressure of any product in its class. Clearly outperforms even the more expensive, optional heel features offered by others (pillows, inserts, adjustable components, etc.). Yet Heel Slope is standard on every Geo-Mattress Max, Plus, and Pro model, and requires no adjustment!

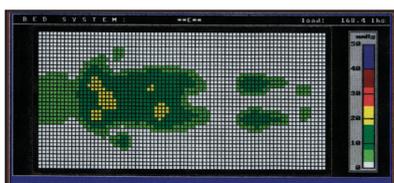
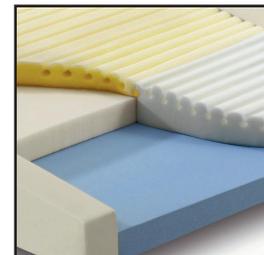
**Independent verification available upon request.

PRODUCT SPECS



- **Unique vapor barrier fabric** with ultra-low moisture vapor transmission rate (MVTR). Fluid-proof coated nylon is easily cleaned and fully radiolucent.
- **Bacteriostatically-treated cover material** inhibits growth of bacteria (both Gram positive and Gram negative) and fungus.
- **Exclusive bottom zipper design** keeps zipper away from patient. Flapless construction creates no collection points for contaminants, and allows easier, more thorough cleaning.
- **Flame-resistant fabric** conforms to NFPA 702 Class 1 and Cal 117 Section E.

- **Premium, combustion modified foam materials** conform to Cal 117. Versions with inner fire barrier sleeve available for conformance with NFPA 101 (Life Safety Code), Cal 129, Cal 603, and Boston IX-11.
- **Materials will not support microbial growth.**
- **Non-prorated warranty** on all materials and workmanship.
- **Fully articulates to any standard bed frame** in any position.



- **Outstanding pressure distribution** across the surface and low average of peak pressure at the body's most vulnerable sites are confirmed through use of ERGOCHECK computerized pressure mapping system. ERGOCHECK is used for objective verification in all phases of product development.



Geo-Mattress® Max

7 Year Warranty
22 lbs. Avg. Weight
6" Height

Model/Dimensions

MX8435-13	(84"L x 35"W)
MX8035-13	(80"L x 35"W)
MX8032-13	(80"L x 32"W)
MX7535-13	(75"L x 35"W)

Geo-Mattress® Plus

6 Year Warranty
21 lbs. Avg. Weight
6" Height

Model/Dimensions

PL8435-13	(84"L x 35"W)
PL8035-13	(80"L x 35"W)
PL8032-13	(80"L x 32"W)
PL7535-13	(75"L x 35"W)

Geo-Mattress® Pro

5 Year Warranty
20 lbs. Avg. Weight
6" Height

Model/Dimensions

PR8435-13	(84"L x 35"W)
PR8035-13	(80"L x 35"W)
PR8032-13	(80"L x 32"W)
PR7535-13	(75"L x 35"W)

Twin, Full, Queen and King sizes available. Contact customer service

- **Also available: Geo-Mattress® with Wings** Therapeutic Raised Perimeter Mattress (pictured). Exclusive design (patent pending) provides added safety from falls without compromising skin integrity. Firm, raised bolsters help keep user away from edge of the bed, yet entire mattress surface – including bolsters – is padded edge to edge with tissue friendly Geo-Matt anti-shearing surface.



Geo-Mattress® HC (not pictured). Specifically designed to aid in pressure ulcer prevention in the home care setting. Single layer of high-quality, combustion modified foam with cross cut top. Includes a fluid-proof cover. 5" tall throughout.

We offer the industry's most comprehensive line of specialty devices for pressure management and patient positioning. Put our products to work for you! For a complete product catalog, or for more information on any of our products, please contact us at **1-800-888-6752**.

PRESSUREGUARD CFT®

Non-Powered Dynamic Air/Foam Mattress System



Now!
GROUP II
REIMBURSABLE
Non-Powered Treatment
(MEDICARE CODE EO373)



Constant Force Technology at Work



With user supine, dual, elasticized reservoirs react independently in concert with surface, keeping pressures evenly distributed throughout mattress.

Result: Greater immersion into system increases surface area, lowering pressures to levels previously achievable only with powered systems.



When user shifts to side-lying, air flows from areas of high pressure concentration (pelvis, shoulder) into corresponding reservoir.

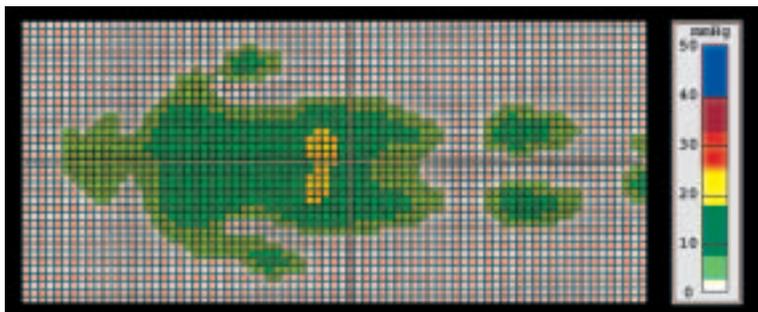
Result: Reservoir absorbs this displaced air to accommodate load and re-equalize pressures without surface bottoming out.

Powerful results – without power!

Sound impossible? With a standard static air system, it is.

But the all-new PressureGuard CFT is truly different. It uses patented* Constant Force Technology™ to automatically adjust its network of interconnected air cylinders and elasticized reservoirs to the appropriate, therapeutic levels for each patient, regardless of their weight or position (see right). Delivers customized pressure reduction comparable to low air loss and other powered systems. A clinically-effective solution for ulcer prevention and treatment, and the cost-effective alternative when resources limit care options.

ERGOCHECK® computerized pressure mapping confirms outstanding pressure distribution and low average of peak pressures.



PEAK INTERFACE PRESSURES (in mmHg)

Scapula	19
Sacrum	20
Heels	<10
Trochanter	24

SUBJECT: Male, 5'10", 180 lbs.



* US Patent #'s 5,649,331, and 5,652,985, with other patents pending.

CFT SPECIFICATIONS

Firmer perimeter bolsters gently prompt patient toward center of bed without awkward buildups that obstruct entry and egress. Facilitates safer transfers and stable edge-of-bed sitting.



Shaped, slotted inner bolsters and topper's underside arches work in concert to cradle and surround air cylinders. Interlocking, integrated design provides flexible, progressive support and maximizes structural integrity.

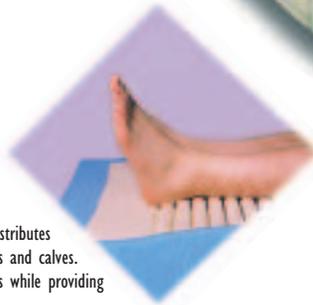


Clinically-proven Geo-Matt® design* creates a unique, anti-shearing top surface. 800 individually-responsive cells in distinct head, torso, and foot zones enhance therapeutic support and comfort. *U.S. Patent No. 4,862,538



Every air system is thoroughly inspected and tested prior to shipment to ensure proper inflation level and maximize performance in the field.

Integrated side flap with Velcro® closure flap allows easy access to quick-connect ports for simple re-inflation or adjustment of air system via hand pump.



Exclusive Heel Slope™ feature redistributes load to pressure-tolerant lower legs and calves. Subtle taper reduces heel pressures while providing complete foot support.

Standard vapor barrier cover fabric has ultra-low moisture vapor transmission (MVT) rate. Fluid-proof coated nylon fabric is easily cleaned, bacteriostatically treated, anti-fungal, anti-static and meets Cal 117 and NFPA 701 flammability requirements. Optional stretch fabric cover also available.

COVER CLEANING

Wipe clean with neutral suds. Approved cleaning agents include germicidal phenols and quaternary ammonia. Avoid the use of bleach.

FOAM

Premium, combustion-modified foam conforms to NFPA 101 small scale and Cal 117. FireGuard versions also available to conform to 1997 NFPA 101 (Life Safety Code) and Cal 129.

WARRANTY

Guaranteed against defects in materials or construction for 5 years. Consult full product warranty for details.

WEIGHT

21 pounds at standard width.

Item No.	Dimensions	Item No.	Dimensions
Standard models (support up to 350 lbs.):			
8084-13	84"L x 35"W x 7"H	8075-13	75"L x 35"W x 7"H
8080-13	80"L x 35"W x 7"H	8280-13	80"L x 32"W x 7"H
Bariatric models* (support 1 user up to 750 lbs.):			
CF8042-13	80"L x 42"W x 7"H	CF8054-13	80"L x 54"W x 7"H
CF8048-13	80"L x 48"W x 7"H		
Consumer models* (support 1 or 2 users up to 500 total lbs.):			
CF7539-13	75"L x 39"W x 7"H (Twin)	CF8060-13	80"L x 60"W x 7"H (Queen)
CF7554-13	75"L x 54"W x 7"H (Full)	CF8076-13	80"L x 76"W x 7"H (King)

*NOTE: Bariatric and Consumer models may require additional lead time – consult customer service.



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www.spanamerica.com • email: info@spanamerica.com

INVACARE CONTINUING CARE GROUP CARROLL HEALTHCARE® ARRO™ BED

Model number	IHBA111, 151, 171
Sleep surface - deck length	80"
Overall length	89 ½"
Sleep surface deck to floor	6 ¾" (low position)
Sleep surface deck to floor	33" (high position)
Overall width	41" (with Assist Rails)
Overall sleep surface width	35"
Head angle range	0 to 67 degrees
Foot angle range	0 to 25 degrees
Recommended weight capacity	500lbs.
Recommended mattress thickness	6"
Recommended mattress size	36" x 80"
Caster diameter	4"
Electrical	
Motor	4 DC motors, 120 VAC
UL listed & CSA approved	UL 544



INVACARE CONTINUING CARE GROUP

1644 Lotsie Blvd • St. Louis, MO 63132 USA • (800) 347-5440

CARROLL HEALTHCARE • 994 Hargrieve Road • London, ON N6E1P5 • (800) 668-2337

www.invacare-ccg.com

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