

Q & A for the VISN 23 Ultrasound Special Consolidation

Present on the 11/5/2015 conference call:

- Hitachi-Aloka
- GE
- Neurologica
- Philips
- Siemens
- VISN 23
- NAC-HTME

Questions submitted in advance of conference call:

GE questions for the VISN 23 Ultrasound Special Consolidation:

1. For Item #15 Elastography, please define if this is Strain or Shear Wave Elastography.
We are referring to both.
2. The following items could be restrictive and we ask that the VA NAC/VISN 23 take into consideration the following:
 - a. Item 6 Minimum monitor – minimum 20 inches, we ask the VA NAC/VISN 23 to revise to 19 inches.
Item 6 will be modified to read – “State maximum display size”
 - b. For Item #18 Ability to enter standby mode or sleep mode, we ask the VA NAC/VISN 23 remove this statement as this could be met with a reduced boot time.
Item #18 will be modified to read – “State boot up time in Seconds/Minutes, State if the system has the ability to enter standby mode or sleep mode”
 - c. Item 19 Battery Life – minimum 4 hours, we ask the VA NAC/VISN 23 remove this requirement as this could be met with other technical features built into the system to save the current images during a power loss.
Item 19 will be modified to read – “State battery life in minutes”
3. If a vendor has Applications Specialist who has a specialty in Fusion or Navigation, could a vendor use them to supplement the assigned application specialist for this procurement.
Yes.
4. Can a vendor who will be providing a proposal make a written request that the VA NAC/VISN 23 assign a day ahead of time, before the 11/20 due date. This will assist with scheduling.
No. A specific date/time for each vendor will be finalized with vendors upon submission of proposals. A vendor script will be provided to follow during the presentation.

Please also review the high level summary document provided with the pre-solicitation document – here is a direct link: [Summary document for V23 Ultrasound Consolidation](#)

Philips questions for the VISN 23 Ultrasound Special Consolidation:

1. Please define "Endo Cavity" (vaginal, rectal, or both?).

All of the above. Yes.

2. Will trade-in units include associated transducer(s)?

Yes.

Probes will be included on the trade in. We will provide a list of probe types and vendors are required to provide trade in values for each type.

The probes included in bid responses for all new 43 units are to reference specifications sheet, not the trade in list of probes.

An additional excel spreadsheet (titled: V23 Ultrasound- Trade In Information and Price Schedule) will be included in Amendment 3. Please provide trade in values for each base model and transducer in this spreadsheet. Tab 1 lists all base model units. Tab 2 lists all transducer models.

3. Should we expect that all units on this consolidation will be awarded to one vendor, or will it be a multi-vendor award. Asking so that we know how to best configure discounting.

Yes. Same base model and vendor will be selected.

Siemens questions for the VISN 23 Ultrasound Special Consolidation:

1. For the benchmarks that reference trade-ins, will further information be provided regarding the rev level of the unit and transducers being traded in?

Yes.

Probes will be included on the trade in. We will provide a list of probe types and vendors are required to provide trade in values for each type.

The probes included in bid responses for all new 43 units are to reference specifications sheet, not the trade in list of probes.

An additional excel spreadsheet (titled: V23 Ultrasound- Trade In Information and Price Schedule) will be included in Amendment 3. Please provide trade in values for each base model and transducer in this spreadsheet. Tab 1 lists all base model units. Tab 2 lists all transducer models.

2. Please clarify request for product roadmap information.

Please provide version/platform long-range plan.

Ensure the latest technology that is on contract is being offered/quoted.

3. How can vendors pre-test the systems with the A/V that will be used during Dec. presentation/demo? If not, can we bring a large display?

Pre-testing of systems may be available but accommodation for this depends upon the number of vendors submitting bids. Vendors may bring a large display, however an A/V connection will be available.

4. When will vendors be notified of our date/time slot for December?
A specific date/time for each vendor will be finalized with vendors upon submission of proposals. A vendor script will be provided to follow during the presentation.
Please also review the high level summary document provided with the pre-solicitation document – here is a direct link: [Summary document for V23 Ultrasound Consolidation](#)
5. Below is the outline on how vendors are to provide discounts. Section 3, Multi-Unit Discount, within the Instructions to Offerors lists the following:

3.2. Multi-unit discounts shall be nationwide, and based on the total number of line items purchased from this RFQ.

3.3. Multi-unit discounts shall be applied by equipment modality for the entire consolidation.

3.4. Specific line items will not be singled out or specified as a condition of providing multi-unit discounts.

Can vendors provide different discounts per product?

e.g.

Product line A 2 or more units 5% discount

Product Line B 2 or more units 4% discount + additional 6 months warranty

Etc.

This is all the same modality so we are fine with providing a model a discount structure that is specific to the model.

Toshiba questions for the VISN 23 Ultrasound Special Consolidation:

1. With elastography are you referring to Shearwave or Compression? Liver or Breast?
We are referring to both.
2. You have a single multi-frequency probe listed but that is it. We request further clarification
In the solicitation – *Each vendor is to respond with transducers that meet the criteria listed above. Please include all other transducers offered by your company in the optional section on the quotes.*
3. What is meant by same clinical applications trainer for each site and must be cleared by VISN 23 workgroup? Are you saying the same person would go to all 10 different sites?
Yes – it is expected that the same clinical applications trainer be available for all VISN 23 sites. In reference to a previous question - if you have a specialist for example with Fusion/Navigation that same specialist should be available for all sites.
4. None of the trade-ins have any probes listed with them? Are probes included on the trade ins?
Probes will be included on the trade in. We will provide a list of probe types and vendors are required to provide trade in values for each type.
The probes included in bid responses for all new 43 units are to reference specifications sheet, not the trade in list of probes.

An additional excel spreadsheet (titled: V23 Ultrasound- Trade In Information and Price Schedule) will be included in Amendment 3. Please provide trade in values for each base model and transducer in this spreadsheet. Tab 1 lists all base model units. Tab 2 lists all transducer models.

5. Do you require a biomedical training on each system? So Minneapolis would have 14???? Same with off-site training???

Each specification document includes details regarding specifics for that unit with respect to training, etc. Please also review the high level summary document provided with the pre-solicitation document – here is a direct link: [Summary document for V23 Ultrasound Consolidation](#)

6. Off-site Training: Can we setup a local offsite training at a central location?

Yes, the off-site clinical training could be conducted at a central location if all accommodations (i.e. conference room/class room space, etc.) and coordination of the training is included in the proposals.

Yes, the off-site biomedical/technical training could be conducted at a central location if all accommodations (i.e. conference room/class room space, etc.), coordination and the requirement for tuition/travel costs are included in the proposals. Additionally, the training must be equal to the training provided at vendors training facilities.

Questions asked during the call:

Hitachi-Aloka:

1. Contracts expire Feb. 2016 – and new items are not being allowed on to the contract. Can we propose new items that are not on contract for consideration?

No.

2. Can we propose no charge upgrades to systems that are not on contract?

Yes, if you've indicated as such on your quotes then we can accept it as such.

GE:

Clarifications:

Trade in – Vendors will be asked to submit a value for types of transducer and then those values will be applied to each order, after vendor selection is made, based on types of transducers being traded in at each location.

That is correct.

Offsite training – central location – there are approximately 39 offsite training classes in the specification – we are to ensure that even if we propose offsite training it should still accommodate the total number slots requested in each specification?

That is correct.

Neurologica:

Are we to submit 43 vendor work ups?

Yes

Off-site training? Include in proposal – any charges should be in the proposal as separate line items or included in the price of the base unit?

Vendor's choice, and please refer to previous answers about off-site training.

Philips:

No new questions

Siemens:

No new questions

Toshiba:

Not present on call