



To: Erlinda Roxas
Ventura County Medical Center

Prepared by: Jody Marshall, jody.marshall@telcor.com

Reviewed by: BC/CK/MAC

Quotation Date: 5/17/2023

Quotation Expiration: 12/15/2023

Licensee: County of Ventura

Licensee Address: 800 S Victoria Ave, Ventura, CA 93009 USA

Submit Purchase Order(s) Totaling: **\$65,057**

Regional QML:

Line Item Details – Section Summaries and Legends Below

Section	Item	Device Type	Facility	Comment	List	Qty	Adj	Amount
License	Q611.2SP: QML Base, Sybase (Medium)		Ventura County (Corp.)		\$9,894	1.00	(\$3,958)	\$5,936
License	Q238.2SP: Interface, Result HL7, Unsolicited		Ventura County (Corp.)	Cerner	\$9,330	1.00	(\$3,732)	\$5,598
License	Q202.2SP: Interface, ADT HL7		Ventura County (Corp.)	Cerner	\$9,330	1.00	(\$3,732)	\$5,598
License	Q802.0: Device Type/Product (Ambulatory/LTAC/LTC)	GeneXpert Xpress	Ventura County Ambulatory		\$3,673	1.00	()	\$3,673
License	Q602.1SP: Device Type/Product (Small)	i-STAT DE	Santa Paula Hospital		\$7,697	1.00	(\$1,539)	\$6,158
License	Q602.2SP: Device Type/Product (Medium)	NovaNet StatStrip Glucose	Ventura County Med Center	Includes Nova Lactate	\$13,359	1.00	(\$5,344)	\$8,015
License	Q602.1SP: Device Type/Product (Small)	NovaNet StatStrip Glucose	Santa Paula Hospital	Includes Nova Lactate	\$7,697	1.00	(\$3,079)	\$4,618
License	Q802.0: Device Type/Product (Ambulatory/LTAC/LTC)	NovaNet StatStrip Glucose	Ventura County Ambulatory	*	\$3,673	1.00	(\$3,673)	\$0
Support	QS611.2: QML Base, Sybase (Medium)		Ventura County (Corp.)		\$1,780	1.00	()	\$1,780
Support	QS238.2: Interface, Result HL7, Unsolicited		Ventura County (Corp.)		\$1,679	1.00	()	\$1,679
Support	QS202.2: Interface, ADT HL7		Ventura County (Corp.)		\$1,679	1.00	()	\$1,679
Support	QS802.0: Subscription Device Type/Prod. (Ambulatory)	GeneXpert Xpress	Ventura County Ambulatory		\$471	6.00	()	\$2,826
Support	QS602.1: Device Type/Product (Small)	i-STAT DE	Santa Paula Hospital		\$1,385	1.00	()	\$1,385
Support	QS602.2: Device Type/Product (Medium)	NovaNet StatStrip Glucose	Ventura County Med Center	Includes Nova Lactate	\$2,404	1.00	()	\$2,404
Support	QS602.1: Device Type/Product (Small)	NovaNet StatStrip Glucose	Santa Paula Hospital	Includes Nova Lactate	\$1,385	1.00	()	\$1,385
Support	QS802.0: Subscription Device Type/Prod. (Ambulatory)	NovaNet StatStrip Glucose	Ventura County Ambulatory		\$471	13.00	()	\$6,123
ThirdA	Q343.0: i-STAT DE Software - Prod		Ventura County (Corp.)		\$4,000	1.00	()	\$4,000
ThirdM	Q341.2: Sybase SQL Anywhere License per CPU - Prod		Ventura County (Corp.)		\$1,200	1.00	()	\$1,200
ThirdM	Q358.2: Sybase SQL Anywhere FIPS Encryption License - Prod		Ventura County (Corp.)		\$1,000	1.00	()	\$1,000

License Section Summary – TELCOR Software Products & Services (Remote Implementation)

License Adjustment: **(\$25,057)**

License Subtotal: **\$39,596**

Adjustments represent Nova agreement pricing

NovaNet StatSensor and/or StatStrip Lactate license and support included with NovaNet StatStrip Glu

This quotation is strictly confidential. Neither its terms nor process shall be shared with any individual or entity not employed by Licensee, except as required by law or legal process.

* Adjustment represents device type previously licensed at an inpatient or ambulatory location

Customer is responsible for working with the vendor, Cepheid, to determine and acquire the hardware configuration and/or device firmware version 6.2 or higher, if bi-directional functionality is desired.

Customer is responsible for acquiring the NovaNet device manager directly from Nova Biomedical to connect the Nova devices.

Misc Section Summary – Miscellaneous Customer-Requested TELCOR Professional Services

Misc Subtotal: \$0

Support Section Summary – TELCOR Software Support & Subscriptions, recurring annually unless otherwise noted

Support Subtotal: \$19,261

ThirdA Section Summary – Third-Party Annual Sublicense, Maintenance & Support, recurring annually

ThirdA Subtotal: \$4,000

ThirdM Section Summary – Third-Party Miscellaneous Software, Equipment & Accessories

ThirdM Subtotal: \$2,200

Quotation Total

Total All Sections: \$65,057

Submit Purchase Order(s) Totaling: \$65,057

Invoicing Milestones – TELCOR will generate an invoice for each defined Milestone, unless otherwise negotiated in the Terms & Conditions. All invoices are due as stated in the Terms & Conditions.

Please notify TELCOR Accounting (accounting2@telcor.com) if your organization is unable to process invoices based on these milestones.

SECTION	MILESTONE	DESCRIPTION
License	Placement of Order (“Order”)	50% of the License Subtotal reflected in the License Section Summary is invoiced at Order.
	First Productive Use (“FPU”)	The remaining 50% of <u>each</u> License section item is invoiced as <u>each</u> item reaches FPU, the timing of which may vary. <i>If FPU is <u>not</u> reached within twelve (12) months of Order, the balance may be invoiced. If any item on this Quotation fails to achieve FPU within twenty-four (24) months of Order, TELCOR will consider that item abandoned and will consequently cancel that portion of the Order. In the event of such cancellation by TELCOR, all fees already paid by Licensee for that item will be non-refundable. To move forward, the item must be repurchased at the then-current price.</i>
Misc	Completion	Fees for each Misc section item are invoiced as the services are completed, unless otherwise indicated in the Item description.
Support	FPU	Fees for each Support section item are invoiced as the <u>first</u> of <u>each</u> line item reaches FPU. Fees may be prorated to maintain a single annual term. Notwithstanding anything to the contrary herein, or in the Agreements, the Software included in this proposal is being provided for Licensee’s use for so long as the payments remain current. Nonpayment of the fees will result in revocation of use.
ThirdA	Shipment	Fees for ThirdA section maintenance items are invoiced at shipment, then annually thereafter. Fees may be prorated to maintain a single annual term.
	FPU	Fees for ThirdA section software items are invoiced at FPU, then annually thereafter. Fees may be prorated to maintain a single annual term.
ThirdM	Shipment	Fees for ThirdM section connectivity equipment and accessories are invoiced at shipment.
	Remote Installation	Fees for specific ThirdM section software (i.e., Sybase, Terminal Emulation and Terminal Services Client Access Licenses) are invoiced at remote installation.

This quotation is strictly confidential. Neither its terms nor process shall be shared with any individual or entity not employed by Licensee, except as required by law or legal process.

Order Processing

TELCOR will contact you within two (2) weeks from receipt of the completed Order to begin working with you to coordinate your specific prerequisites. We will assign an implementation project analyst for your project once all of the prerequisites are complete.

Terms & Conditions

1. All quoted prices and payments are required to be in US Dollars. Licensee is responsible for any sales and/or use tax, interest and penalties.
2. **ALL AMOUNTS PAID TO TELCOR ARE NON-REFUNDABLE AND NON-TRANSFERABLE.**
3. Licensee is responsible for providing hardware and resources that meet the published Configuration Requirements.
4. Unless otherwise agreed in the agreement(s) between TELCOR and Licensee, invoices are due within thirty (30) days of receipt. Licensee shall be responsible for all cost of collection of unpaid invoices, including TELCOR's attorneys' fees.
5. **Terms appearing on any of Licensee's purchase orders, or any other document, that are found to be additional, different, or conflicting with the terms of the license and support agreements executed by the parties hereto or this Quotation (collectively, the "Agreements") shall be set aside and given no effect, and shall not become part of the Agreement. Issuance of any purchase order, payment or acceptance pursuant to this Quotation shall constitute Licensee's agreement to all terms contained within the Agreements.**

*All trademarks, service marks, trade names, trade dress, product names and logos appearing in this document are the property of their respective owners.
TELCOR Inc retains all right, title, interest, ownership, and intellectual property rights in all Line Items listed herein, unless otherwise owned by a Third-Party
for which TELCOR has provided such Line Items to Licensee strictly for Licensee's use in conjunction with TELCOR products.*