
A GLOBAL LEADER IN PATIENT MONITORING, ANESTHESIA AND ULTRASOUND SYSTEMS

PROPOSAL FOR:

San Bernardino County on behalf of ARROWHEAD REGIONAL MEDICAL CTR

PREPARED BY:

Justin Rosenthal

Jul 18, 2025



monitoring | anesthesia | ultrasound

Proposal Summary

Proposal Date: Jul 18, 2025
Proposal Number: Q-171085
Proposal Exp. Date: Nov 30, 2025
Sales Rep: Justin Rosenthal
Proposal For: San Bernardino County on behalf of ARROWHEAD
REGIONAL MEDICAL CENTER

Mindray DS USA, Inc.
800 MacArthur Blvd.
Mahwah, NJ 07430
Tel: 201-995-8000
Fax: 800.266.9624

Contact: Sonny Alforja
Title: Trauma
Phone: Program
Email: Manager909-
580-4242
Alforjas@armc.sbcounty.gov

Total Price By Department

Group1

Department Name	List Price	Departmental Discount	Net Price
Group1	USD 437,025.00	USD -262,530.00	USD 174,495.00
Group1 TOTAL:			USD 174,495.00

TOTAL: USD 174,495.00

To: Sonny Alforja
San Bernardino County on
behalf ARROWHEAD
REGIONAL MEDICAL
CENTER

400 NORTH PEPPER AVE.
COLTON, CA 92324

Affiliation: VIZ3

Sales Representative: Justin Rosenthal
Quote Number: Q-171085

Proposal Date: Jul 18, 2025

Phone: +1 9492310684
E-mail: j.rosenthal@mindray.com

Group1

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
1	121-002254-00	TE X Plus Diagnostic Ultrasound System Sales BOM (2149E-PA00002) Four transducer connectors, 23.8-inch Seamless Touch Screen, iBeam™ (Spatial Compounding Imaging), iClear™ (Speckle Suppression Imaging), iTouch™ (Auto Image Optimization), Smart Track (Real Time Color Flow Tracking and Optimization), Qpath™ Access, CW Doppler, TDI Tissue Doppler, Smart TTQA, Auto EF Plus, Auto DFR (Auto Diastolic function E/ A E/E' measurement), Smart Echovue(Auto detect the heart standard plane), Smart B-Lines, Smart VTI, Smart IVC, Shock Application #Shock diagram and workflow), Respiration Application (Respiration diagram and workflow), Trauma Application #Trauma/eFast diagram and workflow), iWorks, Smart FHR OB1, Smart Nerve (Auto detect Brachial plexus), DICOM Basic, HL7 worklist, MPPS, Query/Retrieve & Dicom Structured Report for Cardiac, Vascular, OB/GYN, Breast, Small parts, Abdomen, Shared Service Package include: Abdomen/General, Obstetrics, Gynecology, Cardiac, Small parts, Urology, Vascular, Nerve, Emergency & Pediatric package, ClamAV #anti-virus SW under Linux), iScanHelper, Lithium-ion Battery Pack (6 Battery Configuration), Mobile Trolley Retractable Cord & Towlette Holder, Internal Wifi	USD 92,500.00	USD 46,250.00	3	USD 138,750.00
2	110-008993-00	iNeedle™ (Needle Visualization Enhancement)	USD 2,500.00	USD 0.00	3	USD 0.00
3	120-018883-00	SC6-1s convex array transducer. Suggested applications: Adult Abdominal, Pediatrics Gynecology, Obstetrics, Vascular, Musculoskeletal	USD 12,500.00	USD 6,250.00	3	USD 18,750.00
4	120-002703-00	SP5-1s single crystal phased array transducer. Suggested applications: Adult Cardiac, Pediatric Cardiac, Adult Cranial, Adult Abdominal. Bandwidth*: 1.1-4.4 MHz. Needle guide bracket: NGB-011	USD 12,500.00	USD 6,250.00	3	USD 18,750.00

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
5	803-071081-00	UIS Total Care Program covers four (4) mail-in exchanges or repairs for EACH Total Care Program on covered product (unit or standard transducers) subjected to physical damage or abuse during the standard warranty period. Total Care also includes three (3) battery exchanges and a system loaner. Loaner availability is limited and must be requested during regular business hours, Monday – Friday 8:30am – 5:30pm ET, excluding holidays. The Total Care agreement will be considered fully utilized and expired when all “allowable” exchanges (unit or transducers) are consumed, regardless of the term end date. Coverage excludes non-standard transducers. Total Care Cart and Total Care VNS Transducer coverage can be purchased separately.	USD 11,175.00	USD 0.00	3	USD 0.00
6	COMPETITIVE-TRADE-IN	Competitive Trade In	USD 0.00	USD -2,085.00	3	USD -6,255.00
7	GRP-LOYALTY-TEX	Loyalty Customer, No Charge Transducers: Choose only one per trade in.	USD 0.00	USD 0.00	3	USD 0.00
8	120-012542-00	L12-3RCs Ultrasonic Transducer	USD 12,500.00	USD 0.00	3	USD 0.00
9	115-081986-00	Air Station Trolley Component (wireless charging dock station)	USD 2,000.00	USD 1,500.00	2	USD 3,000.00
10	115-081976-00	TE X Charging module on the back of Cart	USD 1,000.00	USD 750.00	2	USD 1,500.00
Group1 TOTAL:						USD 174,495.00

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Affiliation Notes:

Vizient Supply, LLC - Tier 3

Ultrasound Agreement #XR0923 - Standard five year warranty on M7, M9, TE5, TE7, ME8 & DC8 Expert Ultrasound Machines & Transducers (Excluding 4D & TEE Transducers - Standard one year). Ultrasound Accessories - 1 Year Warranty, 6 Month Warranty for Batteries. Resona7 & Resona I9 Ultrasound Machine & Transducers - Standard 5 Year Warranty. DC-70 is 3 year warranty.

ZS3 ultrasound systems include a 5 year warranty except for the TEE, 3d and Aux transducers which all carry a 1 year warranty. Z.One Emerald systems include a 5 year warranty except for the TEE and any refurbished transducers which carry the first year warranty. First year warranty on the Z.One PRO system includes labor and software updates.

Mindray Certified Refurbished ultrasound systems and transducers (excluding specialty transducers): One (1) year.

Patient Monitoring Agreement #CE7634 - Standard One Year-On Site Warranty for parts & labor on Passport Monitors, T1 Monitor, Gas Module & Central Stations. Standard Three Year Mail-In Warranty on Accutorr Monitors. N Series Monitors - Standard 5 year warranty. EPM Monitors - Standard 3 Year

Anesthesia Agreement #CE7153 - Standard 3 year Warranty

EXCEPTION: DEMO EQUIPMENT (12 MONTHS ONLY)

Payment Terms:

NET 45 DAYS (Subject to Credit Approval)

Shipping Terms:

F.O.B. SUPPLIERS Dock (Freight & Insurance Prepaid on Contracted Products Only)

"To ensure on-time delivery of your orders, Mindray may drop ship products directly from our overseas factories or distribution warehouses"

Proposal Notes:

Product Notes:

Biomedical training credits issued to customers at the time of sale, are for the sole use of employees of the facility purchasing the equipment, and are non transferable.

Central Station - Hospitals, or buying groups, that require special containment procedures while opening plenum spaces including the use of a negative chamber tent system will be billed separately for the containment costs. These cost will include, but not be limited to, rental of a containment system, plus the additional cost incurred by the cable installer and the Mindray Representative who are required to use the system. This will also apply to any containment costs incurred after the installation for Mindray Representatives when performing maintenance on the system.

Trash Removal responsibility

Mindray is not responsible for the disposal of packing material associated with newly installed Mindray products. Mindray will work with the customer to collect and centralize the packing material for ease of disposal by the customers' personnel. The customer will be responsible for sorting and disposal of packing material.

De-Installation of existing cabling

Mindray is not responsible for the de-installation of existing cabling associated with an existing patient monitoring system. Mindray will provide this service on a time and material basis in the event that the customer would like to have this work done by Mindray at the time of the installation. Customer will be responsible for pulling of cable and certification, if these items are not charged on the body of this quote.

Fiber Optics Requirements

In the event that fiber optics network runs are necessary due to the location of the central rack, then it will be the customer's responsibility to add the necessary fiber optic run(s). Mindray Technology service will provide this service on a T+M basis in the event that the customer would like to have this work done by Mindray.

Pricing for cable pull and certification is based on nonunion labor. If Union labor is required customer will be invoiced for any additional cost. Pricing for cablepull includes installation of cables above ceilings or any horizontal/vertical pathways and shall be supported per BISC1 standards utilizing communications rated J-hooks. Pricing does not include major structural changes to go between walls or floors, e.g., penetration of interior or exterior cement walls or the installation of conduit/Raceway.

Certified Refurbished products is subject to inventory availability.

This Quote may be executed in any number of counterparts, each of which so executed shall be deemed to be an original, and such counterparts shall together constitute one and the same Quote. The parties shall be entitled to sign and transmit an electronic signature of this Quote (whether by facsimile, PDF or other email transmission), which signature shall be binding on the party whose name is contained therein. Each party providing an electronic signature agrees to promptly execute and deliver to the other party an original signed Quote upon request.

Product Notes:

Please complete at time of purchase:

Uncrating Needed: YES / NO

Receiving Dock Hours: _____

Debris Removal: YES / NO

Lift Gate Required: YES / NO

Prior Notification: YES / NO

Inside Delivery Required: YES / NO

Contact Name: _____

Department: _____

Contact Phone #(s) _____

E-mail Address(s) _____

Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.

This quotation contains no provisions for Biomedical training tuition or credits.

If your terms are Cash-in-advance, please remit check directly to:

Mindray DS USA, Inc. 24312 Network Place, Chicago, IL 60673-1243

Total Price By Department

Group1

Department Name	Departmental Discount	List Price	Net Price
Group1	USD -262,530.00	USD 437,025.00	USD 174,495.00
Group1 TOTAL:			USD 174,495.00

TOTAL: USD 174,495.00

Quotation

Total List Amount	USD 437,025.00
Total GPO Discount	USD 177,750.00
Total Additional Discount/TradeIn	USD 84,780.00
Total Net Amount	USD 174,495.00

Mindray Capital Leasing Options

Monthly Lease Payment Amount:

36 months USD 5,569.88
48 months USD 4,337.95
60 months USD 3,598.09

Leasing Notes:

This quote is non-binding and is subject to credit approval and acceptance by Mindray Capital. Monthly payments do not include applicable freight and taxes.

Total Net Price For Purchase:

USD 174,495.00

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Affiliation: VIZ3

Title of Buyer	Printed Name of the Buyer
Chair, Board of Supervisors	San Bernardino County on behalf of Arrowhead Regional Medical Center Dawn Rowe

Purchase Order Number	Date	Signature of the Buyer

Ship to Address: Arrowhead Regional Medical Center, 400 N. Pepper Avenue, Colton, CA 92324

Bill to Address:

Mindray North America now has a \$150 minimum order policy.
Unless otherwise stated, the total net price of this quotation does not include, freight or sales tax.