

The Grady Memorial Hospital Corporation  
d/b/a

# GRADY HEALTH SYSTEM

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**Remarkable Service Exceptional Care**

**GRADY HEALTH SYSTEM**

**REQUEST FOR PROPOSAL  
(RFP)**

**FOR  
ENTERPRISE PATIENT MONITORING SOLUTIONS**

**RFP# 26003TM**

**Request for Proposal Posted: *July 15, 2026*  
Proposal Due: *September 15, 2026, by 2:00PM***

## **SECTION 1: GRADY HEALTH SYSTEM BACKGROUND**

Grady Health System (GHS) is one of the largest safety net health systems in the nation. Grady consists of the 953-bed Grady Memorial Hospital, six neighborhood health centers, Crestview Health & Rehabilitation Center, and Children's Healthcare of Atlanta at Hughes Spalding, which is operated as a Children's affiliate. As a leading academic healthcare institution, Grady is committed to delivering high-quality, patient-centered care to diverse populations across a wide range of clinical settings.

Grady is nationally recognized for its excellence in emergency medicine, trauma care, and specialized clinical services. As Atlanta's premier Level 1 trauma center and the metro area's only nationally verified Level 1 trauma center, Grady plays a vital role in delivering life-saving care to critically ill and injured patients. Grady EMS serves as the 911 ambulance provider for the City of Atlanta, South Fulton County communities, and numerous counties throughout Georgia, delivering emergency medical services to thousands of patients each year. Grady also operates Georgia's first Mobile Stroke Unit, bringing advanced stroke care directly to patients in the field to improve outcomes and reduce treatment delays.

In addition to its emergency and trauma capabilities, Grady provides a broad range of highly specialized services and programs. Its Burn Center, verified by the American Burn Association and the American College of Surgeons, is one of only two such centers in Georgia. The Marcus Stroke and Neuroscience Center is designated as an Advanced Comprehensive Stroke Center by The Joint Commission, reinforcing Grady's leadership in neurological and stroke care. Other notable programs include Grady's Regional Perinatal Center and Neonatal Intensive Care Unit, Georgia's first Cancer Center for Excellence, The Avon Comprehensive Breast Center, the Georgia Comprehensive Sickle Cell Center, and the Ponce de Leon Center, one of the nation's leading HIV/AIDS outpatient clinics.

Grady's commitment to clinical excellence extends beyond direct patient care and includes the strategic use of technology to improve patient outcomes, enhance operational efficiency, and support clinical decision-making. The organization has earned HIMSS Analytics Stage 7 designation, the highest recognition for electronic medical record adoption and utilization, reflecting Grady's dedication to leveraging advanced technology to improve healthcare delivery and patient safety.

Given the complexity and scale of its clinical operations, Grady requires a robust, reliable, and scalable enterprise patient monitoring solution capable of supporting care delivery across multiple clinical environments, including acute care, emergency departments, procedural areas, critical care units, and ambulatory settings. The patient monitoring solution must support clinicians with real-time, accurate patient data, enhance alarm management, improve workflow efficiency, and facilitate timely clinical intervention.

Grady Health System is seeking a strategic partner to provide a comprehensive enterprise patient monitoring solution that aligns with its mission of delivering exceptional patient care. The selected solution must integrate seamlessly with Grady's existing clinical and technical infrastructure, including electronic medical record systems, biomedical systems, and network architecture. In addition to advanced monitoring technology, Grady seeks a partner capable of providing implementation support, staff training, cybersecurity protections, ongoing maintenance, software upgrades, and long-term service support.

The proposed solution should demonstrate flexibility, interoperability, scalability, and innovation to meet Grady's current needs while supporting future growth and evolving clinical demands. Through this initiative, Grady aims to standardize and optimize patient monitoring capabilities across the enterprise to enhance patient safety, improve clinical outcomes, and strengthen operational performance.

## **SECTION 2: OVERVIEW, QUALIFICATIONS & EXPERTISE**

Grady Health System (GHS) is seeking proposals from qualified vendors capable of providing a comprehensive enterprise patient monitoring solution that supports care delivery across high-acuity, intermediate, procedural, and transport environments. The proposed solution must be scalable, reliable, and capable of meeting the complex clinical and operational needs of a large academic safety net health system.

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The patient monitoring solution must provide advanced monitoring capabilities that support continuous, real-time patient assessment and clinical decision-making across multiple care settings, including emergency departments, intensive care units, step-down units, procedural areas, and patient transport environments. The solution should enhance patient safety, improve workflow efficiency, and support rapid clinical intervention through accurate, timely, and actionable patient data.

Grady requires a solution that is fully interoperable with existing clinical and technical infrastructure, including electronic medical record (EMR) systems such as Epic, biomedical systems, and network architecture. Vendors must demonstrate the ability to integrate seamlessly with existing platforms to ensure secure data exchange, streamlined workflows, and improved clinical documentation.

Vendors responding to this RFP must possess demonstrated experience in delivering enterprise-level patient monitoring solutions within large, complex healthcare environments, preferably within health systems comparable in size, scope, and complexity to Grady Health System. Preference will be given to vendors with a proven track record of successful implementation in acute care hospitals, trauma centers, and large integrated health systems.

Respondents must demonstrate expertise in the following areas:

Enterprise patient monitoring technologies across multiple care settings

Clinical interoperability and EMR integration

Alarm management and workflow optimization

Cybersecurity and data protection measures

Implementation planning and system deployment

Clinical training and change management support

Ongoing maintenance, technical support, and lifecycle management

Vendors should clearly describe their organizational qualifications, years of industry experience, financial stability, and overall ability to support Grady's operational and strategic objectives. Proposals should include relevant client references, case studies, and examples of successful implementations in similar healthcare environments.

Additionally, vendors must demonstrate the ability to provide a comprehensive implementation strategy, including project governance, resource allocation, training, go-live support, and post-implementation optimization. Grady expects the selected vendor to serve as a strategic partner by providing ongoing support, software updates, system enhancements, and proactive recommendations that align with evolving clinical and technological requirements.

The selected solution must demonstrate flexibility, scalability, reliability, and innovation to support Grady's current needs while accommodating future growth and technological advancement. Grady seeks a vendor partner committed to delivering a high-quality patient monitoring solution that enhances patient care, improves operational efficiency, and supports long-term organizational success.

### **Vendor Registration**

All vendors are required to complete a Vendor Registration Application through the GHS electronic vendor registration process once awarded a contract and all representatives must register prior to visiting any location or department of the health system. All fees due are the responsibility of the awarded Vendor and their associates. The registration allows GHS to manage the vendors supplying critical services to the health system, profile of the vendors and all representatives that visit the health system. The electronic Vendor Registration Application can be completed on the GHS website at [www.gradyhealth.org/suppliers](http://www.gradyhealth.org/suppliers).

### **Qualifications & Expertise**

Grady Health System (GHS) requires the successful Vendor to demonstrate the highest standards of integrity, professionalism, confidentiality, and ethical business practices. The successful Vendor must possess specialized knowledge, technical expertise, and demonstrated experience in providing enterprise patient monitoring solutions and related services within complex healthcare environments.

Vendors must demonstrate the ability to successfully provide scalable, reliable, and interoperable patient monitoring solutions that support Grady Health System's clinical, operational, and strategic objectives. Preference will be given to Vendors with demonstrated experience supporting large health systems, academic medical centers, trauma centers, and multi-site healthcare organizations.

The Vendor shall provide comprehensive responses to the following qualification requirements:

1. Provide a brief history of the organization, including years in business, primary service offerings, and relevant experience in delivering enterprise patient monitoring solutions. Include details regarding any corporate restructuring, mergers, acquisitions, or reorganization occurring within the last three (3) years.
2. Provide the Vendor's corporate headquarters address, office locations, geographic service coverage, and documentation demonstrating financial stability, including financial statements, annual reports, or other relevant supporting materials.
3. Identify the legal name and business address of the entity or individual that will serve as the contracting party under any resulting agreement. Include the Vendor's business telephone number, fax number, website, and primary email address.
4. Indicate the Vendor's ownership structure, including whether the organization operates as a sole proprietorship, partnership, corporation, joint venture, or limited liability company, as well as the state of incorporation and parent company, if applicable.
5. Provide the name, address, and telephone number of the point of contact that will serve as the authorized negotiator(s) for the Vendor. The authorized negotiator shall have the authority to act on behalf of the Vendor and make binding commitments for the Vendor and any sub-consultants concerning this RFP.
6. Please disclose any ownership and/or relationships with Grady Health System and /or the Grady Memorial Hospital Corporation d/b/a Grady Health System.
7. Disclose whether the proposing entity, or any shareholder, member, partner, officer, director, or employee thereof, is currently involved in pending litigation, arbitration, administrative proceedings, or threatened claims that may directly or indirectly impact Grady Health System or The Fulton-DeKalb Hospital Authority.
8. Disclose the name and title of any of Grady Health System's and/or The Fulton-DeKalb Hospital Authority board members, officers, administration, employees, contracted employees or independent contractors that are employed by or affiliated with the Vendor's organization. This includes but is not limited to the Vendor's board members, committee members and advisors to the Vendor's organization, holding company or any owned subsidiary. This disclosure will apply to anyone affiliated with Grady Health System per its description in Section 1 above.
9. Describe the Vendor's experience implementing enterprise patient monitoring solutions for healthcare organizations of similar size, complexity, and clinical scope as Grady Health System.
10. Describe the Vendor's experience supporting high-acuity clinical environments, including but not limited to emergency departments, intensive care units, step-down units, procedural areas, transport environments, and freestanding emergency departments.

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11. Describe the Vendor's expertise in system interoperability and integration with healthcare technologies, including electronic medical record (EMR) systems such as Epic.
12. Provide a detailed overview of the Vendor's implementation methodology, including project governance, staffing, resource allocation, training, go-live support, and post-implementation optimization strategies.
13. Describe technical support capabilities, including service desk availability, escalation procedures, response times, software upgrades, cybersecurity protections, and lifecycle management processes.
14. Indicate whether the Vendor is the manufacturer, authorized distributor, reseller, or implementation partner for the proposed solution and include any relevant certifications, partnerships, or manufacturer authorizations.
15. Provide a minimum of three (3) client references for organizations of similar size and scope where comparable enterprise patient monitoring solutions have been successfully implemented.
16. For each reference, include the organization name, primary contact name and title, telephone number, email address, scope of implementation, and duration of the business relationship.
17. As a guiding principle of this partnership, Grady Health System is committed to working with organizations that demonstrate responsible environmental and sustainable business practices. Please describe your organization's sustainability initiatives, environmental impact reduction efforts, policies, practices, and processes. Include any relevant sustainability goals, certifications, waste reduction programs, energy efficiency initiatives, product lifecycle management, recycling programs, packaging reduction efforts, or other environmental stewardship activities that support your organization's commitment to sustainability.

### **SECTION 3: PROPOSAL EVALUATION, SELECTION PROCESS, AND SCHEDULE**

**Questions Due: July 31, 2026**

**\*GHS response to questions will be emailed to all responders: August 7, 2026**

**Response Due Date: September 11, 2026**

**\*Presentations and Interviews: TBD**

**\*Award Recommendation: TBD**

**Vendor to start TBD**

*\* Date(s) are subject to change*

### **SECTION 4: SPECIFICATIONS / DESCRIPTION**

**§ 4-A Scope of Services:** The selected Vendor(s) shall provide a comprehensive, fully integrated enterprise patient monitoring solution for Grady Health System (GHS). The proposed solution shall include all equipment, software, implementation services, training, maintenance, and ongoing support necessary to ensure continuous, accurate, secure, and reliable patient monitoring across all applicable clinical care settings.

The solution must support patient care delivery across Grady Health System's existing facilities, including Grady Memorial Hospital, outpatient clinical locations, procedural areas, transport environments, the newly established Freestanding Emergency Department (FSED) in South Fulton, and the soon-to-open Grady South campus. The proposed solution must be scalable to support future organizational growth, expansion, and evolving clinical needs.

Vendors shall provide a complete solution that enhances patient safety, improves clinical workflow efficiency, supports timely clinical decision-making, and enables interoperability across Grady's clinical and technical infrastructure.

The Scope of Service shall include, but not limited to, the following:

1. Provide all patient monitoring equipment, devices, accessories, software, licensing, and related components necessary for a fully operational enterprise patient monitoring solution
2. Equipment may include, but not limited to:
  - Bedside patient monitor
  - Central monitoring stations
  - Telemetry systems
  - Transport monitors
  - Portable monitoring devices
  - Associated accessories and peripherals
3. All equipment shall be new, current-generation technology and compliant with all applicable healthcare industry standards, regulatory requirements, and manufacturer specifications.
4. Equipment must support monitoring of applicable patient parameters, including but not limited to ECG, SpO2, NIBP, IBP, temperature, respiration, EtCO2, and other clinically relevant measurements.
5. The proposed solution must be integrated seamlessly with Grady's existing technology environment, including:
  - Electronic Medical Record (EMR) systems such as Epic
  - Biomedical systems
  - Network infrastructure
  - Clinical communication platforms
6. The solution must support secure data exchange, interoperability, cybersecurity protections, alarm management, and centralized monitoring capabilities.
7. Provide a comprehensive implementation plan for deployment across Grady Health System facilities.

8. Implementation services shall include project planning, installation, system configuration, testing, validation, and go-live support.
9. Vendors shall provide implementation timelines, resource requirements, dependencies, and risk mitigation strategies.
10. Provide comprehensive training for clinical staff, biomedical teams, IT support staff, and system administrators.
11. Training shall include:
  - Initial end-user training
  - Administrative training
  - Technical support training
  - Refresher training as needed
  - Service support training for Clinical Engineering preferably 4 seats
12. Vendors must provide training materials, user documentation, and educational resources.
13. Provide ongoing maintenance, preventive service, technical support, software updates, and break/fix services for all hardware and software components.
14. Support services shall include:
  - Preventive maintenance
  - Break/fix services
  - Software upgrades and updates
  - Help desk support
  - Escalation procedures
  - Replacement equipment as needed
15. Vendors must provide service level agreements (SLAs), response times, escalation procedures, and support coverage details
16. Provide warranty coverage for all equipment, software, and related components.
17. Describe lifecycle management services, including upgrade paths, equipment refresh recommendations, obsolescence planning, and future scalability options.
18. The selected vendor shall serve as a strategic partner to Grady Health System by providing proactive recommendations, system optimization strategies, and continuous support to ensure long-term success, and continuous support to ensure long-term success.
19. The Vendor must demonstrate the ability to support Grady's future growth, expansion, and evolving clinical and operational needs through scalable and innovative monitoring solutions.

**§ 4-B Requirements / Specifications:** The selected Vendor shall furnish all labor, materials, equipment, software, accessories, implementation resources, and supervision necessary to provide a fully integrated enterprise patient monitoring solution for Grady Health System (GHS). The proposed solution must be designed to support Grady's complex clinical environment and provide continuous, reliable, and accurate patient monitoring across all applicable care settings.

At a minimum, the proposed solution must meet the following requirements and specifications:

1. Deliver a fully operational, enterprise-wide patient monitoring system capable of supporting clinical operations across Grady Health System, including Grady Memorial Hospital, outpatient clinical settings, procedural areas, transport environments, the Freestanding Emergency Department (FSED) in South Fulton, and the soon-to-open Grady South campus.
2. Support multiple patient acuity levels across the health system, including high-acuity, intermediate-acuity, procedural, emergency, and transport care environments.
3. Provide advanced monitoring capabilities to support continuous monitoring of critical patient parameters, including but not limited to:
  - ECG
  - SpO2
  - NIBP
  - IBP
  - Temperature
  - Respiration
  - EtCO2
  - Additional clinical monitoring parameters as required

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4. Ensure seamless integration and interoperability with Grady's existing clinical and technical infrastructure, including:
  - Electronic Medical Record (EMR) systems such as Epic
  - Biomedical Systems
  - Network infrastructure
  - Clinical communication systems
5. Support secure data exchange, centralized monitoring, alarm notification, clinical workflow optimization, and real-time clinical decision support.
6. Include all necessary hardware, software, licensing, interfaces, accessories, and peripherals required for full system functionality.
7. Provide implementation and deployment services, including project planning, installation, system configuration, testing, validation, and go-live support.
8. Provide comprehensive training for clinical staff, IT teams, biomedical teams, and system administrators to ensure effective adoption and utilization of the proposed solution.
9. Provide ongoing service, preventive maintenance, break/fix support, software updates, upgrades, and technical support to ensure continuous system performance and reliability.
10. Maintain clearly defined service level agreements (SLAs), including response times, escalation procedures, service coverage hours, and issue resolution expectations.
11. Provide cybersecurity protections, software patch management, and system safeguards to protect patient data, maintain regulatory compliance, and minimize operational risk.
12. Demonstrate scalability and flexibility to support Grady Health System's future growth, expansion, and evolving clinical and operational requirements.

**§ 4-C Term:**

The initial term of any agreement resulting from this Request for Proposal (RFP) shall be for a period of three (3) years, commencing on the effective date of contract execution.

Grady Health System (GHS) reserves the right to renew the agreement for up to two (2) additional one (1) year renewal terms upon mutual agreement of both parties and subject to satisfactory vendor performance, continued operational need, and approval by GHS.

## **SECTION 5: EVALUATION CRITERIA AND PROCESS**

The selection of the awardee to be engaged by GHS to accomplish the scope of work will be based on the following criteria that are utilized by the Technical Evaluation Team. The Technical Evaluation Team is comprised of members of the GHS staff.

### **§ 5-A Technical Proposal/Demonstrating an Understanding of the Services/Products Requested/Technical Modules**

Vendors must submit a comprehensive technical proposal that clearly demonstrates a thorough understanding of Grady Health System's operational, clinical, and technical requirements for the proposed enterprise patient monitoring solution. The technical proposal must provide sufficient detail to allow Grady Health System (GHS) to evaluate the Vendor's ability to successfully deliver, implement, integrate, and support the proposed solution.

Proposals must clearly demonstrate the Vendor's ability to comply with all requirements, specifications, and performance expectations outlined in this RFP. Failure to adequately demonstrate compliance with the requirements and specifications may result in the proposal being deemed non-responsive and excluded from further consideration.

At a minimum, the technical proposal shall include the following:

1. Provide a detailed description of the proposed enterprise patient monitoring solution, including all hardware, software, system modules, accessories, and related components.
2. Clearly describe how the proposed solution meets or exceeds each requirement and specification identified in this RFP.
3. A detailed overview of all technical modules and system components included in the proposed solution, including but not limited to bedside monitoring, central monitoring, telemetry, transport monitoring, alarm management, reporting, and analytics capabilities.
4. Documentation demonstrating system interoperability, integration capabilities, and compatibility with Grady Health System's existing enterprise systems and infrastructure.
5. Completed Medical Device Security (MDS2) documentation for all proposed devices, software applications, and related system components.
6. Product literature, specification sheets, architecture diagrams, and supporting technical documentation for all proposed equipment and software.
7. A detailed implementation methodology, including project governance, deployment strategy, installation approach, testing, validation, and go-live support.
8. A detailed training plan outlining training delivery, educational materials, and support for clinical staff, biomedical teams, IT personnel, and system administrators.
9. A detailed support model outlining ongoing technical support, preventive maintenance, software updates, escalation procedures, and service level commitments.
10. Any assumptions, limitations, exceptions, or deviations from the requirements outlined in this RFP.

Failure to provide sufficient technical details or demonstrate compliance with the requirements and specifications outlined in this RFP may result in the proposal being deemed non-responsive and excluded from further consideration.

### **§ 5-B Previous Experience on Projects of a Similar Nature/References**

Grady Health System (GHS) will review and evaluate the Vendor's prior experience in successfully delivering projects of similar size, scope, and complexity to the enterprise patient monitoring solution requested in this RFP. Evaluation will focus on the Vendor's demonstrated ability to provide high-quality products and services, meet project timelines, maintain cost controls, and deliver successful implementation outcomes within complex healthcare environments.

Particular consideration will be given to the Vendor's experience supporting large healthcare systems, academic medical centers, trauma centers, and multi-site healthcare organizations with operational and clinical requirements similar to Grady Health System.

Vendors must provide detailed information for a minimum of three (3) comparable projects completed within the past three (3) to five (5) years. Preference will be given to projects involving enterprise-wide patient monitoring implementations within large or complex healthcare environments.

For each reference project, Vendors shall provide the following information:

1. Name of the organization or healthcare system
2. Project location
3. Name, title, telephone number, and email address of the primary client contact
4. Brief description of the project scope, including products, services, and technical modules implemented
5. Description of the care settings supported (e.g., emergency department, ICU, telemetry, procedural, transport, ambulatory)
6. Project start date, completion date, and overall implementation timeline
7. Total project value or contract amount, if permissible
8. Summary of implementation outcomes, including performance improvements, operational efficiencies, or measurable results achieved
9. Description of any challenges encountered during implementation and how they were addressed

**§ 5-C Management Plan/Implementation/On Going Support**

GHS will review and evaluate the Vendor's proposed management structure, implementation approach, and ongoing support model to assess the Vendor's ability to successfully deliver and support the enterprise patient monitoring solution. Attention will be given to the Vendor's ability to provide effective leadership, strong project governance, qualified resources, timely implementation, and ongoing operational support.

Vendors must provide a detailed overview of the proposed project management team and implementation plan for the delivery, installation, integration, training, and support of the proposed solution. The response should clearly demonstrate the Vendor's approach to managing project timelines, coordinating resources, mitigating risks, and ensuring successful implementation with minimal disruption to Grady Health System's clinical operations.

At a minimum, Vendors shall provide the following information:

1. A detailed overview of the proposed project management structure, including organizational charts and reporting relationships for personnel assigned to this project.
2. Identification of all key personnel, consultants, subcontractors, and support staff who will be assigned to the project and involved in delivering the products and services specified in this RFP.
3. Biographical information and relevant qualifications for all key personnel, including education, certifications, experience, and areas of expertise.
4. A clear description of the roles and responsibilities of each team member throughout implementation and ongoing support.
5. Identification of the senior-level staff member(s) who will serve as the primary executive sponsor(s) and represent the Vendor during meetings, executive reviews, and strategic discussions with Grady Health System.
6. Biographical information for senior leadership or other key personnel whom the Vendor considers critical to governance, oversight, or long-term partnership with GHS.
7. A detailed implementation plan outline:
  - Project governance
  - Resource allocation
  - Implementation milestones
  - Deployment timeline
  - Installation approach
  - Testing and validation
  - Go-live support
8. Description of risk management strategies, escalation procedures, and contingency plans to address implementation challenges and minimize disruptions to patient care and operations.
9. A detailed training and transition plan for clinical staff, biomedical teams, IT support staff, and system administrators.

10. A detailed overview of the Vendor's ongoing support model, including:
  - Technical support structure
  - Help desk availability
  - Service escalation procedures
  - Response times
  - Preventive maintenance
  - Break/fix services
  - Software upgrades and updates
11. Description of service level commitments, performance monitoring, and continuous improvement processes used to support long-term operational success.
12. Sustainability and Corporate Responsibility  
Describe your organization's sustainability strategy and how your environmental and corporate responsibility practices will support Grady Health System throughout the life of this partnership. Include initiatives related to sustainable manufacturing, packaging, equipment lifecycle management, recycling or disposal programs, transportation efficiencies, carbon reduction efforts, and any measurable sustainability outcomes.

GHS will evaluate the Vendor's overall ability to provide strong project leadership, effective implementation management, sufficient staffing resources, and reliable ongoing support to ensure successful deployment and long-term performance of the enterprise patient monitoring solution.

#### **§ 5-D Cost Proposal**

Grady Health System (GHS) will evaluate pricing based on overall competitiveness, reasonableness, transparency, and total value. Vendors must provide a comprehensive cost proposal that clearly outlines all pricing associated with the proposed enterprise patient monitoring solution. Pricing must be complete, transparent, and inclusive of all costs necessary to deliver, implement, support, and maintain the proposed solution.

The cost proposal must include all pricing associated with equipment, software, licensing, implementation services, training, maintenance, support, warranty coverage, and any additional costs required for a fully operational solution. Pricing should clearly identify both one-time and recurring costs.

At a minimum, Vendors shall provide the following pricing information:

1. Detailed pricing for all proposed equipment, devices, accessories, peripherals, and related hardware components.
2. Detailed pricing for all software, licensing, subscriptions, interfaces, and associated system components.
3. Pricing for implementation services, including project management, installation, configuration, testing, integration, and go-live support.
4. Pricing for training services, educational materials, and end-user support.
5. Pricing for maintenance, preventive service, technical support, software updates, and ongoing service agreements.
6. Warranty pricing and warranty coverage details, including standard and optional extended warranty offerings.
7. Any recurring fees, annual service costs, subscription costs, or renewal costs.
8. Pricing for optional products, modules, services, upgrades, or value-added offerings not included in the base proposal.
9. Description of any discounts, incentives, rebates, bundled pricing, or cost-saving opportunities available to Grady Health System.
10. Pricing assumptions, exclusions, limitations, or conditions that may impact total cost.
11. Estimated total cost of ownership over a five (5) year period, including implementation, maintenance, upgrades, and recurring costs.

All pricing shall be submitted in U.S. dollars and must remain firm for a minimum of one hundred eighty (180) days following proposal submission unless otherwise stated by the Vendor.

GHS reserves the right to evaluate pricing in conjunction with all other evaluation criteria and will not make an award based solely on lowest cost. Cost proposals will be evaluated based on overall value, cost transparency, competitiveness, and alignment with Grady Health System's operational and strategic objectives.

## **SECTION 6: REPRESENTATIONS AND INSTRUCTIONS**

### **§ 6-A-1 Response Guidelines**

The information required by this RFP is comprehensive and necessary for accurate Vendor selection. Please be concise with answers. Each applicable question must be answered. For questions deemed not applicable, please state "not applicable".

Proposals must be completed and returned in the same format. Your RFP response, in its entirety, will be included in the subsequent contract negotiated between GHS and the selected Vendor. All documents shall be submitted electronically to email [gradyrfp@gmh.edu](mailto:gradyrfp@gmh.edu) include **RFP#26003TM and the name of the company submitting the proposal in the subject line of the email**. All responses to the RFP must be delivered to **TeNesha McGraw Senior Contract Specialist no later than September 11, by 2:00PM**. All forms in Appendices A, B and C must be signed by an officer of the firm having the authority to make such offers, verifying that the Proposal is valid and will remain valid.

Any cost incurred in the preparation and presentation of this response is to be absorbed by the Vendor. All documents submitted will become the property of GHS unless otherwise requested in writing by Vendor at the time of submission. Further, any materials submitted by Vendor that should be considered "**CONFIDENTIAL**" must be clearly marked as such. Submission of any materials, confidential or otherwise, will implicitly grant the right of use by the Corporation. All portions of the Proposal that are not designated as confidential will become part of the public record immediately following an award. Documents designated as confidential will be treated as such to the extent permitted by law, including but not limited to the Georgia Open Records Act.

### **§ 6-A-2 Submission Guidelines**

Vendors are forbidden to contact, directly or indirectly, anyone other than **TeNesha McGraw, Senior Contract Specialist**. **TeNesha McGraw** is the sole point of contact for this RFP during the RFP process. Contact with any person other than **TeNesha McGraw** is grounds for disqualification from this process. Vendors are also strictly forbidden to attempt to influence, through internal or external third-party sources the outcome of this RFP. Your submission to this RFP serves as your confirmation that you, your firm and anyone acting as an agent, representative or influencer on behalf of your firm has not engaged in any action that may be construed as an attempt to influence the outcome of this RFP. The vendor's proposal shall include, at a minimum, the following:

1. Executive Summary
2. Company Qualifications and References
3. Technical Proposal
4. Completed Attachment A- Technical Specifications Document
5. Completed Attachment B- Pricing Proposal Document
6. Terms and Conditions Signed Page
7. MDS2 Documentation for all proposed devices
8. Implementation Plan
9. Training Plan
10. Warranty and Services Agreement Information
11. Supplier Diversity Forms and Required Certifications
12. Any Additional Supporting Documentation

#### **Incumbent Transition Acknowledgment**

By submitting a response to this RFP, the incumbent supplier acknowledges and agrees that, in the event they are not selected for award, they will fully support and participate in a seamless transition of services. This includes extending the current agreement for the duration necessary to complete the transition, with no changes to existing pricing, terms, or service levels. The incumbent further agrees to cooperate in good faith to ensure continuity of operations and an efficient handoff to the awarded supplier.

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Submission of a proposal by an Incumbent Vendor and any resulting contract extension shall not obligate GHS to award a contract to the Incumbent Vendor, nor shall it be construed as a commitment by GHS to continue services beyond the extension period.

In the event the Incumbent Vendor is not selected for award, the Incumbent Vendor agrees to provide reasonable transition assistance, as requested by GHS, to facilitate a smooth and orderly transition of services to the newly awarded vendor. Transition assistance may include, but is not limited to, cooperation with GHS and the incoming vendor, knowledge transfer, documentation support, coordination activities, and other assistance necessary to minimize disruption to GHS operations. Unless otherwise approved in writing by GHS, all transition assistance shall be provided **at no additional cost** to GHS.

Failure to comply with any of the above stated guidelines may result in immediate disqualification. If you have any questions regarding this RFP, email your questions/concerns to **TeNesha McGraw, Contract Specialist** at [gradvrfp@gmh.edu](mailto:gradvrfp@gmh.edu).

#### **§6-A-3 RFP Terms and Conditions:**

Compliance with GHS terms and conditions are required for any Vendor selected to provide goods, equipment, or services by the awarding of any RFP.

#### **§ 6-A-4 RFP Completion Instructions:**

**Acceptance of Vendors Proposals:** GHS reserves the right to accept or reject any Proposal, change these specifications or waive any formalities. Should it be necessary to modify an application to fulfill the needs of GHS, GHS will retain exclusive rights of ownership and use of all design documents, programs, and documentation developed. The Proposals, as submitted, will be the basis for contract negotiations and will be included in any contract between GHS and the selected Vendor. Representations made within the Proposals will be binding on responding Vendor. Vendors responses should be written in a concise and forthright manner. Vendors may be excluded from further consideration for failure to fully comply with the specifications of this RFP, including the failure to return ALL required documents, as well as, not using the forms and files as included. GHS will not be responsible for any costs associated with Proposals as submitted.

**Vendor Selection:** GHS reserves the right to make an award based solely on the Proposals as submitted, or any other basis, or to negotiate further with one or more Vendors. The Vendor(s) selected will be chosen on the basis of greatest benefit to GHS, as determined by GHS, and not necessarily on the basis of the lowest price. Award of a contract, if any, resulting from this RFP, will be subject to the terms and conditions of GHS purchasing policies. Upon completion of the initial review and evaluation of the Proposals, selected Vendors may be invited to participate in oral presentations.

**Full Right of Selection and Rejection:** The right to reject in its entirety or to select an Vendor providing other than the lowest cost product is reserved. GHS reserves the right to select and award, at its option, the runner-up's Proposal in the event the selected offer for award or Vendor receiving the award, upon further review and solely in the opinion of GHS, fails to meet all qualifications or specifications or proves to be a selection not in the best interest of GHS.

**Proposal Open Record:** If a request to inspect the Proposal, or any portion thereof, is made by a third party, GHS will endeavor to treat all materials requested to be kept confidential and non-disclosed to the extent provided by the Georgia Open Records Act. The Vendor understands that GHS may be subject to the provisions of such Act together with the Uniform Trade Secrets Act. GHS will endeavor to inform the Vendor of any third party request for disclosure of such information pursuant to the Georgia Open Records Act or as may be otherwise made to GHS.

If the Vendor requests that such information be held confidential and not disclosed by GHS, the Vendor will assume the defense of such position, up to and including litigation, and will indemnify, save and hold harmless GHS, its officers and employees, from any expense, fees, costs or liability associated with such third party request or such litigation. If the Vendor does consider the Proposal or any portion thereof to contain confidential information, it shall submit a letter on the Vendor's letterhead signed by the owner or Chief Executive Officer, requesting that GHS treat the Proposal confidential and private information to the extent possible under Georgia law. Otherwise, the Vendor agrees that its' submission may be deemed as public information.

**Regulatory and Ethical Compliance:** No Proposal shall be accepted from, and no contract will be awarded to, any person, firm or corporation that, within the past five years, has been found in non-compliance with Georgia statutes or the standards and rules set by the Ethics Commission of the State of Georgia. (<http://www.ethics.state.ga.us>).

Prior to any contract award, GHS will verify that the prospective Vendor's company, officers and/or principals are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from transactions by any Federal

department or agency. This will be verified through the Office of Inspector General (OIG). If the Vendor and/or its principles appear on the OIG list, GHS reserves the right to reject the Vendor's Proposal and refuse award of a contract.

**Notice of Award:** The notice of award is issued by the Resource Management Department. Unsuccessful Vendors shall be notified in writing, after award has been made.

## **SECTION 7: SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES**

It is an overall objective of Grady Memorial Hospital Corporation d/b/a Grady Health System ("GHS") to encourage involvement by Small, Emerging, and Community-based businesses as contractors and suppliers in business activities generated by GHS, while assuring that such activities will be conducted in accordance with all applicable laws. It is the declared policy and intent of GHS to maximize participation by Small, Emerging, and Community-based businesses in all business contracting opportunities. GHS is committed to ensuring that Small, Emerging, and Community-based businesses have every opportunity to participate in contracting.

In adherence to GHS's commitment to Small, Emerging, and Community-based businesses & Equity, contracted GHS suppliers must clearly, as defined by GHS, demonstrate good faith efforts to achieve the Small, Emerging, and Community-based businesses goal set forth by reporting to GHS Direct Tier II goods and/or services purchased from Small, Emerging, and Community-based businesses certified by one (1) or more of the third-party certification agencies recognized by GHS. Such spending with Small, Emerging, and Community-based businesses will be monitored. In connection with such monitoring, Contractor will be required to report Small, Emerging, and Community-based businesses' Spend to GHS quarterly in a manner subject to GHS's sole discretion. Failure to meet the GHS Small, Emerging, and Community-based businesses objectives or to report in the manner prescribed by GHS shall be a material breach of any controlling contract between GHS and Contractor or vendor.

GHS prohibits discrimination based on race, color, gender, sex, religion, sexual orientation, national origin, or disability in connection with employment of any person, or the award of any contract. GHS will provide equal opportunities without regard to race, color, gender, sex, religion, sexual orientation, national origin, or disability, by requiring that any vendor doing business with GHS provide equal opportunity to persons and businesses employed by or contracting with the supplier of products and services to GHS. GHS expects that the policies, programs, and practices of its vendors/Contractors are implemented equitably and that Certified Small, Emerging, and Community-based businesses are afforded an equitable opportunity to share in contract/subcontract opportunities.

**Small, Emerging, and Community-based businesses. The goal for this contract is 30% of the total contract value.**

**Past Performance:** Offeror shall (1) summarize in writing its past performance for client healthcare institutions in actively fostering the participation of Small, Emerging, and Community-based businesses utilized by the institution, (2) provide three (3) or more client references for this purpose for whom it has provided applicable service to within the past two (2) years, with the name, phone number and e-mail address of a specific knowledgeable contact person for each such client reference.

**Present Commitment:** The offeror shall submit in writing its present commitment and business plan to facilitate and promote the participation of Small, Emerging, and Community-based businesses by completion of the attached Small, Emerging, and Community-based businesses Subcontracting Plan (DSSP). Small, emerging, and Community-based businesses used as Tier II contractors and suppliers must be certified by one or more of the 3rd-Party Certification Agencies recognized by GHS.

**Post-award performance:** The specific, measurable performance criteria included in the Proposal for present commitment to Small, Emerging, and Community-based businesses shall, subject to negotiation and mutual consent, become part of the awarded contract as specific, measurable requirements of vendor performance for the duration of the contract. Such spending with Small, Emerging, and Community-based businesses will be monitored. In connection with such monitoring, Vendor will be required to report to GHS monthly, in a manner subject to GHS's sole discretion, all direct and/or indirect certified spend with Small, Emerging, and Community-based businesses.

## **Definition: Small, Emerging, and Community-based businesses**

**(MBE) National Minority Supplier Development Council:** A minority-owned business is a for-profit enterprise, regardless of size, physically located in the United States or its trust territories, which is 51% owned, operated, and controlled by minority group members, defined as follows:

*Asian Indian* - A U.S. citizen whose origins are from India, Pakistan, or Bangladesh.

*Asian-Pacific* - A U.S. citizen whose origins are from Japan, China, Indonesia, Malaysia, Taiwan, Korea, Vietnam, Laos, Cambodia, the Philippines, Thailand, Samoa, Guam, the U.S. Trust Territories of the Pacific, or the Northern Marianas.

*African American* - A U.S. citizen having origins in any of the Black racial groups of Africa.

*Hispanic* - A U.S. citizen of Hispanic heritage, from any of the Spanish-speaking areas of the following regions: Mexico, Central America, South America, or the Caribbean Basin only.

*Native American* - A person who is an American Indian, Eskimo, Aleut, or Native Hawaiian, and regarded as such by the community of which the person claims to be a part.

**(WBE) Women's Business Enterprise National Council:** A Woman-Owned Business Enterprise is an independent business concern that is at least 51% owned and controlled by one or more women who are U.S. citizens or Legal Resident Aliens; whose business formation and principal place of business are in the US or its territories; and whose management and daily operation is controlled by one or more of the women owners.

**(LGBT) National Gay and Lesbian Chamber of Commerce:** A Lesbian, Gay, Bi-Sexual or Transgender Business Enterprise is a business that is at least 51% owned, operated, managed, and controlled by a LGBT person or persons who are either U.S. citizens or lawful permanent residents; who exercises independence from any non-LGBT business enterprise; has its principal place of business (headquarters) in the United States; and has been formed as a legal entity in the United States.

**(DOBE) DisabilityIN:** A disability-owned business enterprise (DOBE) is a for-profit business that is at least 51% owned, managed, and controlled by a person with a disability, regardless of whether that business owner employs person(s) with a disability.

### **Veteran Business Enterprise:**

***(VBE) Veteran-Owned Business*** - A small business that is at least 51% owned, operated, and controlled by one or more veterans.

***(DVBE or SDV) Service-Disabled Veteran-Owned Business*** - A small business that is at least 51% owned, operated, and controlled by one or more veterans with a service-connected disability.

***(DVE) Disadvantaged Veteran Enterprise*** – A business that is at least 51% owned by, and whose management and daily business operations are controlled by one or more veterans.

**U.S. Small Business Administration:** As defined by the Small Business Act, a small business concern is “one that is independently owned and operated, and which is not dominant in its field of operation.” *Small Business* -- Depending on the industry, ‘small’ is defined by either the number of employees or average annual receipts of a business concern. Website reference for size standards by NAICS code is [www.sba.gov/services/contractingopportunities/sizestandardstopics/index.html](http://www.sba.gov/services/contractingopportunities/sizestandardstopics/index.html).

***(SDB) Small Disadvantaged Business*** - A small business that is at least 51 percent owned, operated, and controlled by one or more individuals who are both socially and economically disadvantaged.

***(SBE) Small Business Enterprise*** - Includes businesses physically located in the United States or its trust territories that are independently owned and operated, not dominant in its field of operation, with 500 or fewer employees (maximum allowable employees to qualify as a Small Business Enterprise may be greater than 500, depending on your industry).

***HUB Zone Business*** - A small business operating in a "Historically Underutilized Business Zone." HUB zones are defined at <http://map.sba.gov/hubzone/init.asp>

*The Grady Memorial Hospital Corporation d/b/a Grady Health System*  
*Request for Proposal*

**BUSINESS IDENTIFICATION AND NONDISCRIMINATION**

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Yes              | No               |                |   |                 |   |                  |   |                 |   |       |   |  |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|------------------|----------------|---|-----------------|---|------------------|---|-----------------|---|-------|---|--|--|
| Small Business as defined by the US. Small Business Administration (SDB, SBE, Hub Zone)                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| Minority Business Enterprise (MBE)<br>If yes, please indicate the percentage of minorities who own, control, or operate your company:                                                                                                                                                                                                                                                                                                                                                                                                                               |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33%;">African American</td> <td style="width: 10%; text-align: center;">%</td> <td style="width: 33%;">Asian American</td> <td style="width: 10%; text-align: center;">%</td> </tr> <tr> <td>Hispanic/Latino</td> <td style="text-align: center;">%</td> <td>Pacific Islander</td> <td style="text-align: center;">%</td> </tr> <tr> <td>Native American</td> <td style="text-align: center;">%</td> <td>Other</td> <td style="text-align: center;">%</td> </tr> </table> | African American | %                | Asian American | % | Hispanic/Latino | % | Pacific Islander | % | Native American | % | Other | % |  |  |
| African American                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | %                | Asian American   | %              |   |                 |   |                  |   |                 |   |       |   |  |  |
| Hispanic/Latino                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | %                | Pacific Islander | %              |   |                 |   |                  |   |                 |   |       |   |  |  |
| Native American                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | %                | Other            | %              |   |                 |   |                  |   |                 |   |       |   |  |  |
| WOMAN-OWNED BUSINESS ENTERPRISE (WBE)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISE (LGBTE)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| DISABLED-OWNED BUSINESS ENTERPRISE (DOBE)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| DISABLED VETERAN BUSINESS ENTERPRISE OR VETERAN BUSINESS ENTERPRISE (DVBE, VBE, SDV)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| IS YOUR COMPANY CERTIFIED AS ONE OF THE BUSINESS DESIGNATIONS ABOVE?<br>If yes, please give the certifying agency and include a copy of your current certification with your bid response. The 3 <sup>rd</sup> party certifying agencies recognized and accepted by GHS are included.                                                                                                                                                                                                                                                                               |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |
| LOCAL SMALL BUSINESS<br>If so, please indicate which county your company is located in. Please include a copy of the business license with the address.<br>____ DeKalb    ____ Fulton    ____ Business location in both counties    ____ Other                                                                                                                                                                                                                                                                                                                      |                  |                  |                |   |                 |   |                  |   |                 |   |       |   |  |  |

**PART II - NONDISCRIMINATION POLICIES AND PROCEDURES**

|                                                                                                                                                                                                                                                  | Yes | No |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| Are you an individual who does not employ anyone?<br>If so, you do not need to complete the remaining questions.                                                                                                                                 |     |    |
| Does your company have an Equal Employment Opportunity/Affirmative Action statement posted on company bulletin boards?                                                                                                                           |     |    |
| Do you notify all recruitment sources in writing of your company's Equal Employment Opportunity/Affirmative Action employment policy?                                                                                                            |     |    |
| Do your company advertisements contain a written statement that you are an Equal Employment Opportunity/Affirmative Action employer?                                                                                                             |     |    |
| Do you belong to any unions?<br>If yes, have you notified each union in writing of your commitments to non-discrimination?                                                                                                                       |     |    |
| Does your company have a collective bargaining agreement with workers?<br>If yes, do the collective bargaining agreements contain non-discrimination clauses and/or your Equal Employment Opportunity policy covering all workers?               |     |    |
| Does your company, at least annually, maintain a written record of and review the Equal Employment Opportunity policy and Affirmative Action obligations with all employees, including those having any responsibility for employment decisions? |     |    |
| Do you conduct, at least annually, an inventory and evaluation of minority and female personnel for promotional opportunities and encourage these employees to seek, train, and prepare for such opportunities?                                  |     |    |
| Do you conduct, at least annually, a review of all supervisors' adherence to and performance under the vendors' and Contractor's Equal Employment Opportunity policies and Affirmative Action obligations?                                       |     |    |
| Is there a person in your company who is responsible for Equal Employment Opportunity? If so, please provide the name, phone number, and email address.                                                                                          |     |    |

Please explain any no answers, use additional paper as necessary:

Authorized Representative Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## **SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES SUBCONTRACTING PLAN (PROGRAM MANAGEMENT)**

***(TO BE SUBMITTED WITH BID)- SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES***

The following are questions concerning the efforts your company will make to ensure that Small, Emerging, and Community-based businesses will have an equitable opportunity to compete for lower-tier subcontracts associated with the Grady Health System agreement:

What product/service areas do you envision the inclusion of Small, Emerging, and Community-based businesses, and how is this determined? \_\_\_\_\_  
\_\_\_\_\_

How are the capabilities of small, emerging, and Community-based businesses determined by your company? \_\_\_\_\_  
\_\_\_\_\_

How will you ensure the maximum possible inclusion of Small, Emerging, and Community-based businesses in all of your purchasing solicitations (i.e., Request for Proposals, Request for Information, and Request for Quotes, etc.)? \_\_\_\_\_  
\_\_\_\_\_

How will your company ensure that Small, Emerging, and Community-based businesses are made aware of upcoming subcontracting opportunities, and how will you prepare them to respond appropriately? \_\_\_\_\_  
\_\_\_\_\_

How will you monitor your company's Small, Emerging, and Community-based businesses' subcontracting performance under this agreement and make any adjustments to achieve the subcontracting plan goals? \_\_\_\_\_  
\_\_\_\_\_

### **Will your Small, Emerging, and Community-based businesses be subcontracting administrators:**

Yes / No

\_\_\_\_\_ Develop and maintain lists of Small, Emerging, and Community-based businesses from all possible sources.

\_\_\_\_\_ Oversee the establishment and maintenance of your company's contract and subcontract award records associated with this Grady Health System agreement?

\_\_\_\_\_ Conduct or arrange the training of your company's purchasing personnel on the Grady Health System agreement goals and processes to achieve this goal?

\_\_\_\_\_ Review purchasing solicitation documents to remove statements, clauses, etc., which may tend to prohibit Small, Emerging, and Community-based businesses' participation.

\_\_\_\_\_ Screen proposed purchasing solicitation documents for subcontracting opportunities and implementing appropriate procurement policies and procedures to improve and increase opportunities to Small, Emerging, and Community-based businesses.

\_\_\_\_\_ Introducing Small, Emerging, and Community-based businesses to company purchasing personnel based on commodities or services in which these vendors may have a mutual or potential concern

\_\_\_\_\_ Prepare and submit monthly, required Small, Emerging, and Community-based business reports to Grady Health System.

## SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES SUBCONTRACTING PLAN (DSSP) PG.2

### *(DIRECT SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES REPORTING)*

In adherence to GHS's commitment to Small, Emerging, and Community-based businesses, GHS suppliers must clearly, as defined herein, demonstrate a good faith effort for Tier II direct goods and/or services to be purchased from Small, Emerging, and Community-based businesses certified by one or more of the 3rd party certification agencies recognized by GHS. Such spending with Small, Emerging, and Community-based businesses will be monitored. In connection with such monitoring, Contracted GHS Suppliers will be required to report to GHS monthly, in a manner determined by GHS, all direct spending with Certified Small, Emerging, and Community-based businesses. The Small, Emerging, and Community-based businesses Goal for this Solicitation is % of the total contract value.

Company Name: \_\_\_\_\_ Agreement Term: \_\_\_\_\_  
GHS Business Unit: \_\_\_\_\_ GHS Business Unit Contact Name: \_\_\_\_\_  
Phone Number: \_\_\_\_\_ Vendor Contact e-mail: \_\_\_\_\_

Description of goods/services provided under this primary agreement (include name of project if applicable):  
\_\_\_\_\_

Who will be responsible for coordinating your company's Small, Emerging, and Community-based businesses subcontracting activities during the period of this contract?

Name/Title: \_\_\_\_\_ Company: \_\_\_\_\_  
Address: \_\_\_\_\_ Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_ E-Mail Address: \_\_\_\_\_

State the total dollar value planned to be subcontracted associated with this GHS agreement:  
\_\_\_\_\_

Please list all of the 3<sup>rd</sup> Party Certified Small, Emerging, and Community-based businesses you have identified that will serve as Direct Tier 2 Subcontractors associated with this GHS project and the projected amounts spent with each company:

| Vendor Name | Address | Contact | Phone | E-Mail | Certification Type | Business Classification (Product/Service) | Direct Projected Spend in Dollars | Direct Projected Spend by Percentage |
|-------------|---------|---------|-------|--------|--------------------|-------------------------------------------|-----------------------------------|--------------------------------------|
|             |         |         |       |        |                    |                                           |                                   |                                      |
|             |         |         |       |        |                    |                                           |                                   |                                      |
|             |         |         |       |        |                    |                                           |                                   |                                      |
|             |         |         |       |        |                    |                                           |                                   |                                      |

**CERTIFICATION OF EFFORTS**  
**(TO BE SUBMITTED WITH BID) – SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES**

**Vendor:** \_\_\_\_\_

**Solicitation Name:** \_\_\_\_\_ **Solicitation Number:** \_\_\_\_\_

I certify that the following efforts were made to achieve participation by Certified Small, Emerging, and Community-based businesses.

- a) Provided written notices to certified Small, Emerging, and Community-based businesses who can perform the work of the contract or to provide the service **\_\_Yes \_\_No**
- b) Direct mailing, electronic mailing, facsimile or telephone requests **\_\_Yes \_\_No**
- c) Provided interested certified Small, Emerging, and Community-based businesses with adequate information about plans, requirements and specifications of the contract in a timely manner to assist them in responding to a solicitation **\_\_Yes \_\_No**
- d) Allowed certified Small, Emerging, and Community-based businesses the opportunity to review specifications and all other solicitation related items at no charge, and allowed sufficient time for review prior to the bid deadline **\_\_Yes \_\_No**
- e) Acted in good faith with interested certified Small, Emerging, and Community-based businesses, and did not reject certified Small, Emerging, and Community-based businesses as unqualified or unacceptable without sound reasons based on a thorough investigation of their capabilities **\_\_Yes \_\_No**
- f) Did not impose unrealistic conditions of performance on certified Small, Emerging, and Community based businesses seeking subcontracting opportunities **\_\_Yes \_\_No**
- g) Additionally, I contacted the referenced certified Small, Emerging, and Community-based businesses and requested a bid. The responses I received were as follows:

| <b>Name and Address of certified Small, Emerging, and Community-based businesses</b> | <b>Type of work and Contract Items, Supplies or Services to be Performed</b> | <b>Response</b> | <b>Reason for Not Accepting Bid</b> |
|--------------------------------------------------------------------------------------|------------------------------------------------------------------------------|-----------------|-------------------------------------|
|                                                                                      |                                                                              |                 |                                     |
|                                                                                      |                                                                              |                 |                                     |
|                                                                                      |                                                                              |                 |                                     |

*(If additional space is required this form may be duplicated)*

If applicable, please complete the following:

I hereby certify that certified Small, Emerging, and Community-based businesses were “Unavailable” or “Unqualified” to submit bids to provide goods and services for this Solicitation response. I further certify that efforts have been made to establish “Joint Ventures”, and said entities were also unavailable at this time.

Reasons for the “Unavailability” or being determined “Unqualified”;

---

Submitted by:

\_\_\_\_\_  
Authorized Representative Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

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*The Grady Memorial Hospital Corporation d/b/a Grady Health System  
Request for Proposal*

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**STATEMENT OF INTENT**

TO BE COMPLETED BY ALL KNOWN JOINT VENTURE PARTNERS/ SUBCONTRACTORS/CONSULTANTS  
*(TO BE SUBMITTED WITH BID)- SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES*

**Vendor:** \_\_\_\_\_

**Solicitation Name:** \_\_\_\_\_

**Solicitation Number:** \_\_\_\_\_

\_\_\_\_\_ agrees to enter into a contractual agreement with  
Prime Supplier  
\_\_\_\_\_, who will provide the following goods/services  
Joint Venture Partner/Subcontractor/Consultant

in connection with the above referenced Solicitation as a certified Small, Emerging, and Community-based business:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

for an estimated amount of \$ \_\_\_\_\_ or \_\_\_\_\_ % of the total contract value.

\_\_\_\_\_ Prime Supplier

\_\_\_\_\_ Joint Venture Partner /Subcontractor/Consultant

Intend to work together in accordance with this Contract Compliance Section of the bid, contingent upon award and execution of a contract with Grady Health System with to the aforementioned Prime Supplier.

I hereby certify that this statement is true and correct:

Prime Supplier Signature:

Joint Venture/Subcontractor/Consultant Signature:

\_\_\_\_\_

\_\_\_\_\_

Print Name:

Print Name, Title and Date:

\_\_\_\_\_

\_\_\_\_\_

Title:

Address:

\_\_\_\_\_

\_\_\_\_\_

Date:

Phone :

\_\_\_\_\_

\_\_\_\_\_

Fax:

\_\_\_\_\_

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*The Grady Memorial Hospital Corporation d/b/a Grady Health System  
Request for Proposal*

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**SMALL, EMERGING, AND COMMUNITY-BASED BUSINESSES CERTIFICATION:**

I certify that the statements made by me in this Small, Emerging, and Community-based businesses Section are complete and true to the best of my knowledge and belief and are made in good faith. I understand that if I knowingly make any misstatement of fact, I am subject to disqualification and debarment from participation in future GHS contracting opportunities, held liable for breach of contract, and subject to the enforcement of any remedies available under the contract or under contract law. I agree that no changes shall be made to this section without the written consent of GHS.

Authorized Representative Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

---

*The Grady Memorial Hospital Corporation d/b/a Grady Health System*  
*Request for Proposal*

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**APPENDIX A: REPRESENTATIONS, CERTIFICATIONS, AND OTHER STATEMENTS OF VENDORS**

**\*\*REQUIRED INPUT WITH SUBMISSION\*\***

**CERTIFICATION**

The undersigned certifies that he/she has read, understands, and agrees to be bound by the terms and conditions of the Request for Proposal **RFP#26003TM**. The undersigned further certifies that he/she is legally authorized by the Vendor to make the statements and representations on this form, and that said statements and representations are true and accurate to the best of his/her knowledge and belief. The undersigned understands and agrees that if the Vendor makes any knowingly false statements, or if there is a failure of the successful Vendor (i.e., contractor) to implement any of the stated agreements, intentions, objectives, goals, and commitments set forth herein without the prior approval of GHS, then the Vendor's act or omission shall constitute a material breach of the contract. The right to terminate shall be in addition to and not in lieu of any other rights and remedies GHS may have for defaults under the contract. Additionally, the Vendor may be prohibited from obtaining future contracts awarded by GHS. GHS reserves the right to terminate any contract where a material breach has occurred.

**NAME:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**TELEPHONE:** \_\_\_\_\_

**FACSIMILE:** \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_

\_\_\_\_\_  
(SIGNATURE)

\_\_\_\_\_  
(DATE)

## **APPENDIX B: COST PROPOSAL**

Vendor's Name: \_\_\_\_\_

Total contract value for ALL requirements, including \*G&A: \_\_\_\_\_ \*\*

\*G&A: All general and administrative costs, profits, travel, per diem, and ALL costs associated with this contract.

\*\*This figure is the figure that will be used in the evaluation. \_\_\_\_\_

Where there is reference in the RFP to deliverables, submission requirements, or other response and contract performance discussions, said reference may not include all requirements in the RFP. It is incumbent upon the Vendor to read this entire RFP carefully and respond to and price all requirements and ensure "Total contract value for ALL Requirements" above includes all requirements.

\_\_\_\_\_  
(Print Name of Authorized Company Officer)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date Signed)

**APPENDIX C: SOLICITATION/CONTRACT FORM**

**REQUEST FOR PROPOSAL NUMBER: RFP#26003TM**

**RFP DESCRIPTION: Enterprise Patient Monitoring Solutions**

PROPOSAL RESPONSES MUST ARRIVE NO LATER THAN **September 11, 2026, by 2:00PM**

NOTE: Be sure to include RFP#26003TM and company name in the subject line of your submission email.

This document contains **34** pages. Questions regarding RFP#26003TM should be directed to **TeNesha McGraw** no later than **July 31, 2026, by COB**.

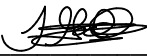
You are invited to submit your Proposal for the services listed within this RFP. Responses must arrive at:

| <u>DELIVERY ADDRESS</u>                                                                         | <u>MAILING ADDRESS</u>                                                                          |
|-------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| Grady Health System<br>Procurement Department<br>50 Hurt Plaza, Suite 1300<br>Atlanta, GA 30303 | Grady Health System<br>Procurement Department<br>50 Hurt Plaza, Suite 1300<br>Atlanta, GA 30303 |

**\*NOTE: FAXED RESPONSES WILL NOT BE ACCEPTED.**

Executive Director

Procurement & Strategic Sourcing:

  
Tamika Goddard

DATE: 7/14/2026

**PLEASE BE ADVISED:**

Vendors must **complete and return all pages** required with Proposal submission. Failure to return these completed pages with responses may result in non-consideration of Proposal submission.

Please acknowledge receipt of the following Addenda to the solicitation documents below by entering the number and the date of each:

Addendum No.: \_\_\_\_\_ Date: \_\_\_\_\_

Addendum No.: \_\_\_\_\_ Date: \_\_\_\_\_

NAME OF RESPONDING FIRM: \_\_\_\_\_

NAME OF COMPANY OFFICER: \_\_\_\_\_  
(Company officer must have authority to legally bind the company)

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

**(MANDATORY) SIGNATURE OF COMPANY OFFICER ABOVE (Certifying agreement with specifications, terms and conditions unless otherwise noted).**

\_\_\_\_\_  
*Signature*

**ATTACHMENT A: TECHNICAL SPECIFICATIONS**

*Respondents shall complete and submit Attachment A with their proposal response.*

| Category      | Requirement                        | Vendor Response | Compliant (Y/N) | Comments |
|---------------|------------------------------------|-----------------|-----------------|----------|
| Equipment     | High-Acuity Monitoring Systems     |                 |                 |          |
| Equipment     | Mid-/Low-Acuity Monitoring Systems |                 |                 |          |
| Equipment     | Transport Monitoring Systems       |                 |                 |          |
| Equipment     | Vital Signs Monitoring Devices     |                 |                 |          |
| Equipment     | Central Monitoring Stations        |                 |                 |          |
| Software      | Epic/EMR Integration               |                 |                 |          |
| Software      | HL7/FHIR Support                   |                 |                 |          |
| Cybersecurity | MDS2 Provided                      |                 |                 |          |
| Cybersecurity | OS Updates & Upgrades Included     |                 |                 |          |
| Training      | Clinical Staff Training            |                 |                 |          |
| Training      | Biomed & IT Training               |                 |                 |          |
| Support       | 24/7 Technical Support             |                 |                 |          |
| Warranty      | Replacement Equipment Coverage     |                 |                 |          |

## **ATTACHMENT B – PRICING PROPOSAL WORKBOOK**

### ***Posted on the GHS site with the RFP.***

All respondents shall complete and submit Attachment B – Pricing Proposal Workbook in its entirety as part of their proposal response. The Pricing Proposal Workbook is intended to provide Grady Health System with a standardized pricing format to facilitate an equitable and comprehensive evaluation of all proposals. Failure to complete all applicable pricing schedules may result in the proposal being deemed non-responsive.

Respondents shall provide all pricing necessary to furnish a complete, fully functional Enterprise Patient Monitoring Solution, including but not limited to equipment, software, implementation services, integration services, training, warranty coverage, maintenance, support services, cybersecurity services, operating system updates and upgrades, consumables, replacement equipment, freight, delivery, installation, travel, project management, and any other costs associated with the proposed solution.

The Pricing Proposal Workbook shall be completed as provided and shall include, at a minimum, the following sections:

- Cost Summary and Five-Year Total Cost of Ownership (TCO)
- Equipment Pricing
- Software Licensing and Subscription Fees
- Implementation and Deployment Services
- EMR and Third-Party System Integration Costs
- Clinical, Biomedical Engineering, and Information Technology Training
- Warranty and Service Agreement Pricing
- Accessories and Consumables Pricing
- Replacement Equipment Pricing, including capped replacement costs during the warranty period
- Cybersecurity, MDS2, Operating System Updates, Software Upgrades, and Ongoing Support Costs
- Optional Equipment, Software, and Services
- Pricing Assumptions and Escalation Rates

All pricing shall be stated in U.S. Dollars and shall remain firm for a minimum period of one hundred eighty (180) days following the proposal submission deadline.

Respondents shall not leave any pricing fields blank. If a cost is included elsewhere within the proposal, the respondent shall enter "\$0.00 – Included." If a pricing category is not applicable, the respondent shall enter "N/A."

Any optional products, services, enhancements, software modules, equipment, or future expansion components shall be clearly identified and priced separately from the base proposal.

Respondents shall disclose all annual price escalation percentages, recurring subscription fees, maintenance increases, software support increases, and any other anticipated cost adjustments that may occur during the initial contract term and renewal periods.

The Five-Year Total Cost of Ownership (TCO) identified in the Pricing Proposal Workbook will be utilized by Grady Health System as the primary basis for financial evaluation and comparison of proposals.

**Terms and Conditions**

Compliance with the following terms and conditions are required for any Vendor selected to provide goods, equipment, or services by the awarding of any solicitation.

**§ 1: Product/Service Delivery Requirement**

Selected Vendor(s) must be able to provide awarded goods, equipment, services, or construction within 30 days of award, or sooner if specifically stated. Vendor's inability to supply awarded goods, equipment, services, or construction by stated time, subjects Vendor to immediate contract cancellation at the option of GHS.

**§ 2: Proposal and Pricing Lock-In**

All proposals remain firm for minimum of one year. If GHS has entered into an Agreement with Vendor, all pricing is firm for the term of the Agreement.

**§ 3: Correct Billing Format Requirement**

When and if awarded, the quoted purchase order number for award of goods, equipment, services, or construction will be stated on all invoices and packing slips. Without such documentation, payment for products/services received cannot be initiated. Original invoice should be one original and one carbon copy. Mail all invoices to:

Attention: Invoice Processing  
Grady Memorial Hospital Corporation  
c/o Accounts Payable  
50 Hurt Plaza, Suite 300  
Atlanta, Georgia 30303  
Email Submission: [ap@gmh.edu](mailto:ap@gmh.edu)

**§ 4: Full Right of Rejection**

The right to reject any and all proposal submissions, WITH OR WITHOUT CAUSE, is reserved, by GHS. GHS may make no award, selectively award or rescind, with or without cause, any contract resulting from this request. This determination will be made in the best interest of GHS.

**§ 5: Substitution Policy**

Substitution of awarded products is not permitted without prior written concurrence of the Purchasing Department. If substitution(s) are approved, the Vendor will absorb the difference in cost of any higher cost substitution(s). Substitution(s) at less cost will amount to cost savings to GHS.

**§6: Limitation on Quantity of Proposal Submissions**

Vendors are RESTRICTED AND PROHIBITED from submitting more than one proposal submission per Vendor or joint venture. Submission of more than one proposal package (i.e., response to a request for quotation) will result in all submissions from that Vendor being disqualified. Alternate cost proposals may be provided for varying product brand names

meeting stated specifications IN ONE PROPOSAL SUBMISSION.

**§ 7: Review of Vendor's Performance**

GHS reserves the right to closely monitor and review Vendor's performance and/or product quality for all contracts/purchase orders resulting from this solicitation, and to take any and all action deemed appropriate by GHS as a result of that review, to include Vendor's notice for required correction or change, or contract cancellation and termination without right of future proposal submission for a minimum period of one year. At minimum, such reviews will be conducted yearly.

**§ 8: Non Discrimination Provisions**

GHS prohibits discrimination on the basis of race, color, gender, religion, national origin, or disability in connection with employment of any person, or the award of any contract.

GHS will provide equal opportunities without regard to race, color, gender, religion, national origin, or disability, by requiring that any firm doing business with GHS provide equal opportunity to persons and businesses employed by, or contracting with the supplier of products and services to GHS.

**§ 9: Equal Employment Opportunity (EEO) Clause**

- 1) The Vendor will not discriminate against any employee or applicant for employment because of race, color, religion, sex or national origin. The Vendor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex or national origin. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Vendor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.
- 2) The Vendor will, in all solicitations or advancements for employees placed by or on behalf of the Vendor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex or national origin.
- 3) The Vendor will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the contracting officer, advising the labor union or workers' representative of the Vendor's commitments under Section 202 of Executive Order No. 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places

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available to employees and applicants for employment.

- 4) The Vendor will comply with all provisions of Executive Order No. 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- 5) The Vendor will furnish all information and reports required by Executive Order No. 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to its books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations and orders.
- 6) In the event of the Vendor's noncompliance with the nondiscrimination clauses of this contract or with any of such rules, regulations, or orders, this contract may be cancelled, terminated, or suspended in whole or in part and the Vendor may be declared ineligible for further Government contracts in accordance with procedures authorized in Executive Order No. 11246 of September 24, 1965, and such other sanctions as may be imposed and remedies invoked as provided in Executive Order No. 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- 7) The Vendor will include the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by the rules, regulations, or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order No. 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The Vendor will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions including sanctions for noncompliance. Provided, however, that in the event the Vendor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, the Vendor may request the United States to enter into such litigation to protect the interests of the United States.

**§ 10: Term**

The Term of this Agreement shall be mutually agreed upon by both parties after the award is made.

**§ 11: Payments to Vendor**

All invoices upon receipt to GHS and approvals are net sixty (60) days. Vendor shall not charge interest on past due payments. Vendor shall seek to reconcile and collect any outstanding or past due invoices in a timely manner. Such reconciliation and collection activities are limited to one (1) year from the date of service or invoice, whichever is earlier.

**§ 12: Payments to Vendor-Availability of Funds**

It is understood that GHS shall be bound hereunder only to the extent that funds are available, or may hereafter become available, for the purposes of this contract.

**§ 13: Termination**

GHS may, terminate Agreement at its convenience, with a thirty (30) days written notice. If GHS terminates for convenience, GHS will reimburse the Vendor for those costs incurred by the Vendor in good faith in connection with the services specified herein. The Vendor will have thirty (30) days from the effective date of termination to submit settlement costs pursuant to this clause.

**§ 14: Termination for Default for Nonperformance or Delay - Damages for Delay - Time Extensions**

**§ 14-1: Default**

If the Vendor refuses or fails to prosecute the work, or any separable part thereof, with such diligence as will assure its completion within the time specified in this contract, or any extension thereof, fails to complete said work within such time, or commits any other substantial breach of this contract, and further fails within fourteen (14) days after receipt of written notification from the Chief Purchasing Officer to commence and continue correction of such refusal or failure with diligence and promptness, the Chief Purchasing Officer may, by written notice to the Vendor, declare the Vendor in breach and terminate the Vendor's right to proceed with the work or such part of the work as to which there has been delay. In such event GHS may take over the work and prosecute the same to completion, by contract or otherwise.

**§ 14-2: Time Extension**

The Vendor's right to proceed shall not be so terminated nor the Vendor charged with resulting damage if:

- 1) The delay in the completion of the work arises from causes such as: acts of God; acts of the enemy; acts of GHS and any other governmental entity in either a sovereign or contractual capacity; acts of another Vendor in the performance of a contract with GHS; fires; floods; epidemics; quarantine restrictions; strikes or other labor disputes; freight embargoes; or
- 2) The Vendor, within ten days from the beginning of any such delay (unless the Chief Purchasing Officer grants a further period of time before the date of final payment under the contract), notifies the Chief Purchasing Officer in writing of the causes of delay. The Chief Purchasing Officer shall ascertain the facts and the extent of the delay and extend the time for completing the work when, in the judgment of the Chief Purchasing Officer, the findings of fact justify such an extension.

**§ 14-3: Erroneous Termination for Default**

If, after notices of termination of the Vendor's right to proceed under the provisions of this clause, it is determined for any reason that the Vendor was not in default under this provision of the clause, or that the delay was excusable under the provisions of this clause, the rights and obligations of the parties shall be the same as if the notice of termination had been issued pursuant to the clause providing for termination for convenience of GHS.

**§ 14-4: Additional Rights and Remedies**

The rights and remedies of GHS provided in these clauses are in addition to any other rights and remedies provided by law or under this contract.

**§ 14-5: Performance Bond**

Where applicable, at the request of GHS, Vendor may be required to submit upon notice of award a performance bond equal to no less than five percent (5%) of their proposal as surety for the acceptable completion of this contract per the specifications. GHS will be named as obligee.

**§ 14-6: Liquidated Damages**

GHS shall be entitled to liquidated damages when the Vendor fails to complete the work or any portion of the work within the time or times fixed in the contract or any extension.

**§ 15: Compliance with a Drug Free Workplace Act**

To the extent applicable to the work hereunder, Vendor hereby certifies pursuant to the Drug-Free Workplace Act (O.C.G.A. § 50-24-1 through 50-24-6), that:

- 1) A drug-free workplace will be provided for Vendor's employees during the performance of this Agreement; and
- 2) A written certificate shall be secured from each subcontractor hired by Vendor stating that: "As part of the subcontract with Vendor, subcontractor certifies to Vendor that a drug-free workplace will be provided for subcontractor's employees during the performance of this subcontract pursuant to paragraph (7) of subsection (b) of Code Section 50-24-3."

**§ 16: Enforcement Costs**

If any legal action or other proceeding is brought for the enforcement of this contract, or because of an alleged dispute, breach, default or misrepresentation in connection with any provisions of this contract, the successful or prevailing party or parties shall be entitled to recover reasonable attorney's fees, court costs, and all expenses (including taxes) even if not taxable as court costs (including, without limitation, all such fees, costs, and expenses incident to appeals), incurred in that action or proceeding, in addition to any other relief to which such party or parties may be entitled.

**§ 17: Severability**

If any term or provision of this contract, or the application thereof to any person or circumstances

shall, to any extent, be held invalid or unenforceable, the application of such term or provision to persons or circumstances other than those as to which it is held invalid or unenforceable shall not be affected, and every other term and provision of this contract shall be deemed valid and enforceable to the extent permitted by law.

**§ 18: Modifications of Services**

GHS reserves the right to make changes in the Services including alterations, reductions therein or additions thereto. Upon receipt by the Vendor of GHS's notification of a contemplated change, the Vendor shall (1) if requested by GHS, provide an estimate for the increase or decrease in cost due to the contemplated change, (2) notify GHS of any estimated change in the completion date, and (3) advise GHS in writing if the contemplated change shall effect the Vendor's ability to meet the completion dates or schedules of this contract.

If GHS so instructs in writing, the Vendor shall suspend work on that portion of the Work affected by a contemplated change, pending GHS decision to proceed with the change. If GHS elects to make the change, GHS shall issue a contract amendment or change order and the Vendor shall not commence work on any such change until such written amendment or change order has been issued and signed by each of the parties.

**§ 19: Notices**

(1) Any notice or demand under the terms of this agreement must be given or made by the Vendor and GHS in writing and given or made by means of telegram, facsimile transmission, certified or registered mail, express mail or other overnight delivery service, or hand delivery, proper postage or other charges paid and addressed or directed to the respective parties as follows:

**If to the Hospital:**

Grady Health System  
50 Hurt Plaza  
Suite 1300  
Atlanta, Georgia 30303  
efax (404) 489-6660  
Attention: VP Supply Chain

**If to the VENDOR:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(2) GHS will not consider any notice or demand for payment, revised pricing and/or billing unless the request has been made by the Vendor in writing and

has been approved by GHS via a written Addendum executed by both parties.

**§ 20: Vendor's Obligation**

The Vendor warrants by signature on offer page one that neither the firm nor any member of the firm assigned to this assignment is or has been investigated, under investigation, or found guilty of any act by the Office of the Inspector General of the United States.

**§ 21: Corporate Compliance**

The contracting Party agrees that before the execution of this agreement the participants will provide proof that they are adequately trained in the area of Corporate Compliance and Ethics and that each participant has been cleared by a criminal background check and is not barred or excluded from participating in a federally funded medical program.

**§ 22: Personnel**

The Vendor represents that it has, or will secure at its own expense all necessary personnel required to perform the services under this contract. Such personnel shall not be employees of or have any relationship with GHS.

All of the services required under this contract shall be performed by the Vendor or under its supervision, and all personnel engaged in performing the services shall be fully qualified and, if required, authorized or licensed or permitted under state and local law to perform such services.

Any changes or substitutions in the Vendor's key personnel must be made known to the GHS representative prior to execution, and written approval granted by GHS before said change or substitution can become effective.

The Vendor warrants that skilled and competent personnel to the highest professional standards in the field shall perform all services.

**§ 23: Federal and State Tax**

GHS is exempt from federal tax and state tax for tangible personal property. GHS will sign an exemption certificate submitted by the Vendor. The Vendor shall not be exempted from paying sales tax to their suppliers for materials to fulfill contractual obligations with GHS, nor shall the Vendor be authorized to use GHS's tax exemption number in securing such materials. The Vendor shall be responsible for payment of its own and its share of FICA and Social Security benefits with respect to this contract.

**§ 24: Indemnification**

The Vendor shall indemnify and hold harmless and defend GHS, its agents, servants, and employees from and against any and all claims, liability, losses, and /or cause of action which may arise from any negligent act or omission of the Vendor, its agents, servants, or

employees in the performance of services under this contract.

The Vendor further agrees to indemnify, hold harmless and defend GHS, its agents, servants and employees from and against any claim, demand or cause of action of whatsoever kind or nature arising out of any conduct or misconduct of the Vendor not included in the paragraph above and for which the GHS, its agents, servants, or employees are alleged to be liable.

**§ 25: Successors and Assigns**

GHS and the Vendor each bind itself and its partners, successors, executors, administrations and assigns of such other party, in respect to all covenants of this contract. Except as above, neither GHS nor the Vendor shall assign, sublet, convey, or transfer its interest in this contract without the written consent of the other. Nothing herein shall be construed as creating any personal liability on the part of any officer or agent of GHS, which may be a party hereto, nor shall it be construed as giving any rights or benefits hereunder to anyone other than GHS and the Vendor.

**§ 26: Remedies**

The laws of the State of Georgia shall govern this contract. Any and all legal action necessary to enforce the contract will be held in Fulton County and the contract will be interpreted according to the laws of the State of Georgia. No remedy herein conferred upon any party is intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy given hereunder or now or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or further exercise.

**§ 27: Access and Audits**

The Vendor shall maintain adequate records to justify all charges, expenses, and costs incurred in performing the work for at least three (3) years after completion of this contract. GHS shall have access to such books, any records, and terms and conditions contained in this contract may not be added to, modified, superseded or otherwise altered, except by written instrument executed by the parties hereto.

**§ 28: Federal Access**

Until the expiration of four (4) years after the furnishing of any service pursuant to this Agreement, Vendor shall make available upon the written request of the Secretary of Health and Human Services or the Comptroller General of the United States, or any of their duly authorized representatives, copies of this Agreement and any books, documents, records and other data that are necessary to certify the nature and extent of costs incurred by Vendor for such services. If Vendor carries out any of its duties under this Agreement through a subcontract with a related organization involving a value or cost of Ten Thousand Dollars (\$10,000) or more over a twelve

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furnishing of any service pursuant to said contract, to make available upon the written request of the Secretary of Health and Human Services or the Comptroller General of the United States, or any of their duly authorized representatives, copies of records of said related organization that are necessary to certify the nature and extent of cost incurred by Vendor for such service.

**§ 29: Insurance**

The insurance coverage provided by Vendor, either through an insurance carrier or through self-insurance shall be carried throughout the term of this contract and shall consist of the following:

- 1) Commercial General Liability Insurance: Insuring bodily injury and property damage with limits of not less than \$2 million combined single limit per occurrence/\$6 million in the aggregate, except limits for products/completed operations shall be \$2 million combined single limit per occurrence/aggregate.
- 2) Worker's Compensation and Employers' Liability Insurance: To comply with the applicable statutes.

The insurance carrier shall be licensed in the State of Georgia. Vendor shall name GHS as an additional insured by endorsement on all applicable policies. The premium cost of all insurance purchased by the Vendor for protection against risks assumed by virtue of the contract shall be borne by the Vendor and is not reimbursable by GHS.

Proof of said insurance shall be provided to GHS prior to execution of this contract. GHS specifically reserves the right to require the Vendor to provide certified copies of such policy or policies.

**§ 30: Confidentiality**

Each party shall retain in strict confidence the terms and conditions of this Agreement and all information and data relating to the other party's business, patients, employees, development plans, programs, financial and non-public procurement information, documentation, techniques, trade secrets, systems and know-how, and shall not, unless otherwise required by law, disclose such information to any third party without the other's prior written consent.

Vendor shall have the right to disclose the confidential information to Vendor's employees, consultants and agents on a need-to-know basis, provided that all consultants and agents agree to keep such information confidential pursuant to the terms and conditions of this Agreement.

**§ 31: Federal, State, Local and Municipal Law, Ordinances, Rules and Regulations Compliance**

Vendor shall provide appropriate Health Insurance Portability and Accountability Act of 1996 ("HIPAA") compliance warranties under this agreement.

Vendor shall at all times observe and comply with all federal, state, local and municipal laws, ordinances, rules and regulations, specifically including the Health Insurance Portability and Accountability Act of 1996 ("HIPAA"), relating to the performance of their obligations hereunder or in any manner affecting this agreement. Vendor acknowledges that throughout the term of this agreement, it may have access to certain confidential patient information, commonly referred to "protected health information" (hereinafter referred to as "PHI"). Vendor agrees to inform and fully educate all persons working for it or on its behalf on the proper use, handling and disclosure of PHI. Upon becoming aware of any improper use, handling or disclosure of PHI by any of its employees or agents, Vendor shall promptly report such use or disclosure to Authority in writing. It is acknowledged and understood by Vendor that the PHI disclosed pursuant to this agreement may only be used for the expressly stated purposes under this agreement. Vendor hereby agrees that it will require its employees and agents to maintain and protect from unauthorized disclosure, PHI disclosed to or disseminated by Authority or its agents as a result of this agreement. Additionally, Vendor will promptly notify the Authority of the institution of any proceeding or request to obtain such PHI from the Vendor or its agents, upon becoming aware of such a proceeding. Vendor agrees to make a patient's PHI, in their possession, available for inspection by that patient upon request of Authority. Vendor further agrees to make available to the patient an accounting of all disclosures of that patient's PHI, upon request of Authority. Additionally, Vendor agrees to make the PHI of a patient available for amendment and incorporate said amendments to the PHI, if sufficient grounds exist to perform such amendment(s), as determined by the Authority.

To the extent required by applicable law or regulation, Vendor shall make its internal practices, books and records related to the use and disclosure of PHI available to the Secretary of Health and Human Services for purposes of determining compliance with applicable regulations. At the termination or expiration of this agreement, Vendor and its agents shall either return or destroy all PHI in their possession provided to them by Authority, or, if the destruction or return of such information is not feasible, shall extend the protections of this agreement and limit further uses and disclosures to those purposes that make the return or destruction of such information infeasible.

To the extent required or allowable under applicable law or regulation, if Vendor carries out any of its duties hereunder via subcontract, it agrees to include a clause similar to this section in such subcontracts. However, nothing in the foregoing sentence is intended to grant or establish any right on the part of Vendor to perform any of the duties set forth herein through subcontract. At all times, however, the use and disclosure of PHI hereunder shall be permitted after obtaining consents or authorizations, which comply with applicable laws. It

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is understood and agreed that Authority may terminate this agreement at any time if Vendor materially breaches the terms set forth under this section, as determined by the GHS.

**§ 32: Group Purchasing Organization**

Grady Health System is an exclusive member Vizient Group Purchasing Organization.

**§ 33: Performance Improvement**

The Vendor shall provide a detailed description of formal performance improvement criteria, patient, resident and customer satisfaction tools and a quality control program. The Vendor shall include forms that will be used by the Vendor to collect and tabulate data.

The Vendor shall describe methods and systems used to measure quality, describe the Vendor's plan for establishing a risk/reward incentive program based on quality measures. The Vendor must assure that services meet the Joint Commission and all other regulatory requirements.

**§ 34: Vendor Registration**

All vendors are required to complete a Vendor Registration Application through the GHS electronic vendor registration process prior to visiting any location or department of the health system. The registration allows GHS to have a complete profile of the vendors and all representatives that visit the health system to solicit products and services to GHS. The electronic Vendor Registration Application can be completed on the GHS website at [www.gradyhealth.org/suppliers](http://www.gradyhealth.org/suppliers).

**§ 35: New Technology**

1) New Technology Introduction. All new products must be presented to Materials Management through the Value Analysis process prior to the product being used.

- a) "New Products" are defined as either new technology for the Supplier OR a product not previously used at GHS.
- b) "Introduction" is defined as any action taken by the Supplier to market, deliver, or use such product in a procedure at any GHS facility. If approval is not received by Materials Management prior to product introduction, GHS shall not be liable for the cost of the product, and the product shall be considered a donation.

2) "Substantially Equivalent" Technology. For all new technology products, if a new product was submitted to the FDA using form 510(k) (Premarketing Submission), the product shall be considered as "substantially equivalent" to existing technology, and shall conform to the pre-established GHS equivalent pricing for such products. If a new product was submitted to the

FDA using the Premarket Approval Application (PMA), the product shall be considered by GHS as new technology.

3) Introduction of New Items not Considered New Technology. Vendor agrees not to "introduce" any products at GHS without prior written approval, contracted pricing and terms from GHS.

**§ 36: Key Performance Indicators and KPI Credits**

1) Vendor shall provide and perform for GHS the Services in accordance with the Key Performance Indicators (the "KPIs") specified in the Agreement between the Vendor and GHS. The KPIs will be specifically stated in the Agreement.

2) Measurement and Reporting.

- a) Unless otherwise specified in the Agreement, Vendor shall measure each KPI on a monthly basis. Vendor shall provide to GHS, on the 15<sup>th</sup> day of each month following the Effective Date of the Agreement, a report to verify Vendor's performance and compliance with the KPIs.
- b) Vendor shall provide data and detailed supporting performance information for each report to GHS in machine-readable form suitable for use on a personal computer. Such data and detailed supporting performance information shall be considered GHS data. Vendor shall be able to use this performance data for its internal use as long as it does so without attribution to GHS.
- c) Vendors shall provide the measurement tools and methodologies, as agreed upon by both Vendor and GHS, to sufficiently measure all of the KPIs contained in the Agreement. GHS and Vendor shall agree upon the measurements and methodologies for each KPI prior to execution of the Agreement and shall include these measurements and methodologies within the Agreement.
- d) If, after the Effective Date of the Agreement, Vendor desires to use a different measuring tool or methodology for a particular KPI, Vendor shall obtain GHS' approval of the tool; provided, however, that if the Parties cannot agree on the required tool adjustment, Vendor will continue to use the measuring tool that had been initially agreed to by the Parties. It is not anticipated that changes in the monitoring tools will drive changes in KPIs; rather, the need to collect and accurately reflect the performance data should drive the development or change in performance monitoring tools.

3) KPI Credits.

- a) "KPI Credit" means the credit Vendor shall provide to GHS in the event that Vendor fails to meet a KPI.
- b) GHS shall be eligible for KPI Credits in the event that Vendor fails to meet KPIs for any three (3) or more months over the prior rolling twelve (12) month period.

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- c) The KPI Credit for each month that Vendor fails to meet the KPIs shall be equal to one twelfth (1/12<sup>th</sup>) of the total amount GHS is obligated to pay to Vendor annually under the Agreement.
  - d) If Vendor fails to meet the KPIs in two (2) or more consecutive months, the KPI Credit shall be twice the normal KPI Credit for such second and subsequent measurement periods during which the failure persists. By way of example and not as a limitation, if Vendor fails to meet a KPI in three (3) or more consecutive months and the amount of the applicable KPI Credit was \$1,000, the amount of the KPI Credit would be doubled to \$2,000 for the second and third and any subsequent consecutive failures.
- 4) Notification and Payment.
- a) If GHS becomes entitled to receive a KPI Credit, Vendor shall notify GHS thereof in Vendor's standard monthly required reporting for KPIs. In each such report, Vendor shall describe in reasonable detail any failure to meet the KPI for the applicable month.
  - b) Each month Vendor shall remit to GHS, either as a credit on amounts due or as a refund, the KPI Credit applicable to the prior month.
- 5) Addition, Deletion and Modification of KPIs.; Continuous Improvement.
- a) GHS may add, delete, or change KPIs, at its sole discretion, by sending written notice to Vendor at least thirty (30) days prior to the date that such additions, deletions or changes are to be effective.
  - b) GHS and Vendor agree to the concept of continuous improvement and that KPIs should be modified during the Agreement to reflect this concept. At the end of each year of the Agreement, the GHS and Vendor shall review the prior year's actual performance for the KPIs and discuss potential modifications to such KPIs, taking into consideration actual performance data, changes in GHS business requirements, and operational and technical improvements.
- 6) Exceptions. Vendor shall not be responsible for a failure to meet a KPI to the extent that such failure is directly attributable to any of the following:
- a) GHS' actions in breach of, or failure to perform its obligations under, the Agreement with Vendor.
  - b) Willful misconduct or violations of law by GHS.
- § 37. Federal and State Program Participation.**
- 1) Vendor represents and warrants that it and any of its directors, officers, employees, or agents providing services under this Agreement:
- a) are not "sanctioned persons" under any federal or state program or law;
  - b) have not been listed in the current Cumulative Sanction List of the Office of Inspector General for the United States Department of Health and Human Services for currently sanctioned or excluded individuals or entities;
  - c) have not been listed on the General Services Administration's List of Parties Excluded individuals or entities;
  - d) have not been listed on the General Services Administration's List of Parties Excluded from Federal Programs;
  - e) have not been convicted of a criminal offense related to health care; and
  - f) is not or has not been investigated, under investigation, or found guilty of any act by the Office of the Inspector General of the United States.
- 2) Vendor will provide proof that its employees and staff are adequately trained in the area of Corporate Compliance and Ethics and that each employee has been cleared by a criminal background check and is not barred or excluded from participating in a federal or state healthcare program.

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*The Grady Memorial Hospital Corporation d/b/a Grady Health System*  
*Request for Proposal*

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**CONTRACT CLAUSES**  
**ACKNOWLEDGEMENT FORM**

Vendor must sign one of the acknowledgements below:

Vendor agrees to be bound by the terms and conditions stated in these Terms & Conditions: if awarded a contract.

\_\_\_\_\_  
(Print Name of Authorized Company Officer)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date Signed)

**OR**

Any proposed revisions, separate agreements or exceptions to the Terms and Conditions must be submitted in writing to GHS for review and approval form.

\_\_\_\_\_  
(Print Name of Authorized Company Officer)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date Signed)