1. DESCRIPTION OF PURCHASE: The Manufacturer, model number and/or generic description identifying the specific item(s) required to meet the purpose described below.

Medtronic Paceart System - Model: Optima - Software required to follow patients with

implanted devices. Paceart® is a system for efficiently and effectively compiling and

managing cardiac rhythm device data from both in-clinic checks of devices as well as an aggregation tool

for remote monitoring sites such as the CareLink Network, Latitude and Merlin.net.

1. PURPOSE: Provide a brief description of the intended applications(s) for the items which are to be purchased.

Paceart will improve the coordination and follow up of the device clinics where patients are checked

with implantable devices. (such as ICDs, Pacemakers and loop recorders)

This system is critical to improving our connectivity to EPIC and ensuring that all follow-up is

accurately documented. A comprehensive patient record in the EHR helps ensure timely,

appropriate care for device patients and allows physicians to collaborate more effectively.

Within the device clinic, patient management is helped by Paceart as it consolidates all

device information into a consistent format and provides summary reports

3a. Describe all the proprietary performance functions unique to this product or service.

Explain why the particular product or service is the only solution.

Explain why the vendor is uniquely qualified to provide the products or services.

25 years of history and a proven track record. We have used Paceart for many years and it

contains patient and device history that we need to maintain. Paceart is unique in it's value proposition in

terms of the following:

-It's the only vendor providing full integration with all vendors programmers (for in-clinic follow up) as well

as remote integration (Boston's Latitude system, Medtronic's CareLink system, etc.)

-It's also unique because of the SessionSync, Scheduling Simplified, HL7 integration and other features.

3b. State reasons why other products competing in this market do not meet your needs and/or do not comply with your specifications or needs.

We need a vendor that has experience integrating with EPIC and no one has the experience and

engineering resources to help us do that like Medtronic. We need to maintain our existing database.

Medtronic has built hundreds of interfaces and has provided excellent references from other EMR customers.

We have had a good working relationship with Medtronic for many years and have used this system for

X years.

Other vendors want ongoing fees to help manage our clinic and we believe in the "DIY" model and can

effectively and profitably run the clinic with this tool.

4. EFFORTS TO IDENTIFY OTHER SOURCES: Describe efforts to identify other vendors to furnish the item(s) and why the other vendors would not qualify to submit a competitive quotation. State any vendor contacts you have experienced prior to submitting your requisition, particularly when any vendor may be expecting an opportunity to bid on the purchase.

We worked with the IT team conducted a thorough evaluation of competitors systems and

came to the same conclusion that other healthcare providers in the area (e.g. Mayo Clinic and UnityPoint) have

arrived at- that Paceart is the only system that will meet our needs. Some of those reasons

include:

-Medtronic's Paceart Optima system is the only system that is fully validated and tested with

all vendors devices and is industry neutral.

-Paceart offers the most efficient workflow because of proprietary features like SessionSync,

which is the direct transfer of clinic data through our network and One Stop Scheduling, which

is integration to remote systems.

-No other company integrates patient data into a database and subsequently into the EMR

like Paceart

5. Will this purchase limit the ability of other vendors to compete on future purchases such as supplies, upgrades or replacements?

No



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