



Date: October 26, 2022
From: Matt Sassone
To: Board of Supervisors/Purchasing Agent
Via: Lee Ann Lutken
Subject: Internal customer product request document; Request for Lidco Technology

1. The product or services being purchased must perform a function for which no other product or source of services exist – what is the unique functionality of this product?
Lidco is the only technology that gives advanced hemodynamic parameters using any arterial line that is in place, eliminating the per patient charge. The technology can be independently calibrated using a point care ultrasound plus is arterial line placement agnostic. No other company can do this.
2. What are the specific business objectives that can be met only through the unique product or services – why does UMMC need the specific unique functionality?
This product gives real time advanced parameters with no additional per patient charge. By hemodynamically optimizing ICU and Surgery patients, the literature shows a decrease ICU LOS and decreased number of readmissions from common problems like AKI.
3. The product or services must be available only from the manufacturer and **NOT** through resellers who could submit competitive pricing for the product or services
Masimo is the only company quoting / selling Lidco

A handwritten signature in black ink, appearing to read 'Matt Sassone', with a stylized, looping design.

Matt Sassone

SVP Marketing Masimo