

**RFP 11119 – Telemedicine Hospitalist Carts**

Question1: *Will DMU supply your own IT approved laptops/PC's for these carts to install at the 16 sites?*

Response: Yes DMU will be supplying the laptops.

Question2: *Will DMU ship the laptops/surface pros to the vendor to integrate(build) on the carts and test the PC with the devices prior to your rollout?*

Response: No laptops will not be shipped to the vendor. Install will need to be done on site at DMU in collaboration with ITS and Sim Center.

Question 3: *It appears that you were looking for 16 medical carts with the appropriate devices that can live stream, take pictures and video (and save and capture those) but you don't state where you want to store vitals, pictures, videos, etc. Where will the media reside in the telemedicine software? Or would you like those to go directly into an EMR, into the patient's record?*

Response: Would like media to save locally to computer. No integration with an EMR. FYI this is not actual patient data being used. Example we may have a sample image and would want to share that out on all 16 computers as if it were the rash on that simulated patient's skin (but the rash does not actually exist on any of their skin).

Question 4: *RFP Pg. 5, 1.3 (b) The RFP states that "Contractor must identify on the Acceptance Form all parties who will be involved with performance of the Contract". There is no space provided on the Acceptance Form for this information. How should we provide it?*

Response: Provide an addendum or attachment with response.

Question 5: *RFP Pg. 8, 1.10 Bill of Material and Cut Sheets - is this to be in addition to pricing?*

Response: Yes in addition.

Question 6: *Attachment A - 2.1.2 When you say it needs to integrate with your (i.e. Zoom), are you saying that your Zoom platform has software that can display the medical device information live to the physician as they talk with the patient?*

Response: We would like to be able to select the camera as a camera device in zoom.

Question 7: *Attachment A - 2.1.3 Could you describe the multifunction medical camera system and the variable magnification and autofocus? Does the physician need to be able to control the camera remotely? Is there a particular camera you are interested in (model, part #)?*

Response: The camera would be controlled on the patient side and could be zoomed in or focused to assist the physician to see better. Additional camera specs are included in 2.1.6.

Question 8: *Attachment A - 2.1.4 Do you currently have the software that would display the images on the medical camera system? If so what is that software? Or are you looking to purchase the software that would display those images? Would you also like those images, videos, and pictures automatically integrated into the patient's chart in your EMR?*

Response: The software solution is zoom. We would like to be able to select the camera as a camera device in zoom and share screen to share an image (depending on needs).

Question 9: *Attachment A - 2.1.6, 2.1.7, 2.1.8, 2.19, You ask for just the lens, not the device - is there a reason you don't need the medical device itself? Is there a brand name or model you're considering that can attach multiple lenses?*

Response: We are specifying the lens that is part of the device. Yes we do need the device that includes that lens. These devices might all be separate or have one handle with interchangeable lens.

Question 10: *Attachment A - 2.1.10 Could you describe what you mean by an interface lens and why would that be optional?*

Response: The endoscope lens is optional. We are aware that not all vendors have the ability to attach a camera to an endoscope to visualize endotracheal intubation via telehealth, but we are interested in that camera if your company can provide it. However, we do not want to eliminate a vendor's ability to bid if they don't manufacture this specialty camera.

Question 11: *Attachment A - 2.1.13 Where do you want to record, save and send the audio and images for storage in the EMR?*

Response: Would like media to save locally to computer. No integration with an EMR. FYI this is not actual patient data being used. Example we may have a sample image and would want to share that out on all 16 computers through zoom calls as if it were the rash on that simulated patient's skin (but the rash does not actually exist on any of their skin).

Question 12: *Attachment A - 2.1.16 Is there a reason you would not want locking drawers so you can secure the medical devices when they're not in use? Do you want to just put the devices in the equipment baskets when not in use?*

Response: The equipment will be stored in a secure simulation center location so locking drawers are not necessary.

Question 13: *Attachment A - 2.3.1 Based on the timeframe of the award, it is going to be difficult for any vendor to have carts delivered before March 31, 2023, as most vendors are currently out of stock. Would you accept a later delivery date? (this also applies to p. 9, Section II, 2.1, Delivery/Installation)?*

Response: Yes we would consider a later delivery date. Please document the exception in section IV.

Question 14: *Would you like a battery on the cart to keep the laptop and camera charged?*

Response: The laptops will be plugged in and we anticipated that devices would be powered through the computer. If a battery is needed or recommended, this should be included.

Question 15: *Are you looking to purchase telemedicine software with the 16 medical carts?*

Response: We are hoping to use the equipment with zoom software. If there is software required to install or operate the devices, please let us know. We are not asking for EMR software.

Question 16: *How many telemedicine sessions do you anticipate per year?*

Response: Unknown as the curriculum is in development.

Question 17: *How many use cases and workflows are you looking to add?*

Response: Unknown as the curriculum is in development.

Question 18: *What are the computer specs for the computer that the devices will plug into?*

Response:

- HP EliteDesk 800 G6 Mini Desktop PC
- Windows 11 Pro 64
- Intel Core C i7 10700T 2 GHz 8C 35W CPU
- 16 GB DDR4 2933 SODIMM Memory
- 256 GB M.2 2280 PCIe NVMe Solid State Drive
- 2x Type-A USB 2.0 IO 2

Question 19: *Which telehealth/telemedicine system or video platform are you currently using?*

Response: Plan to use Zoom

Question 20: *What are your top challenges with your current system/solution?*

Response: No current solution.

Question 21: *Will you use new telemedicine cart equipment with your existing systems? If so, will you be needing the integration services?*

Response: Asking for plug and play devices to use with Mini PC and Zoom.

Question 22: *The RFP mentions that “The carts will hold peripheral devices for telemedicine simulations and may be used for multiple specialties and multiple business models including specialists, hospitalists, and behavioral health clinician to clinician or business to business telemedicine and direct to consumer telemedicine. The Telehealth Carts are intended to facilitate student training in health professions’ education programs ...” Could you please elaborate on your use cases and provide us some specific examples of workflows? For example, what would the workflow look like for specialists?*

Response: Example 1: A standardized patient uses a telemedicine camera to show a simulated skin rash during simulated telehealth visit via zoom. Example 2: A student team calls for a telehealth provider to assist via zoom and direct them through endotracheal intubation on a manikin using a telemedicine endotracheal camera.

Question 23: *What are the most important telemedicine/telehealth solution features that you need for your use cases?*

Response: Described in the RFP criteria.

Question 24: *Are you looking for a new telemedicine/telehealth solution that can accommodate all of your use cases and workflows in a single platform?*

Response: Those uses are not needed for simulation cases.

Question 25: *Which EHR system are you currently using?*

Response: No educational EHR system is in use. Students generally type and submit full SOAP notes.

Question 26: *How much budget is allocated for the equipment and services?*

Response: This information is not being disclosed to potential bidders as part of the RFP process. We will evaluate proposals based on evaluation criteria as outlined in the RFP, with cost being one of the weighted factors.

Question 27: *What pricing should vendors include for the “Submittals” line item in the “Bid form - EDA Grant”?*

Response: This was a standard form template table used for all of our grant equipment bundles so this line can be left blank if it doesn’t apply

Question 28: *Could you please provide the nature of the deployment locations where 16 carts will be utilized? We would like to prepare for the deployment logistics.*

Response: Simulated exam rooms

Question 29: *What are your future plans for adding telehealth products and/or programs for expansion?*

Response: Unknown

Question 30: *What other vendors and how many of them are participating in this RFP?*

Response: The RFP was posted publicly on the State of Iowa Bid Opportunities site so is open to all potential bidders. It is still uncertain on how many vendors are participating in this RFP.