

Hi Vincent,

Thanks for your reply. I know you appreciate how important this is to us and we are all eager to have the appropriate instruments in place to be able to continue seeing our patients.

One additional question I have for you regarding the purchase option and the prompting for the multi-scope discount question below: Last February when we were acquiring the 7 new TJF-Q180V scopes we have today, the price was \$26,200.98 and our new quote is \$33,470.15/ scope which is an increase of 28% in a year with the possibility of a higher quantity than the 7 acquired last year.

I look forward to getting the FMV lease options from you along with the various EUS quotes for purchase, capital lease, and FMV lease.

Thanks,  
Randi

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**From:** [Vincent.Hernandez@OLYMPUS.COM](mailto:Vincent.Hernandez@OLYMPUS.COM) [<mailto:Vincent.Hernandez@OLYMPUS.COM>]

**Sent:** Tuesday, February 10, 2015 4:01 PM

**To:** Hissom, Randi

**Cc:** Sharkey, Brian T.; Kodama, Camilla; Pizzulli, Christine; Niedzwiecki, Douglas; 'Gregory.Davis@OLYMPUS.COM'; Wittenberg, Grace; 'keith.mintun@olympus.com'; Muthusamy, Venkatara

**Subject:** Re: ERCP Scopes

Randi,

1) From your submission, it makes no difference how many of each scope we buy as there is no discount for purchasing a higher quantity. Can you please verify that this is the case?

**Correct, maximum discounting and our organizations best foot forward was provided straight from the start on all options of scopes for UCLA regardless of quantity for both CPO and new scopes.**

2) Is there any leasing option for which we would not own the scope at the end of the time? As you know, we are trying to "right size" the number of scopes needed given the new process we are employing for patient safety.

**-Olympus has no residual value on the 160 scopes (per our finance department), so our only option is the capital buy-out at the end of the lease for the 160 scopes. With the 180 scopes, we have options of either a FMV (Fair Market Value) and or capital lease option.**

3) What is the "NEW TJF-Q180V-Starter Kits" you reference in the quote in place of the regular 180?

**-Disregard this option as this was a promotional pricing for scopes which offers pricing beyond GPO with the addition of disposables. However, the pricing being offered to UCLA as mentioned above exceeds this option.**