



REQUEST FOR PROPOSALS  
FOR  
**Ceiling-Mounted DR Manual X-Ray System**

At  
NHTI – Concord's Community College

RFP #CON25-03

Date of Issue: July 14, 2025

Proposals must be received no later than  
3:00 PM on July 25, 2025

All questions related to the RFP should be submitted via e-mail to:

Sean Fitzpatrick, System Office Procurement at [sfitzpatrick@ccsnh.edu](mailto:sfitzpatrick@ccsnh.edu)

The full content of this Request for Proposals, Attachments, Appendices, Response to Questions and all Addenda via CCSNH website located at:

<https://www.ccsnh.edu/about-ccsnh/bidding-rfp/>

The RFP contains specific protocols relating to discussion and other communications regarding this RFP. Any violations of these provisions may result in immediate disqualification of a firm's submission.

Prospective firms are encouraged to promptly notify CCSNH of any apparent inconsistencies, problems, or ambiguities in the RFP.

**PURPOSE:**

The purpose of this bid invitation is to establish a contract in the form of a purchase order for supplying Community College System of NH (CCSNH) with the item(s) indicated in the “Offer” section of this bid invitation, including delivery, installation and removal of old equipment, in accordance with the requirements of this bid invitation and any resulting order. This will be a one-time order with delivery required during the specific delivery window indicated in the Delivery & Installation section and to the location indicated in the F.O.B. section of this bid invitation.

**INSTRUCTIONS TO BIDDER:**

Read the entire bid invitation prior to filling it out. Complete the pricing information in the “Offer” section (the unit price is the price for the unit of purchase required by this bid invitation {i.e. each, case, box, etc.}) and all other required information on your offer. The extension is the unit price multiplied by the quantity required by this bid invitation. Also complete the attached Exhibit A – Bidder Questionnaire, then include your company’s contact information and sign the bid in the space provided.

**SCHEDULE OF KEY EVENTS:**

Issue of Request for Proposal	Monday, July 14, 2025
Proposal Due Date & Time	Friday, July 25, 2025 @ 3:00pm
Award Notification and Purchase Order Sent to Successful Bidder	Friday, August 1, 2025

**BID SUBMITTAL:**

All bids must be submitted on this form or an exact copy, must be typed or clearly printed in ink and must be received on or before the date and time specified on page 1 of this RFP. Interested parties may submit a response by email to [purchasing@ccsnh.edu](mailto:purchasing@ccsnh.edu). All responses must be clearly marked with RFP number and date due.

The Community College System of NH is not responsible for proposals not received due to equipment failure, mail delays, etc. Confirmation of response receipt will be sent within 24 hours via email.

**Bid Responses must include the following documents:**

- Completed “Offer” Section of this RFP Form
- Completed Exhibit A – Bidder Questionnaire
- Bidder’s W9
- Bidder’s Certificate of Insurance

**GOVERNING TERMS AND CONDITIONS:**

A responding bid that has been completed and signed by your representative will constitute your company’s acceptance of all CCSNH terms and conditions and will legally obligate your company to these terms and conditions.

A signed response further signifies that any terms and/or conditions that may be or have been submitted by the bidder are specifically null and void and are not a part of this bid invitation or any awarded purchase order, even if said terms and/or conditions contain language to the contrary.

**PUBLIC DISCLOSURE:**

Any information contained in the bid that a vendor considers confidential must be clearly designated. Marking of the entire bid or entire section of the bid (e.g. pricing) as confidential will neither be accepted nor honored. Notwithstanding any provision of this bid to the contrary, vendor pricing will be subject to public disclosure upon the effective date of all resulting contracts or purchase orders.

Generally, each bid shall become public information upon the effective date of all resulting contracts or purchase orders; however, to the extent consistent with applicable state and federal law and regulations, as determined by the State, including, but not limited to, RSA Chapter 91-A (Right to Know Law), CCSNH shall endeavor to maintain the confidentiality of portions of the bid that is clearly and properly marked confidential. If a request is made to CCSNH to view portions of a bid that a vendor has properly and clearly marked as confidential, CCSNH will notify vendor of the request and of the date that CCSNH plans to release the records. By submitting a bid, vendors agree that unless the vendor obtains a court order, at its sole expense, enjoining the release of the requested information, CCSNH may release the requested information on the date specified in the CCSNH’s notice without liability to the vendors.

## **VENDOR CERTIFICATIONS:**

All bidders must be duly registered as a vendor authorized to conduct business in the State of New Hampshire.

## **BID INQUIRIES:**

Questions regarding the meaning and interpretation of the RFP, attachments, specifications, etc., shall be submitted via email. Answers will be provided via an RFP addendum posted to <https://www.ccsnh.edu/about-ccsnh/bidding-rfp/>. Please direct all questions or correspondence regarding this RFP to:

Sean Fitzpatrick, Procurement Manager  
CCSNH System Office  
[purchasing@ccsnh.edu](mailto:purchasing@ccsnh.edu)

Any questions must be submitted by an individual authorized to commit their organization to the Terms and Conditions of this bid. Submissions must clearly identify the Bid Number, the Vendor's name and address and the name of the person submitting the question.

## **SPECIFICATION COMPLIANCE:**

The manufacturer(s) and/or model(s) indicated are representative of the type and quality required. You may bid different make(s) and model(s), however, your offer must be materially similar to the one(s) indicated. The Community College System of NH shall be the sole determining factor of what is materially similar to the required item(s). If bidding a substitute product, literature documenting the product's specifications must be included with your bid. Bids received without such documentation may be disqualified.

If there are any specifications indicated in this bid invitation, they will be considered the minimum requirements. Bidder's offer must meet or exceed these minimum requirements. The Community College System of NH shall be the sole determining factor of what meets or exceeds any specification.

Unless otherwise specified by the Community College System of NH in this bid invitation document, all equipment offered by the bidder must be new; shall not be used, rebuilt, refurbished; shall not have been used as demonstration equipment, and shall not have been placed anywhere for evaluation purposes.

## **CHANGES:**

Any requested changes to this bid invitation by the bidder must be received in writing at the Community College System of NH no later than 4:30 PM on the fifth Community College System of NH business day prior to the date of the bid closing.

## **ADDENDUM:**

In the event it becomes necessary to add or revise any part of this bid prior to the schedules submittal date, CCSNH will post on our website any addenda. Before your submission, always check the site for any addenda or other materials that may have been issued affecting the bid. The website address is <https://www.ccsnh.edu/about-ccsnh/bidding-rfp/>

## **BID PRICES:**

Bid prices must be in US dollars and must include delivery and all other costs required by this bid invitation. Bid prices should result in prices that are no higher than those charged to the bidder's best/preferred customer. Special charges, surcharges, or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges **must be built into your bid price** at the time of the bid.

## **WARRANTY REQUIREMENTS:**

Successful bidder shall be required to warranty all of the equipment awarded to them for a period of not less than the manufacturer's standard period of time, from the date the items are received, inspected and accepted by the Community College System of New Hampshire. The warranty shall cover 100% of all parts, shipping, labor, travel, lodging and expenses.

## **BID AWARD:**

The award of the bid will be based upon bidder's total price for items listed in the "Offer" section of this bid invitation and their response to questions in Exhibit A. If an award is made, it will be for all line items in total, in the form of a Community College System of NH Purchase Order.

**BID RESULTS:**

Bid results may be viewed when available, on CCSNH's web site at: <https://www.ccsnh.edu/about-ccsnh/bidding-rfp/>.

**TERMINATION:**

The Community College System of NH shall have the right to terminate the purchase contract at any time by giving the successful bidder a thirty (30) day written notice.

**F.O.B.:**

The F.O.B. shall be destination to the following delivery point:

NHTI – Concord's Community College  
31 College Drive  
Concord NH 03301

**DELIVERY AND INSTALLATION:**

NHTI is requesting that delivery and installation be completed during breaks between academic semesters. NHTI has set aside a delivery and installation window of **Monday, December 15, 2025 to Tuesday, January 20, 2026** to coincide with its winter recess. Delivery and installation **cannot** take place outside of this window unless otherwise agreed upon by NHTI.

If equipment becomes available prior to the delivery window, the winning bidder shall not charge NHTI any storage fees or other penalties for the holding of equipment until delivery and installation can be completed.

If the winning bidder is unable to deliver and install equipment during the specified window due to supply chain disruptions or other unforeseen circumstances, the winning bidder shall not charge any storage fees or other penalties for the holding of equipment while an alternative delivery window is identified and installation is ultimately completed.

PLEASE INITIAL TO CONFIRM YOUR FIRM UNDERSTANDS AND AGREES TO ALL DELIVERY AND INSTALLATION REQUIREMENTS

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(Initial)

**REMOVAL OF EXISTING EQUIPMENT:**

After delivery and installation of new equipment, winning bidder will be required to remove all existing equipment listed below:

- Existing Ceiling-Mounted X-Ray System (generator, table, overhead tube crane, and upright bucky)
- CR system and all accessories to be left behind

**RETURNED GOODS:**

The successful bidder must resolve all order and invoice discrepancies within five business days from notification. Products returned due to quality issues, duplicate shipments, over-shipments, etc. must be picked up by the successful bidder within five business days of notification with no restocking or freight charges, and must be replaced with specified products or the agency will be refunded/credited for the full purchase price. Unauthorized substitutions for any products are not allowed.

Standard stock products ordered in error by the Community College System of NH must be returned for full credit within fifteen days of receipt. Products must be in re-saleable condition (original container, unused) and there will be no restocking fee charged for these products. The using campus will be responsible for any freight charges to return these items to the successful bidder.

**OFFER:**

Successful bidder hereby offers to sell the required items to the Community College System of NH at the following price(s):

**QTY** **UNIT** **DESCRIPTION**

**1**      **EA**      **Ceiling Mounted Digital Radiography X-Ray System with Wireless Plate**  
**– Including Delivery, Installation, User Training and Removal of Old Equipment**  
 Konica Aero GL-P Manual OTC System, or similar

**Specifications Highlights for Substitutions:**

**Manual OTC**

Konica Minolta's OTC DR is an integrated system for all conventional radiographic applications in combination with a High Frequency Generator, Wall Bucky with an OTC that makes it cost-optimized product. This room is tailored to be your complete product for DR work. The system has been designed focusing on flexibility and user friendliness. It can be further configured depending on your exact clinical requirements. With the 5-element telescope, a very small focus-to-ceiling-distance can be achieved, enabling installation in rooms with low ceiling heights.

Features:

Magnet-actuated parking brakes in longitudinal and transverse direction

3 m long transverse track

Vertical SID acquisition

Integrated lock function, locks at any position along the ceiling track

Electromagnetic brake for telescopic lift, transverse track

Mechanical center-position catch for rotational axis

Telescope carriage with automatic stop at SID 115cm

CAN Interface

Cable set 24 m for tube and collimator

Touch user interface for stand and generator control

Technical Specifications Details

Minimum focus-ceiling distance 83 cm

Vertical telescope travel range 180 cm

Longitudinal travel range Min. 350 cm / Max 564.5 cm

Catch positions Configurable during installation

Length transverse track 303 cm / 438 cm  $\pm$ 1 cm

Tube rotational range horizontal axis -120° / +120°

Catch positions -90°, 0° & +90°

Front touch user interface SID, Horizontal tube rotation angle, generator control

**Backrest**  
 Ultra-thin, flexible. 1" (25 mm) with formed upholstery

**Manual Collimator**

Manual collimator with 6 pair of blades

Accessory rails (cones, filters, etc)

Field light lamp (light of the lamp 160 lux)

Light indicator for alignment with the bucky

Lamp timing - Retractable measuring tape

**Tube**

SV 150/40/80-100

Nominal Voltage 150 kV

Anode Angle 12°

Focal Spot/Size 0.6/1.0

Anode heat storage capacity 450 kJ (600 kHU)

Tube housing heat storage capacity 1800 kJ (2430 kHU)

Maximum anode heat dissipation 2000 W

**Table**

Four-ways floating table top with electromagnetic brakes  
Table top dimensions 86.6" length by 30.9" wide  
Flat composite Carbon Fibre table top to increase patient comfort and reduce x-ray dose (0.026" Al at 100 Kvp)  
Patient loading capacity 660 lbs.  
Table top movement:  
Longitudinal 43.1" (+23.6", -19.5")  
Transversal 9.8" (4.9")  
Vertical 13.8"  
Minimum floor-table distance 21.6"  
Maximum floor-table distance 35.4"  
Longitudinal detector travel 24"  
Prepared for Flat Panel Detector

**AEC**

UE01JR6

Control of the Automatic Exposure Control for quantity one, 3-field Ion Chamber, and AEC Generator Control Board  
Operating mode: 0, 2 or 4 points  
Zero point with anatomical program APR. Automatic selection of the programmed radiographic parameters (kVp, mAs, working station, AEC, Focal Spot, according with patient size and anatomical area selected)  
Two Points: kVp and mAs  
Three Points: kVp, mA and time  
DR-SSMC-PREAMP-1006  
Pre-amplifier for measuring chamber

**Wall Stand**

Left Hand Non Tilting Wall Stand with Rotating Configuration  
Left Hand Load Rotating Non Tilting Wall Stand  
Heavy duty vertical bucky stand providing full flexibility for radiographic examinations:  
Non-Tilting Wall Stand  
Vertical travel 59"  
Minimum floor distance 15.7"  
Maximum floor distance 74.8"  
Fully counterbalanced for manual positioning  
Adaptations for Digital Flat Panel instead of standard bucky

**High Speed Starter for one X-Ray tube**

Starter for anode rotation of one x-ray tube of equal or different impedance  
Anode Rotation Brake control  
Time delay of the brake in function of the sequence of exposure selected

**Aero DR GL-P 1417 FNB**

Konica Minolta's AeroDR GL14"x17" is a glassless, high performance, lightweight flat panel detector designed for general radiography applications. AeroDR GL's spaceage carbon Sheet Molding Compound (SMC) monocoque casing offers a lightweight, ergonomic design infused with antibacterial technology. A sampling pitch (pixel size) of 200 m delivers an excellent resolution for general radiography. AeroDR delivered reliability and capacity to help maximize patient outcomes, productivity and return on investment.

Lightweight Cesium Wireless DR Detector - only 1.8 kg. /4.2 lbs. (lighter than traditional CR cassettes)

High Dynamic Range resolution of 200 m

Long Power Cell Life. Up to 4.3 hours on a full charge

IP56 certified dust and water-resistant detector - provides increased protection

880lbs over the entire imaging area  
396lbs point load  
Drop Height – 47.24" (MIL-STD 810G)  
High Bending resistant (resists deformation)  
AeroDR Power Cell- Lithium-Ion Capacitor: Konica Minolta Healthcare exclusivesuperior power technology that includes an exclusive 7-year warranty against replacement for reduced operational cost  
4-6 second detector refresh time (Cycle Time)  
Maximum configuration flexibility capabilities as a desktop or laptop system  
AeroSync® Technology - Automatic Exposure Detection capability  
IP56 and MIL-STD 810G Compliant  
Requires Windows 10 OS

**Alternatives must:**

- Be able to utilize existing equipment footprint, the classroom doesn't allow for variations with the limited space.
- Be capable of complete manual use
- Come with a wireless panel
- Come with educational files.

MAKE: \_\_\_\_\_ MODEL: \_\_\_\_\_ ITEM #: \_\_\_\_\_  
**Please enclose product literature and specifications**

Unit Cost \$ \_\_\_\_\_ Extended Cost \$ \_\_\_\_\_

**Extended Cost should be inclusive of Delivery, Installation, New User Training and Removal of Old Equipment**

**DISCOUNT:** If there is an educational discount, please apply

Any and all charges **must be built into your bid price** at the time of the bid. Bid is FOB Destination.

**BID TOTAL:** \$ \_\_\_\_\_

**Specifications listed above are representative of the type and quality required. Your bid submission must be materially similar to the specifications indicated. Literature detailing product specifications must be included with bid. NHTI shall be the sole determining factor of what is materially similar to the required item(s).**

**NOTE: your bid submission must clearly list all items in the above listed configuration specifications. If we cannot match all specifications, if they are not clearly identifiable, then your bid may be disqualified.**

**SIGNATURE:**

The undersigned hereby offers to sell to the Community College System of NH the commodities or services indicated in the following page(s) of this Bid at the price(s) quoted in complete accordance with all conditions of this Bid.

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Tel.#: \_\_\_\_\_

Email: \_\_\_\_\_

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

\_\_\_\_\_  
(TYPE OR PRINT NAME)

This document must be signed by a person who is authorized to legally obligate the responding vendor. A signature on this document indicates that all Community College System of NH terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to CCSNH terms and conditions as stated on the reverse of the purchase order.

**Exhibit A**  
**CON25-03 – X-Ray Machine**  
**Bidder Questionnaire**

**(Please attach responses on a separate document)**

1. Please list the anticipated lead times for each piece of equipment, from receipt of purchase order to equipment arriving at your place of business.
2. Please describe your firm's delivery and installation plan during the specified delivery window above:
  - a. Will your firm be able to deliver and install all equipment within the specified delivery window?
  - b. What are your requirements for delivery? i.e. loading dock, on-site storage etc.
  - c. How many days in total do you plan to schedule for delivery and installation? How many hours per day? What time will each day start?
  - d. How many of your employees will be on campus to perform the install?
  - e. What will you need from the college to perform the delivery and installation? i.e. assistance from college personnel, building access, and other resources etc.
  - f. How will you ensure all equipment is installed and operational before the end of the installation window? What testing will you perform, etc.?
3. Please list the standard manufacturer's warranty for all equipment
4. Please describe your plan to removal all old equipment being replaced
5. Please describe your customer service structure and procedure for addressing customer issues. Will NHTI work with a dedicated account manager, etc.?
6. Does your firm offer emergency & regular maintenance services for this equipment? If yes, please describe your service capabilities. Where are your service technicians based relative to NHTI's campus?
7. Please include any addition information that may be helpful to the review team