



Odulair NCDC Ebola Isolation Unit - 8 Patient

Prepared For

Giorgi Chakhunashvili, MD PhD

National Center for Disease Control
and Public Health

Created By

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Cover letter

Oct. 15, 2014

Giorgi Chakhunashvili, MD PhD

National Center for Disease Control and Public Health

9M. Asatiani Str

Tbilisi, 0186 Georgia

Dear Giorgi Chakhunashvili, MD PhD,

We would like to once again thank you for your interest in Odulair, LLC and our unique product line of mobile health facilities. The Odulair, LLC management team has been in the medical device industry for 33 years and in the mobile health business for 11 years. We are proud to be the world's leading manufacturer of custom mobile clinics for over 40 healthcare specialties and the only company in the business founded and managed by a medical professional. In fact, our founder, Dr. Anita Chambers, spent the first three years of her professional career providing imaging services from a mobile clinic after graduating from the Medical College of Georgia. No one understands your needs better than Odulair, LLC because we have been there ourselves; and no one can claim to have more professional and hands on experience in the design and use of mobile and modular clinics than the Odulair, LLC team.

Over our years in the business, we have realized that all mobile clinic projects must go through several stages requiring the expertise of many skilled specialists to transform your dream into a completed, functional mobile facility. During that process, we endeavor to balance imagination, creativity and reliability, combining all the skills necessary to envision, design, plan and manufacture your mobile health clinic to deliver the results you want, on-time and on-budget.

However, we are also known for offering the most comprehensive customer training program and warranty in the industry. Unless otherwise requested, our training is conducted at your local site to ensure that your entire staff feels comfortable operating the mobile clinic in your own environment. Warranty service is also provided locally for efficiency and expediency.

Our many satisfied domestic and international clients are witnesses to our dedication, attention to detail, healthcare code compliance, and aesthetics of our mobile clinics. From individual mobile health facilities to entire fleets, Odulair, LLC has undertaken a variety of projects and executed all of them to the satisfaction of our clients from varied backgrounds.

Given the opportunity to work on your project, Odulair, LLC will make sure we maintain the high standards we have set for ourselves with the personal touch in every project we undertake. Please consider Odulair, LLC for all your mobile and modular healthcare facility needs. We shall provide you with the efficient, punctual and worries-free planning, designing, manufacturing, and implementation services which have become a hallmark of Odulair, LLC over the years.

Sincerely,

Anaís Pié

Sales Process Manager

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Executive Summary

The problem

When incorporating an Ebola Isolation Unit (EIU) into your healthcare provision services, it is essential to get expert advice on how to best meet your site's unique needs while maintaining an effective and efficient design. It can be more complicated than constructing a permanent facility. A mobile clinic needs to offer as many aspects as your permanent facility within a tent, container, or modular building that has very limited space. Not only does your EIU need to have a proper design that ensures smooth clinical functionality, and proper infection control, but the aesthetic aspects of the EIU also need to suit your taste as it will be located on your site. You need a floor plan layout that conforms to local healthcare building regulations and standards, makes efficient use of available resources within your budget, and provides an ideal blend of functionality with ease of use. Then arises the need for initiating the essential processes of healthcare equipment identification and sourcing, functional design, electrical, and mechanical engineering, and expert supervision every step of the way to ensure efficient conformity to the original plan.

In our discussions, I understand that you need an 8-patient EIU on-site as quickly as possible. Your EIU will be placed within a building capable of providing electrical, water and sewer connections, as well as ambient heating. We identified the most suitable platform for this EIU as a series of sealed seam isolation tents. Although this choice would have proven difficult if placed outdoors in extreme temperatures, being inside of a building it will provide a comfortable environment while delivering all of the CDC, WHO, and UN recommendations for treating a suspected or confirmed Ebola patient within a United States hospital setting.

The opportunity

To build the most effective EIU, you need the expertise of a company who not only specializes in healthcare compliant medical facilities, but also understands the rigors involved in treating Ebola patients in less than optimum scenarios. The Odulair team has extensive experience in West Africa providing mobile specialist outreach clinics to Ministries of Health. It was the Ministry of Health in Ghana, West Africa, that first asked us to create an EIU so they could effectively keep Ebola out of their country.

Before designing something new, we searched the world for a suitable solution, but could not find one. Although several companies do provide isolation-type units on various platforms, none met the specific requirements of containing patients infected with the Ebola virus. Therefore, we created our unique EIU for them. Upon completion of the initial design, we shared the plans with the UN Ebola Response Team. Dr. David Nabarro, Special UN Envoy in charge of Ebola response immediately approved and forwarded the plans to Dr. Bruce Aylward, Assistant Director General of the WHO, who has in turn connected Odulair with the key teams on the ground in Liberia, Sierra Leone and Guinea. Since then, the UN has selected the Odulair patent-pending EIU as their product of choice and proposed large-scale purchases to several West African governments. Now, we are also working with a CDC appointed NGO for the provision of Ebola Isolation Unit Triage Centers across all affected countries. Daily contact with boots on the ground in affected West African countries has given, and is still giving, Odulair a priceless education in the isolation and treatment of Ebola patients that is grounded in our existing expertise in building Mobile Surgery Units and Airborne Infection Isolation Units requiring sophisticated positive and negative pressurization.

The solution

A company with a proven record of efficient and effective design and manufacture of mobile and modular clinic projects across a wide range of healthcare specialties and a number of satisfied clients will be your best teammate in your project. The team is involved at the very first stage of design and ensures that the project achieves its intended outcome by supervising the entire process. The more closely you work with our design team, the better we

will be able to give concrete shape to your project.

About us

The company

Odulair, LLC is the world's leading manufacturer of custom mobile and modular clinics providing over 40 healthcare specialties on standardized platforms to meet all of your mobile health clinic needs. We are proud to be the only company in the industry that is founded and operated by a medical professional with actual experience providing clinical services from a mobile clinic. Each of our mobile medical clinic products are designed by clinical professionals with expertise in the medical specialty.

Each Odulair, LLC medical vehicle is designed to be used in urban and suburban regions as well as in the jungles and deserts of developing countries. We specialize in U.S. healthcare code compliant mobile clinics as well as highly mobile and all-terrain medical vehicles offering 4-wheel drive, 6-wheel drive, and even 8-wheel drive options.

In 2008, Odulair, LLC was the first Mobile Clinic manufacturer to launch partially a solar-powered mobile clinic for use in remote areas lacking reliable electricity. In 2013, we launched an advanced version utilizing a proprietary hybrid solar stored energy solution.

All Odulair, LLC mobile clinics are custom built in the United States and incorporate the highest quality, most reliable American and European medical equipment. Odulair, LLC mobile clinics are built under rigid ISO 9001 standards delivering unparalleled quality and craftsmanship.

At Odulair, we utilize a proprietary design and manufacturing process entitled "medical from the ground up"™. With this process all of our products are designed "from the ground up" as medical vehicles, they are not converted vehicles as other companies produce. This means that Odulair mobile clinics will automatically include the proper amount of clean power necessary to drive medical devices without failure, include positive pressurization and HEPA filtration systems where necessary; have walls covered with medical grade materials that provide natural anti-bacterial properties; our mobile clinics are designed for fast patient throughput and rapid turn-around time with staff efficiency; as well as everything else you would expect in a state-of-the-art medical facility.

In addition to manufacturing products, the experienced staff at Odulair, LLC offers a team approach in providing consultative, value-added services. Services include, but are not limited to, project oversight, providing connecting corridors, delivery, installation, set-up, and training, policies and procedures development, warranty and extended warranty, comprehensive facility service and maintenance.

For "Healthcare where you need it" ... You need Odulair!

The leader

Anita Chambers, PhD MBA - President and Founder

Odulair was founded by Anita Chambers, who received her clinical training from the Medical College of Georgia from 1981 to 1985 and has been working in the fields of diagnostic imaging and surgical therapeutics ever since. Dr. Chambers has unique experience among mobile clinic manufacturers as she is the only company founder and management member that has clinical training, has actually worked clinically in a mobile medical vehicle, and been responsible for developing many FDA cleared medical devices,

Dr. Chambers first job after graduating was working for Shared Medical Services, a leader in the provision of mobile imaging services throughout the United States. Later, working for such industry leaders as Acuson (diagnostic ultrasound), Siemens (medical imaging, diagnostics, and therapy), Computer Motion (now Intuitive Surgical, surgical robotics), Cbyon (image guided surgery), and others; Dr. Chambers amassed over 22 years experience before founding her first mobile medical vehicle company in 2003.

Dr. Chambers built her first surgical theater in 2000. It was one of the first ORs in the world where everything hung from a boom in the ceiling, what was then called an "OR of the future." It was also one of the first hybrid ORs in the world long before GE, Philips or Siemens conceived of the concept.

In 2003, Dr. Chambers co-founded her first mobile clinic company, where she led the acquisition of the only issued U.S. patent for a mobile operating room. Dr. Chambers gave tremendous thought to how to improve the underlying technology upon which mobile medical vehicles are designed and built as well as designing modular versions of the most desired mobile units. As a reviewer of National Institute of Health (NIH) grants in the area of bioethics and emerging technology, she gained a far greater understanding of how to best use mobile medical vehicle technology to better serve larger populations including those in dire need due to hospital workflow shortages, remote locations, and even large-scale natural and man-made disasters.

Dr. Chambers founded Odulair in 2008 with a focus on both mobile and modular medical units designed to meet the needs of 21st century healthcare delivery where the emphasis is efficiency, throughput, and cost effectiveness. She utilized the knowledge she had gained from her clinical training, her own personal experience running a mobile imaging service vehicle and her work in the medical device industry to create effective products to deliver healthcare around the world from the jungle to the desert and everything in between.

The proposal

Odulair, LLC has been designing and manufacturing mobile clinics for more than a decade. Our satisfied customers act as testament to our skills and professionalism. We can step in at the very first stage of planning, conducting several discussions to know what is in our clients' mind and then come up with a plan that satisfies the client's mobile clinic needs in terms of mobility, functionality, clinical effectiveness, robustness, and long-term value.

Our services include feasibility advice, design and planning of mobile health clinics in accordance to the clients' wishes and in conformity with the local healthcare building codes and regulations, and assistance and guidance in matters of manufacturing in order to deliver the project to the end. We liaise closely with the entire design and manufacturing team to ensure coordination and conformity to the design plan and to solve any problems that may arise throughout the equipment sourcing and manufacturing process. Being in close contact with the medical device industry enables us to advise our clients on the choice of medical equipment brands and models that have the ability to execute the approved design along with the ruggedness to be incorporated into a mobile clinic.

Proposed designs for your Odulair patent-pending Ebola Isolation Unit include the following floor plan layouts. The 8-patient solutions demonstrate the current plan, however, this EIU offers scalability in terms of lateral expansion should you need additional Individual Patient Isolation Tents or Group Patient Treatment Tents.

Ebola Isolation Unit - 8-Patient Individual Rooms

Why choose us

We are the world's leading designer and manufacturer of custom mobile and modular clinics for over 40 healthcare specialities. Our mobile clinics are U.S. healthcare code complaint and incorporate the finest American and European medical equipment. We remain with our clients from the planning stage to the time they deploy the mobile clinics into the field, ensuring every project receives a personal touch. We offer the most comprehensive customer training program and worries-free warranty in the industry as well as local service. We have been extensively recommended by satisfied clients for delivering the best possible mobile clinics on-time and according to the clients' budget.

Services and pricing

Services provided

- Performing mobile clinic design needs assessment
- Planning and designing custom mobile clinic vehicles based on client's unique needs
- Identifying and sourcing medical equipment to be incorporated into mobile clinic
- Engineering robust, clinically effective mobile clinic solutions
- Supervising the construction team and coordinating the process
- Conducting on-site customer training for healthcare team
- Providing warranty and optional maintenance packages

Pricing

Products			
Name/Description	Price	Qty	Subtotal
Ebola Isolation Unit - Medical Staff Tent, Quad	\$102,597.31	1	\$102,597.31
Canvas sealed seam isolation tent • Quad-shape, attaches directly to Patient Isolation Tent • Interior dimensions: 29.3' L x 14.7' W x 9' H / 8.93m L x 4.48m W x 2.74m H • Exterior dimensions: 29.3' L x 19.4' W x 9.7' H / 8.93m L x 5.91m W x 2.96m H • 434 square feet / 40.32 square meters • Deployment area: 568 square feet / 52.77 square meters • Average air blower set-up time: 5 minutes • Air volume structure: 220 cubic feet / 6230 liters • Wind resistance: 50 mph / 80.47 kph • Roof load: 1900 lbs / 861.83 kg • Operating temperature: -40°F to +130°F / -40°C to +55°C Positive pressurization Industrial-grade Air Scrubber (Quantity 2) Minimum 12 Air Exchanges per Hour (ACH)			
Ebola Isolation Unit - Individual Patient Isolation Tent, 8-Patient Rooms	\$243,399.02	1	\$243,399.02
Main Body of Patient Isolation Tent Canvas sealed seam isolation tent • Interior dimensions: 42' L x 20.5' W x 10 H / 12.8m L x 6.2m W x 3m H • Exterior dimensions: 42' L x 21.8' W x 10.7' H / 12.8m L x 6.6m W x 3.3m H • 861 square feet / 80 square meters • Deployment area: 916 square feet / 85.1 square meters • Average air blower set-up time: 7 minutes • Air volume structure: 440 cubic feet / 5097 liters • Wind resistance: 50 mph / 80.47 kph • Roof load: 4000 lbs / 861.8 kg • Operating temperature: -40°F to +130°F / -40°C to +55°C Negative pressurization Minimum 12 Air Exchanges per Hour (ACH), All exhausting outdoors Industrial-grade Air Scrubber (Quantity 2) Neutral pressure air lock anteroom at each entrance Individual Patient Isolation Rooms (Quantity 8, each) • 2.9 m x 2 m (L X W), 5.8 square meters / 62 square feet • Negative pressurization • Variable 23 - 36 Air Exchanges per Hour (ACH) • FDA approved Class II Medical Device Air Purification System with HEPA Type A (99.99% to 0.3 microns with UV radiation, All exhausting outdoors (Quantity 8) • ADA compliant patient sleeping cot 181 kg / 400 lbs capacity, 5 head positions • Low-flow toilet • Shower with hand-held trigger shower head			

Ebola Isolation Unit - Patient Transport Pod	\$21,000.00	3	\$63,000.00
Construction • 510 gauge Reinforced PVC and 16 gauge clear vinyl puncture resistant construction • Clear viewing window (Quantity 4, each side) • Glove portals (Quantity, 4 pairs on one side, 3 pairs on other side) • Snorkel portals (Quantity 2) • Pass-through portal (Quantity 1, at head end) • Waste bag (Quantity 1) • Pillow (Quantity 1) • Internal restraint system (Quantity 1) Negative pressurization, >0.01 inch water column Minimum 21 Air Exchanges per Hour (ACH) HEPA Filtration System, HEPA inlet filters, Outlet filter, HEPA filter (99.97% to 0.3 microns) • Organic Vapor filter • Acid Gas outlet filter • NIOSH42 CFR Part 84 compliance • Ammonia (AM) • Chlorine Dioxide (CD) • Chlorine (CL) • Hydrogen Fluoride (HF) • Hydrogen Sulfide (HS) • Methylamine (MA) • Organic Vapors (OV) • Sulfur Dioxide (SD) Battery powered 10.2 cubic meter per hour blower system Rechargeable Lithium Ion battery, 8 hour blower operation time without electrical power, 4 – 6 hour recharging time			
Ebola Isolation Unit - Gross Decontamination Shower	\$13,962.89	1	\$13,962.89
Enclosed with catch basin floor Trigger shower			
Ebola Isolation Unit - Technical Decontamination Tent, Single Lane	\$30,445.55	1	\$30,445.55
Single decontamination lane with built-in shower Enclosed shower with catch basin floor Trigger shower			
Ebola Isolation Unit - Human Waste Incinerator	\$72,175.11	1	\$72,175.11
Large water and solid incinerator Capable of incinerating waste from up to 10 toilets and showers Burns to 1315 degrees Celsius Inactivates Ebola virus in human waste and waste water			
Ebola Isolation Unit - On-site Set-up (if available)	\$35,000.00	1	\$35,000.00
Covers cost of international and local labor			

Ebola Isolation Unit - On-site International User Training	\$26,250.00	1	\$26,250.00
Covers cost of international travel for trainers			
Ebola Isolation Unit - Industrial Wet / Dry Vacuum	\$218.75	2	\$437.50
To clean up hazardous water spills, 12.5 gallons / 47.3 liters			
Thermomedics Talking Infrared Non-touch Thermometer	\$2,812.16	1	\$2,812.16
Case of 40 Talking thermometer, English, Spanish, French, or silent			
Subtotal:			\$590,079.54

Total cost: \$590,079.54

Image & Video Gallery

[Odulair Ebola Isolation Unit](#)

[Odulair Mobile Surgery Unit](#)

[Odulair Mobile Dialysis Unit](#)

[Synesthesia™ Patient Relaxation System Video](#)

The details

Terms and Conditions

1. Odulair, LLC shall provide all services related to planning, design, and manufacturing of the mobile clinic in consultation with the client until the satisfactory completion of the project on the mutually agreed date.
2. Odulair, LLC shall prepare and share an initial floor plan layout with associated materials and projected healthcare equipment to be installed along with an estimated cost of the mobile clinic as part of this proposal.
3. After securing the client's approval for the initial plans, Odulair, LLC shall share the detailed design, specifications and features of the project.
4. Upon reviewing the more detailed design, specifications and features, the client shall be allowed to make one set of revisions. If the client revisions alter the estimated cost of the mobile clinic, Odulair, LLC shall provide the client with a revised estimate and project change order for approval prior to altering the project.
5. Odulair, LLC shall conform to the laws and regulations governing the design and manufacture of mobile clinics in the client's local area and shall ensure that the same laws and regulations are followed during the construction stages. If no such laws and regulations are provided to Odulair, LLC by the client, the mobile clinic shall conform to the laws and regulations governing the design and manufacture of mobile clinics in the United States.
6. The client shall make sure that no other company or consultant is hired to work on the same project or part of the same project in any way that may produce conflict or a lack of understanding regarding any aspect of the project.
7. All sales projects require a deposit of 60% of the total cost upon Odulair, LLC receipt of project approval via an electronic approval, Purchase Order, or executed contract. A progress payment of 30% of the total cost is due upon completion of the mobile clinic shell prior to initiation of work on the mobile clinic interior. The final payment of 10% is due prior to shipment.
8. If the client cancels the sales project for any reason prior to completion of the mobile clinic, the monies paid are forfeited by the client.
9. Odulair, LLC shall provide a one-year warranty on mobile clinics and integrated medical equipment. One-year term of warranty shall commence upon client receipt of mobile clinic or 18 months after Odulair, LLC shipment from the factory, whichever is sooner.
10. Client is responsible for contacting via phone (+1 307 459 1350) or email (service@odulair.com) to report any warranty claims within 24 hours of any product issue. Failure to report product issues within this time may result in decreased ability to repair issue effectively and a void of the warranty claim.
11. This budgetary quotation is valid for 30 days from the date of issue.
12. Odulair, LLC has the right to substitute any product or component that may be discontinued or unavailable with another product or component of equal or better specifications.
13. Odulair, LLC shall initiate the final sales contract prior to project commencement.
14. All Odulair, LLC products are quoted ex-works from the Odulair, LLC factory unless otherwise noted on the budgetary estimate or sales contract.
15. All rental projects require a security deposit equivalent to 6-months rental fee due with the executed contract. All rental projects require a commissioning and decommissioning fee appropriate to the product type. The commissioning fee is due with the executed contract. The decommissioning fee is due at the end of the contract period. Rental fees are to be paid monthly in advance of the rental period. The renter is required to provide full insurance coverage for replacement value listing Odulair, LLC as an additional insured on the policy. The renter is responsible for any loss or damage to the rental unit.

Contact us

Getting started

When you give us a call, our representative will work with you to incorporate your preferences and choices within your custom mobile clinic. This will be the start of a series of discussions along the same lines, which will continue as our architect prepares a design plan exclusively tailored to your requirements and taste.

Visit

<http://www.odulair.com>

Call

+1 307-459-1350

Write to

Anaísa Pié
Sales Process Manager
109 East 17th Street | Suite 63 | Cheyenne WY 82001 | USA
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Signed by:

National Center for Disease Control
and Public Health

Date