



**The Department of Veterans Affairs – Federal Supply Service  
Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage is: [www.GSAAdvantage.gov](http://www.GSAAdvantage.gov)

FSC Group 65, Part II, Section A, Medical Equipment and Supplies, FSC Class: 6515  
For more information on ordering Federal Supply Schedules click on the FSS Schedules button at [www.fss.gsa.gov](http://www.fss.gsa.gov).

**Contract Number: V797D-70010- Contract Period: 11/15/2016 through 11/14/2021**

**Contractor: Vapotherm, Inc.**

**Incorporating Modification P00005 New Sales POC and P00006 Price Increase**

100 Domain Drive  
Exeter, NH 03833  
Phone # 866-410-9986 Fax # 603-218-6111  
Web Site: <http://www.vtherm.com/>  
Small Business  
Prime Vendor Program

**CUSTOMER INFORMATION:**

<p>1a. Awarded Special Item Number: SIN: A-10 Cannulas, Airways, Tubes &amp; Accessories</p> <p>2. Maximum Order: \$100,000</p> <p>3. Minimum Order: \$50</p> <p>4. Geographic Coverage: The 50 U.S. States, District of Columbia and Puerto Rico.</p> <p>5. Point of Production: US</p> <p>6. Prices herein are net, discount deducted.</p> <p>7. Quantity Discounts: 10% discount on purchase of 10 or more capital equipment units (Precision Flow unit and VTU) on a single purchase order. Qualifying order may be a mixture of capital unit types.</p> <p>8. Prompt Payment Terms: 1.5% 20, Net 30 days</p> <p>9. Government purchase cards are accepted below and above the micro-purchase threshold.</p> <p>10. Foreign Items: N/A</p> <p>11a. Delivery Time: 3-5 days ARO</p> <p>11b. Expedited: 1-2 days ARO. Government is responsible for difference between normal and expedited delivery.</p> <p>12. F.O.B. Points: F.O.B. FOB Destination to 48 U.S. States and the District of Columbia, FOB Point of Exportation to Alaska, Hawaii, and Puerto Rico.</p> <p>13a. Ordering Address: Customer Service Vapotherm, Inc. 100 Domain Drive Exeter, NH 03833</p>	<p>13b. Ordering Procedures: For supplies and services, the ordering procedures and information on BPA's can be found at the GSA/FSS Schedule homepage (<a href="http://www.gsa.gov/bpa">http://www.gsa.gov/bpa</a>).</p> <p>14. Payment Address: Vapotherm, Inc. 22 Industrial Drive, Suite 1 Exeter, NH 03833</p> <p>15. Warranty/Exchange Goods: RGP: See Attachment 1 Warranty: See Attachment 2.</p> <p>16. Export Packing Charges: N/A</p> <p>17. Terms and conditions of Gov't Purchase Card acceptance: Yes; cc accepted below, equal to, and above MPT With maximum amount of: \$25,000.</p> <p>18. Terms and conditions of rental, maintenance, &amp; repair: N/A</p> <p>19. Terms and conditions of Installation/Training: See Attachments 3-A and 3-B for installation, training, and education document.</p> <p>20. Terms and conditions of repair parts indicated, date of parts price lists and any discounts from list prices: N/A</p> <p>20a. Terms and conditions of other services: N/A</p> <p>21. List of service and distribution points: N/A</p> <p>22. List of participating dealers: N/A</p> <p>23. Preventive maintenance: N/A</p> <p>24a. Special attributes: N/A</p> <p>24b. Section 508 EIT supplies and services: NA</p> <p>25. DUNS Number: 040429050</p> <p>26. System for Award Management: Yes, registered.</p>
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**VAPOTHERM**

### **Returned Goods Policy**

Vapotherm strives for absolute customer satisfaction. If a product is ordered or shipped in error, we address the situation in a manner that satisfies the customer's needs. If Vapotherm is at fault for the shipping error, Vapotherm will pay for the product to be return shipped to Vapotherm headquarters. If the customer is at fault for the error, the customer may return the product if it is in its original unopened packaging and returned to Vapotherm headquarters within thirty (30) days of delivery. Product returned as a result of customer error is subject to a ten (10%) percent restocking fee and the customer will pay for the product to be return shipped to Vapotherm headquarters. If the customer receives a product that does not meet the specifications set forth in the applicable official instructions for use, Vapotherm will replace the product in accordance with the terms of the applicable warranty. If the customer is not satisfied with something such as the "ease of use" – Vapotherm will further assist the customer to achieve a higher level of satisfaction. All inquiries should be directed to Technical Support at (855) 557-8276 or by email at [ts@vtherm.com](mailto:ts@vtherm.com).

*The New Standard in High Flow Therapy*

## Warranty

Vapotherm expressly warrants, for a period of one (1) year from the date of shipment by Vapotherm to the initial purchaser of the Precision Flow device ("Customer") that the Precision Flow device shall meet the specifications set forth in the applicable official operating instructions for use provided with each Precision Flow device (the "Instructions"). If the Precision Flow device is being repaired or replaced under the warranty, then Vapotherm shall repair or replace any part or all of any Precision Flow device that is defective at no cost to the Customer. Vapotherm shall pay any shipping charges required in repairing or replacing any part or all of a Precision Flow device during the warranty period. Thereafter, shipping charges shall be paid by the Customer. Customer shall also be responsible for the cost of labor for repairs upon expiration of the warranty. This warranty does not apply to any disposable component to the Precision Flow device, including without limitation the disposable patient circuits and hoses supplied with the Precision Flow device.

The warranty set forth herein shall become null and void if: (1) the Precision Flow device is not used or serviced in accordance with the applicable Instructions or any related preventative maintenance instructions provided with the Precision Flow device; or (2) the Precision Flow device is opened or tampered with, or if repairs or service are performed or attempted on the Precision Flow device by anyone other than Vapotherm or a Vapotherm-certified service center.

In addition to our commercial warranty we accept the government clauses 52.212-4 (o) and (p).

### 52.212-4 (o)

**Warranty:** The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract. In the event that the terms of the contractor's standard commercial warranty conflict with the warranty terms contained in this clause, the terms of this clause will govern this contract, unless some other resolution is specified in the award document.

### 52.212-4 (p)

**Limitation of liability:** Except as otherwise provided by an express warranty, the contractor will not be liable to the Government in a breach of warranty action for consequential damages resulting from any defect or deficiencies in accepted items. In the event that the terms of the contractor's standard commercial warranty/limitation of liability clause(s) place greater limits on the contractor's liability than do the terms contained in this clause, the terms of this clause will govern the contract.

EXCEPT AS EXPRESSLY SET FORTH IN THIS WARRANTY, (INCLUDING IN GOVERNMENT CLAUSES 52.212.4 (o) and (p)), VAPOTHERM MAKES NO WARRANTY, EXPRESS OR IMPLIED, WITH RESPECT TO THE PRODUCTS OR ANY OTHER ITEMS PROVIDED BY VAPOTHERM.

For further information, please contact:

Vapotherm, Inc.  
Attn: Technical Support  
22 Industrial Drive  
Exeter, NH 03833  
USA

Phone: (855) 557-8276  
E-mail: TS@vtherm.com

Effective 7/1/2016



### **Installation, Training, and Education**

Vapotherm strives to deliver consistent and superior results for absolute customer satisfaction. Vapotherm provides all customers with tailored installation, training, and education services based on the customer need at no additional charge. The ordering facility will ensure that all staff requiring training are available at the time scheduled with Vapotherm.

The following is a list of services offered to all customers:

- Pre-implementation meeting with customer and a Vapotherm Area Clinical Specialist:
  - Meet with key stakeholders at ordering facility to define implementation plan;
  - Determine department specific education; and
  - Determine Hospital personnel to be trained;
- Initial set up and installation of the product(s) by a Vapotherm Area Sales Manager.
- In-person education on the entire operating instruction manual by a Vapotherm Area Clinical Specialist for both day and night shift employees.
- In-person training on how to use and operate the product(s) by a Vapotherm Area Clinical Specialist.
- Provide competency check off sheets (if requested by facility).
- Provide “Super-User” Training (if requested by facility):
  - Extensive training on the functionality of Vapotherm’s devices.
  - Usually 1 - 2 ordering facility personnel, but tailored on a customer’s needs.
- Provide Biomedical Engineering Training.
  - Usually 1 - 2 ordering facility personnel, but tailored on a customer’s needs.
  - Extensive training on the functionality of Vapotherm’s devices with additional focus on engineering issues.
- Ensure that all Precision Flow devices are assembled and functional
- Ensure that all Precision Flow devices are clearly labeled with “Quick Start Guide”, “Flow/No Flow” stickers, Technical Support phone number labels.
- Ensure that all Biomed personnel receive both hard copies and emailed copies of Precision Flow Operators Manual.
- Assist hospital staff with placement of device on patients.
- Spend follow up time in account to answer any questions as they arise.
- Refresher educational services, either in person or online by a Vapotherm Area Clinical Specialist or through Vapotherm’s Education Center (further described below) for the life of the product and at the customer’s request.

**Effective 7/1/2016**

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To identify your local Area Clinical Specialist please visit <http://www.vapotherm.com/clinical-specialists/> or contact Customer Service at [cs@vtherm.com](mailto:cs@vtherm.com) or by phone at (866) 410-9986.

**Additional Educational Opportunities Available at No Additional Charge.**

All Customers have access to Vapotherm's Education Center, which consists of online continuing education courses. Vapotherm offers a number of free CEU, Contact Hour, and Precision Flow Training courses on our online education center. Each user has access to a personal account to store transcripts, print certificates, and save course work. Please see the flyer enclosed. Sign up at: [www.vapotherm.com/education-center](http://www.vapotherm.com/education-center). Please email [education@vtherm.com](mailto:education@vtherm.com) or call (603) 658-0011 with any questions.

**Effective 7/1/2016**

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# Vapotherm Education Center

## Online Continuing Education Courses

Vapotherm offers a number of free CEU, Contact Hour and Precision Flow Training courses on our online education center. Each user has access to a personal account to store transcripts, print certificates, and save course work.

Sign up at:

[www.vapotherm.com/education-center](http://www.vapotherm.com/education-center)



Vapotherm, Inc.  
Contract # V797D-70010

Incorporating Modifications P00005 New Sales POC and P00006 Price Increase  
FSS Price List - Prices Effective 11/15/2020

SIN#	Item #	Product Name / Description	UOI	FSS Price (\$) with IFF
A-10	PF-Plus	Precision Flow Plus Base Unit. Precision Flow® Plus is intended for use to add warm moisture to breathing gases from an external source for administration to a neonate/infant, pediatric and adult patients in the hospital, subacute institutions, and home settings. It adds heat and moisture to a blended medical air/ oxygen mixture and assures the integrity of the precise air/oxygen mixture via an integral oxygen analyzer. The flow rates may be from 1 to 40 liters per minute via nasal cannula	EA	4,729.27