



**CIRCON**  
SYSTEMS CORPORATION



Circon Systems Corporation

# Introduction



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# Five Year Purchase Plan

Good idea for support of existing systems,  
but.....

- Is 5 years too long?
- Does purchase agreement bind the manufacturer, the local supplier, both?
- What happens at the end of the 5 year period?
- Does it change anything in terms of procuring service and support at competitive prices?
- Does long term purchase agreement really ensure lower costs?
- What happens if manufacturer makes significant changes to product?

# Extensions to Existing Systems

What constitutes an extension to an existing system?

- Determined by percentage add to an existing system?
- Determined by total cost of add?
- Adding a building to a site with an existing system?
- Extending a system within a building?
- How large does a system need to be to be characterized as an existing system?
- At what point is it more cost effective to replace rather than extend a system? Who would make this determination?

# Stand-Alone buildings



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- Why exempt stand-alone buildings?
- What constitutes a stand-alone building? Cost? Size? Distance?
- With the advances in network connectivity, isn't it possible that all buildings might one day be connected?
- Does it really change anything in terms of procuring service and support at competitive prices?
- What percentage of projects are currently bid as stand-alone buildings despite the presence of a base-wide network?

# Suggestions



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- Establish formal procedure for requesting exception
- Clearly specify circumstances under which a exception might be allowed
  - *Clearly define extension to an existing system*
- Establish timetable for implementation
- Develop migration plan for large sites
- Training for local facilities staff
  - *ANI or LI Certification*
  - *In house resource for self-install, commissioning, integration*
  - *Improve enforcement of specifications/ensure consistency*