



Guldmann™

Patient Ceiling Lift System Quotation



Lowest Cost of Ownership

Compare actual cost to the facility per system based on expected 15 years lifespan of the system.



\$278 *per year*



Guldmann™

GULDMANN GH3+ CEILING LIFT PROJECT QUOTATION

Customer Name	Woods Edge Learning Center	Quote #	#MHL111125
Project Name	GH2 Swaps	Project #	N/A
Attention	Scott Taylor	Date	11.11.25
Address	1501 E. Milham Ave, Portage, MI 49002		

☐ Budgetary Quote Only* *OR* ☒ Formal Quotation

**A Budgetary Quote is for estimation purposes and is not a guarantee of cost for materials and services. The Budgetary Quote is based on current information regarding the project requirements and actual cost may change once project is finalized. A formal Project Quote will be issued incorporating the finalized specifications.*

If you have any questions regarding this Quotation, please contact:

Guldmann Representative: Marc Lewis

Phone: 781-530-7651

Email: mhl@guldmann.net

PROJECT TOTAL				Cost per GH3+ system (per year)*
1	TOTAL MATERIALS	# systems 9	37,504.98	The amount in this column is provided as a means to compare actual cost to the facility (per system) based on expected 15 year lifespan as stated in the Guldmann GH3 user manual.
2	TOTAL INSTALLATION		0.00	
3	TOTAL EXCESS FEES		0.00	
4	SUBTOTAL		37,504.98	
5	TAX (If applicable)	0.00%	0.00	
6	SHIPPING		0.00	
7	PROJECT TOTAL		\$37,504.98	\$277.81

8	Total Value Adds (details follow) = \$0.00
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Terms and Conditions, project Scope of Work and warranty information attached.

Please reference and execute corresponding project drawings.

*GH3+ cost per year is based on a 15 year lifespan and includes materials, installation labor, hardware and shipping.

The work described on the subsequent pages is the limit for which this quotation is valid. Any modifications, alterations, or additional requests for work not specified will require a revision to this quotation that will require approval by all authorizing parties. By providing a PO or Payment for this quote, the facility has accepted the attached Terms and Conditions and a Customer Acceptance Signature is not required to process the order.

Customer Acceptance

Signature: _____

Name and Title: _____

Date: _____



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1. MATERIALS

Item	Description	QTY	Unit Price	Amount
Materials	GH3+ 550lbs Motor. Includes Conversion Trolley, GH Medium Hanger Bar & Basic High Sling.	9	4,567.22	\$41,104.98
GH2 Motor Buy Back	Buy Back Of GH2 Motors/Dispose	9	-400.00	-\$3,600.00
Installation	Complete Installation Included In Price	1		\$0.00
Clinical Education	On-Site Clinical Training For Staff After Installation. Included In Price.	1		\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
PAGE TOTAL		20	\$37,504.98	



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1. SCOPE OF WORK

- 1.1. Guldmann is a specialized medical device provider and installation methods are proprietary and certified only by Guldmann internally.
- 1.2. Guldmann's scope of work is limited to the installation of Guldmann ceiling lift systems only.
 - a. Not a General Contractor. Existing structure demo, modification, or reinstallation including but not limited to ceilings, walls, tile, patching, painting, acoustic caulking, asbestos abatement, smoke/fire wall repair, fireproofing reapplication, sprinkler relocation and door header modification is outside the scope of work for Guldmann installers and Guldmann is not licensed for performing such work, nor is Guldmann responsible for hiring specific contractors/trades to perform such work.
 - b. Electrical.
 - i. Electrical modification, wiring, connection etc. is outside the scope of work for Guldmann installers and Guldmann is not licensed for performing such work, nor is Guldmann responsible for hiring specific contractors/trades to perform such work.
 - ii. The charging system for Guldmann lift system includes a class 1 transformer requiring 110 v AV power. Any electrical connections in the ceiling plenum or above the ACT must be hardwired (no plug in allowed). Facility is responsible for making the final electrical connection.
 - c. Preparation of Space and Return to Use. Work to prepare the space for installation of patient lift system, or return of space for use after, that is not specifically related to patient lift itself is outside the scope of work for Guldmann installers, nor is Guldmann responsible for hiring specific contractors/trades to perform such work.
 - d. Infection Control. Guldmann provides (up to) level II (ICRA) infection control.
 - e. Other Facility Responsibilities. Safe storage of the equipment and materials on the work site; open access to vacated rooms for installation; the provision of clear pathways; use of electric power and lights within the building at no cost must be provided to Guldmann by the facility.
- 1.3. Project Phases.
 - a. Design.
 - i. Drawings: Guldmann Inc. will provide shop drawings of each installation once blueprints are received from the Facility. Blueprints should be e-mailed to "USA Drafting" (usadrafting@guldmann.net), or mailed to: Guldmann Inc., 14401 McCormick Drive, Ste A, Tampa, FL 33626; Attn: USA Drafting
 - ii. Standard design includes up to three (3) revisions, after which revision charges may apply.
 - iii. When required, the attachment detail for the specific application will be stamped by structural engineer.
 - b. Shipments and Lead Time. Installation planning begins once Purchase Order is received and is generally scheduled to begin six to eight weeks after receipt of P.O. unless otherwise indicated. Upon receipt of Purchase Order, the facility will need to accept material at any point after 6 weeks as determined by Guldmann Inc.
 - c. Installation.
 - i. Standard installation is based on Single Phase (1 mobilization) for non-recessed systems, or Two-Phase (2 mobilizations) for recessed systems
 - ii. Standard work hours are 8 a.m. to 5 p.m., Monday through Friday
 - iii. Labor is Non-Union, unless specified
 - iv. Installers are Guldmann Certified, insured and contracted and will comply with requirements and regulations as provided by the Facility.
 - v. Systems will be engineered with a weight rating of 550-1100 lbs., as per quotation specifications and drawings.
 - vi. The patient lift rail support attachment is a standalone attachment for the sole use in supporting patient lift rails only. It does not add, remove, or modify the existing building structure.
 - vii. Completed systems are weight tested at each of the rail supports at 1.5 x rated working load per hoist specification.
 - viii. System is inspected for full functionality, signed off by technician and facility representative, and turned over for use.
 - d. Product Training. In-service training will be scheduled by Guldmann and Facility and will take place after Final Sign off and Acceptance.
- 1.4. Excess Fees. Variability and additional costs will be applicable in the following situations:
 - a. Design: i. Engineered/stamped drawings are required, ii. OSHPD/Seismic regulations, iii. Any configuration other than what is described in the Quotation and Purchase Order, iv. More than six (6) hours of design/drafting including consultation with Facility.



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- b. Labor: i. Union labor, ii. Systems larger in size than 13'x13', iii. Multiple installation teams working concurrently., iv. A 3% fee will be applied to Labor Rates for every 180 days post Purchase Order submittal until the installation start date.
- c. Logistics: i. Multi-phase projects, ii. Multi-phase shipments, iii. Off-site storage of materials, iv. Expedited installation, v. Off/after-hours installation, vi. Special equipment required (crane, scissor lift etc.) vii. for facilities with stage 3 or 4 ICRA requirements. viii. A 3% fee will be applied for every 90 days post Purchase Order Submittal until material is delivered and invoiced.

1.5. Delays not caused by Guldmann. Guldmann is not responsible for variations and or/additional costs caused by:

- Unforeseen design delays
- RFI request delays
- Site work delays
- Weather delays
- Strike delays
- Room access delays

1.6. Change Orders. Change orders shall be in writing and signed by Guldmann Inc. and the Facility. Changes in Work shall be performed under applicable provisions of the Contract Documents and shall be attached to the quotation as an addendum.

1.7. Shutdowns. In the event of a shutdown of an active hospital construction site, for any reason out of Guldmann's control, that causes i.) delays affecting project timelines and potential penalties for late completion; and/or ii.) Increased costs from additional labor, equipment and materials expenses; and/or iii.) Resource reallocation, including the need to reassign workers and resources to other projects; and/or iv.) contractual breach and the potential for legal disputes and/or renegotiation of terms Guldmann will require a Change Order. Compensation will be as follows:

- Initial 8-hour shutdown: No charge to the General Contractor ("GC") or Facility.
- Subsequent 8-hour shutdowns: Charges may apply to the GC/Facility in increments of 8 hours, subject to mutual agreement. After a set period, crews may be reassigned to other Guldmann projects at Guldmann's discretion.
- Re-mobilization fee: A fee may be applied per crew for re-mobilization.
- The availability and timeline for re-mobilization to a reopened and sanitized construction site will be determined collaboratively by Guldmann, the GC, and the Facility on a case-by-case basis.

2. BUDGETARY QUOTES

2.1. Standard Specifications. All budgetary quotes are based on standard specifications (listed below).

- Standard composite concrete with or without metal floor deck
- Floor to Ceiling height = 8' to 10'
- Floor to Floor height = 15' or less
- Interstitial space above ceiling = 6' or less

2.2. Price Variance. For budgetary quotes produced without the following: facility/room blueprints, detailed on-site inspection or shop drawings, the final quoted price may vary from the initial budgetary quote.

3. WARRANTY: Guldmann Inc. (USA) Standard Warranty Policy (including shipping, travel & labor): Hoists (ceiling lifts and mobile floor lifts): 3 years; Rails: 25 years; Slings (reusable/washable): 3 years. Warranty commences upon sign off and acceptance.

4. PAYMENT

4.1. Currency. All Prices are in USD

4.2. Project Total Price. Project pricing includes lift equipment, shipping, installation & testing, specified excess fees and any applicable taxes imposed by federal, state, municipal or other local authorities. A valid tax exemption certificate must be provided to Guldmann by Customer prior to invoicing by Guldmann. Initial in-service training is included; additional clinical and technical education packages are not included unless otherwise indicated. Slings are not included, unless otherwise indicated

4.3. Invoicing.

- Materials are invoiced as they are shipped.
- Other Progress Payments may be required for any multi-stage project.

4.4. Terms. Net 30 days, subject to credit approval

4.5. Return Policy. Materials must be returned through the eRMA process (call: 800-664-8834) and may be subject to a 15% restocking fee.

4.6. Quote Expiration. All quotes expire after 30 days unless otherwise specified.

5. CONFIDENTIAL INFORMATION AND NON-PUBLICITY: Facility agrees not to publicize or otherwise make known to any third party any information contained in this document prior written consent from Guldmann Inc.