

Subject: Procurement Practices & Principles	Policy No.: 1277
26-0133 NxStage – Dialysis Equipment	11/6/2025

REQUEST FOR PROCUREMENT COMPETITION EXCEPTION

Facility: West Hawaii Region

Requesting Official Name/Position Diane Hale, CNE, W. Hawaii Region / Maria Mundell, Asst. Hospital Admin., Kohala Hospital

1. Name and address of contractor (Attach Completed Purchase Request - may be approved concurrently).

NxStage Medical, Inc.
350 Merrimack St.
Lawrence, MA 01843-1748

2. Describe process used for selection and method for determining best value pricing obtained:

NxStage is the only dialysis equipment manufacturer that is self-contained, including the necessary fluids. This means that no water will be discharged into KCH's wastewater treatment plant. Since the wastewater treatment plant is at near capacity, it cannot accommodate additional water into its system. NxStage also has single-use cartridges that integrate the blood tubing and dialyzer which makes set-up far simpler, as well as safer, than competitors' equipment.

KCH negotiated directly with NxStage for pricing.

3. Expenditure amount/means of funding:

\$153,571.67 / Operations

4. Justification (why competition is excluded or restricted)

☐ Emergency— patient safety risk or significant financial impact if delayed for bidding

☐ Sole Source

☒ Restricted Specifications

☐ Re-negotiation of Existing Contracts

☐ Physician Preference

EXPLANATION:


Requestor: Diane Hale, Regional Chief Nursing Executive, W. Hawaii Region

11/06/2025

Date


Requestor: Maria Mundell, Assistant Hospital Admin., Kohala Hospital

11/14/2025

Date


Regional Contract Manager: Yvonne S. Taylor

11/14/2025

Date


Regional CFO: Dawnell Buell

11/18/2025

Date

☒
APPROVED/DISAPPROVED


Regional CEO or Designee: Clayton R. McGhan

11/18/2025

Date

Comments: