

## Frigo, Victoria (COE)

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**From:** Frigo, Victoria (COE)  
**Sent:** Thursday, September 19, 2013 4:52 PM  
**To:** 'Andrew.OKeefe@TRANSONIC.com'  
**Cc:** Centorino, Joseph (COE); Diaz-Greco, Gilma M. (COE)  
**Subject:** Transonic status at JMH (INQ 13-229)

Mr. OKeefe,

You asked if contacting a *vascular* surgeon at JMH would be considered servicing an existing contract that your employer, Transonic Systems, Inc., already has with the *neurosurgery* unit at JMH.

You have not provided any facts regarding the scope of the current contract.

If the current contract limits the use of Transonic medical equipment to the *vascular* department, efforts made by your sales representatives to extend the use of your equipment to the *neurosurgical* department would be deemed lobbying. Seeking to obtain a new contract or modify a current contract is considered lobbying under Sec. 2-11.1 (s) of the County Ethics Code.

We recommend that you contact your JMH procurement officer and/or the assistant County Attorney who oversees your contract in order to determine the parameters under which you may proceed.

Sincerely,

**VICTORIA FRIGO, SENIOR STAFF ATTORNEY**

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**From:** Andrew OKeefe [<mailto:Andrew.OKeefe@TRANSONIC.com>]  
**Sent:** Friday, September 13, 2013 1:38 PM  
**To:** Ramos, Miriam S. (COE)  
**Subject:** Transonic status at JMH

Miriam,

It was a pleasure speaking with you earlier today, thank you for your time. An overview of Transonic's current situation at Jackson Memorial Hospital (JMH) is provided below for your review. I am anxious to receive an opinion regarding the local Transonic representative's "status" at this account. We look forward to continuing to work with JMH and to introducing our technology to other surgeons at that hospital in an effort to improve patients' outcomes.

Among other devices, Transonic manufacturers flowprobes which are used intraoperatively to measure flow in vessels. Our flowprobes provide the surgeon a quantitative indication of the flow in any vessel. Our probes can be used

anytime vessels are surgically manipulated, removed, banded, transplanted, clipped, etc. Consequentially, there are a variety of applications for Transonic flowprobes within the OR suite.

JMH is currently a customer of Transonic. Our flowprobes are used by Dr. Marcos and other members of the Neurosurgical team to ensure proper placement of the Neuro clip during life-saving brain aneurism procedures. These probes have been in use at JMH since 2001. As a result of this usage, and because of the work of Transonic's local sales representative, another surgeon is requesting to use this equipment. Dr. Marwan Tabbara, a vascular surgeon at JMH, would like Transonic to provide him with the flowprobes and associated equipment necessary to allow him to use this product during his vascular surgical cases. At this point, Transonic is willing to provide this equipment, along with direct, on-site clinical support from a Transonic representative, at no charge. We provide the same support currently for Neurosurgery, as requested by them.

As our product is already in use in the OR, and my representative is only providing another surgeon the opportunity to learn how to use our product to improve patient outcomes, we feel this is not a new product trial but continuing in-service and education of our potential users. I look forward to your opinion. Thank you for your time and I look forward to your response.

Sincerely,

Andrew OKeefe  
**Eastern Regional Sales Manager**  
**Transonic Systems Inc.**  
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