12

SINGLE SOURCE AWARD **BID # SS-15575-24**

Subject: STRYKER – STRETCHER, CHAIR & CHEST COMPRESSORS

Department: JACKSONVILLE FIRE AND RESCUE

Description of Purchase:

Recommend approval of a Single Source award to Stryker Sales Corporation for the purchase of Stryker Stretcher, Stair Chair & Chest Compressors for the Jacksonville Fire and Rescue Department. Total award expenditure amount not-to-exceed $172,675.38.

Funding Source: 15111.125004.564290.000000.00001855.00000.0000000 - To be encumbered by Purchase Order.

Single Source Award To: Stryker Sales Corporation

Price Justification: See attachment

Total Award: $172,675.38 **Requisition #:** FRRS-500456-24

Attachments: Agency Memo, Single Source Form, Supplier Letter/Quote

Certification as to Single Source: Keith Powers, Director/Fire Chief

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Olive Wallace-Cohen

Dustin Freeman, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 12/2007

FIRE AND RESCUE DEPARTMENT

April 22, 2024

TO: Dustin Freeman, Director of Procurement

FROM: Keith Powers, Director/Fire Chief

RE: **Single Source Recommendation**

The Jacksonville Fire and Rescue Department uses the Stryker Stair-Pro, Power Pro XT Stretchers and Stryker Lucas Chest Compression System exclusively on all rescue units. These products are a revolutionary design that offers safety to both our patients and JFRD employees. Stryker is the only company that manufactures and markets Stryker Stair-Pro, Stryker Power Pro XT Stretchers and Stryker Lucas Chest Compression System.

Therefore, we are recommending the Procurement Department proceed with the single source purchase of the Stryker Stair -Pro chairs, Power Pro XT Stretchers and the Stryker Lucas Chest Compression Systems in the amount of $172,675.38

Total award: $172,675.38

Funding Source: 15111.125004.564290.000000.00001855.0.0

A NEW DAY.

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3265 | Fax: 904.255.7787 | Pearson@coj.net

SINGLE SOURCE JUSTIFICATION FORM (SSJF)

Pursuant to the City of Jacksonville Procurement Code 126.306(a) (8) & The Procurement Operating Manual, when requesting to purchase from a Supplier subject to the referenced sections, this form is to be completed and must be submitted to the Procurement Division with applicable attachments via 1Cloud Smart Form Requisition.

1. Requesting Agency:	Jacksonville Fire & Rescue
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the city need these particular goods or services?***	LUCAS 3 v3. I Chest Compression System including desk-top battery charge and batteries. The Stryker LUCAS Chest Compression System perfonns chest compressions on patients in cardiac arrest during transport by the JFRD. All JFRD Rescue Units carry this critical life-saving device and Stryker Stair-Pro.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source Supplier:	Our department exclusively uses the Stryker Power Pro XT Stretchers, Stair Pro and LUCAS Chest Compression Systems on all rescue units that offer safety to both patients and JFRD employees. Stryker Sales Corporation is the sole source distributor for their products and the only authorized repair facility for the Stryker equipment.
4. Date of Request	4/25/2024

5. ***Summary of Market Research***
[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[Google Search of LUCAS Chest Compression System show online vendors selling the device; however they were not authorized to sell to our department. Search perfonned by Tamara Hertlein, Asst. Manager, JFRD Payroll/Procurement]

6. ***Conflict of Interest (Must Check)***
   √ By checking this box, I affirm that there are no actual, potential, or perceived conflicts of interest with the entity in which I am requesting a single source award. Conflict of Interest shall be interpreted consistent with *Chapter 112, Florida Statutes.*

7. ***Other Documentation (Check and attach all that apply)***
   √ Supplier Quote
   √ Single Source Memo signed by Director

☐ **Other** [Click here to list other documentation.]

stryker

April 2024

To whom it may concern,

Stryker certifies that we are the sole manufacturer of the Power-PRO™ 2 ambulance cot (Model 6507). This correspondence is to inform you of the characteristics of the Power-PRO 2 ambulance cot. These characteristics can be broken down into two primary categories: independent qualification and ease of use and maintenance.

Independent qualification

- IP36: The system is tested to withstand powerful water jets.
- Conforms to IEC 60601-1, IEC 60601-1-2, IEC 60601-1-12: The Power-PRO 2 cot conforms to industry standards for mechanical and electrical safety for medical electrical equipment intended for use in emergency medical services environment, as well as electromagnetic compatibility and immunity.
- Meets BS EN 1789 crash test safety standards when used with Power-LOAD/Performance-LOAD cot fastener and X-restraints: This is a European dynamic crash test which subjects a 50th percentile dummy to nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance.
- Meets SAE J3027 dynamic crash test safety standards when used with Power-LOAD/Performance-LOAD cot fastener and X-Restraints.
- Designed to conform to KKK-A-1822, CAAS-GVS, NFPA-1917.
- Meets the following:
    - 16 CFR 1632 (U.S. Flammability)
    - BS EN 597-1 (European Flammability)
    - BS EN-1865-2, BS EN-1865-3 (European Power Assisted cots)
    - Meets AS/NSZ-4535 dynamic crash test safety standards when used with Power-LOAD cot fastener and X-restraints.

Ease of use and maintenance

- The cot has a weight capacity of 700 pounds.
- The cot has an adjustable loading height (up to 36 inches). Operators can use the cot control switches at the foot end of the cot to match any ambulance deck height.
- The cot can extend to 84 inches to allow for better leverage when manually loading/unloading.
- The cot can retract to 60 inches to allow for better mobility in tight spaces.
- The lithium-ion battery is placed at the foot end of the cot and can be accessed with a single hand.
- The battery's LED bars indicate battery power level, as well as charging and error status.
- The cot features a foot end light to help medics navigate through dark environments.
- Reflectors on the cot legs increase visibility for enhanced safety.
- The cot is equipped with Smart Equipment Management™(SEM™), an interactive dashboard that helps you maximize your investment, minimize downtime and remotely manage your fleet.
- When unloading with the manual release handle, the cot utilizes hydraulic dampening. The cot will not abruptly jar the operator or patient.
- The cot is equipped with a bumper detection system that will stop the extension of the legs if they are obstructed while the cot is suspended.
- The cot legs power-retract and power-extend in 1.5 seconds, which speeds load and unload time.

stryker

- The foot end lifting bars and cot control switches at two different heights provide optimum ergonomics to most operator heights.
- The transport height feature lowers the cot to a suggested level at the touch of a button for safe patient transport outside an ambulance.
- The foot end is equipped with a transport handle to provide better ergonomics while in transport height.
- The cot has 6 x 2 inch, sealed casters and bearings, including integrated steer and wheel locks that can be activated from the head end or foot end of the cot.
- The cot features powder-coating of the entire aluminum frame (including the patient handling surfaces), eliminating aluminum oxidation throughout the cot.
- The cot is power washable.

Please contact your account manager for more information.

Sincerely,

John Guyeskey, Sr. Manager, Downstream Marketing

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: Power-LOAD, Power-PRO, SEM, Smart Equipment Management, Stryker. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

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stryker

April 2024

Stair-PRO® Stair Chair sole source and bid spec information

To whom it may concern,

Stryker certifies that we are the sole manufacturer of Stryker's Stair-PRO (Model 6252) Stair Chair. This correspondence is to inform you of the characteristics of the Stair-PRO (Model 6252).

Standard features:

- High visibility powder-coated yellow frame
- Color-coded controls
- Extendable foot end lift handles
- Locking rear lift handles
- Molded hand grips
- Lightweight, rugged aluminum construction
- Oversized rear wheels with sealed bearings
- Folds to compact storage size
- Power washable
- Grease-free maintenance

Ease of use:

- Innovative Stair-TREAD system
- Extendable upper control handle
- 4-inch (10 cm) front caster wheels

Patented exclusivity:

- Patent Number: 6648343
- Patent Abstract: The present invention is directed to a stair chair. The stair chair includes a seat assembly mounted to a main frame and configured to pivot about a first pivot axis. A rail assembly having two laterally spaced brackets provided at a lower end of the rail assembly is included. A back wheel is rotatably supported on each bracket for rotation about a common axis of rotation. At least two mounts are provided at a lower end of the main frame, each of which is configured to pivotally connect one of the brackets to the main frame for movement about a second pivot axis. The rail assembly and seat assembly are configured to pivot about their respective pivot axes independent of movement of one another.

Please contact your Sales Representative for further information.

Sincerely,

John Guyeskey, Sr. Manager, Downstream Marketing

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: Stair-PRO, Stair-TREAD, Stryker. All other trademarks are trademarks of their respective owners or holders.

The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

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Emergency Care
3800 E. Centre Avenue, Portage, MI 49002 USA | P +1 269 329 2100 | Toll-free +1 800 327 0770 | stryker.com

stryker

April 22, 2024

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR™ coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELI℠ (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe Solution℠ Government Campus Solution
- MultiTech 4G and Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade™

Stryker does not authorize any third-parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,

Matt Van Der Wende, Senior Director, Americas Sales

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GDR 3321967_K

Fund 15111
Center 125004
Acct. 564290
Activity 00001855

609

POSTED 3/27/24

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wer Pro 2 - 2024 Wish List

te Number:	10892429	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
sion:	1		
pared For:	JACKSONVILLE FIRE AND RESCUE DEPT	Rep:	Eric Smith
	Attn:	Email:	eric.smith7@stryker.com
		Phone Number:	(904) 955-4647

te Date:	03/26/2024
iration Date:	06/24/2024
tract Start:	03/21/2024
tract End:	03/20/2025

livery Address		Sold To - Shipping		Bill To Account	
me:	JACKSONVILLE FIRE AND RESCUE DEPT	Name:	JACKSONVILLE FIRE AND RESCUE DEPT	Name:	CITY OF JACKSONVILLE
count #:	20042623	Account #:	20042623	Account #:	20126337
dress:	355 ELLIS RD S	Address:	355 ELLIS RD S	Address:	117 W DUVAL ST STE 375
	JACKSONVILLE		JACKSONVILLE		JACKSONVILLE
	Florida 32254-3550		Florida 32254-3550		Florida 32202-3700

quipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
0	650705550001	6507 POWER PRO 2, HIGH CONFIG	PCE	4	$29,419.60	$117,678.40
0	650707000002	KIT, ALVARIUM BATTERY, SERVICE	PCE	4	$818.25	$3,273.00
0	650700450301	ASSEMBLY, BATTERY CHARGER	PCE	4	$1,170.75	$4,683.00
0	650700450102	ASSEMBLY, POWER CORD, NORTH AM	PCE	4	$27.00	$108.00
				Equipment Total:		$125,742.40

ice Totals:

Estimated Sales Tax (0.000%):	$0.00
Freight/Shipping:	$1,793.56
Grand Total:	$127,535.96

es: In effect for 30 days

ns: Net 30 Days

Stryker Medical - Accounts Receivable - accountsreceivable@stryker.com - PO BOX 93308 - Chicago, IL 60673-3308

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Pro 2 - 2024 Wish List

nber:	10892429	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
	1		
For:	JACKSONVILLE FIRE AND RESCUE DEPT	Rep:	Eric Smith
	Attn:	Email:	eric.smith7@stryker.com
		Phone Number:	(904) 955-4647

ıte:	03/26/2024
ı Date:	06/24/2024
Start:	03/21/2024
End:	03/20/2025

ınd Conditions:
ɔnsummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation al. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon ɛtion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to rd party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law ıwful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://ɔ.stryker.com/Terms_Conditions/index.html.

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Fund 15111
Center 125004
Acct 564290
activity 00001855

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Stair Pro March 2024

ote Number: 10894990

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

rsion: 1

epared For: JACKSONVILLE FIRE AND RESCUE DEPT

Attn:

Rep: Eric Smith

Email: eric.smith7@stryker.com

Phone Number: (904) 955-4647

ote Date: 03/26/2024

piration Date: 06/24/2024

ntract Start: 03/26/2024

ntract End: 03/25/2025

elivery Address		Sold To - Shipping		Bill To Account	
ame:	JACKSONVILLE FIRE AND RESCUE DEPT	Name:	JACKSONVILLE FIRE AND RESCUE DEPT	Name:	CITY OF JACKSONVILLE
ccount #:	20042623	Account #:	20042623	Account #:	20126337
ddress:	355 ELLIS RD S	Address:	355 ELLIS RD S	Address:	117 W DUVAL ST STE 375
	JACKSONVILLE		JACKSONVILLE		JACKSONVILLE
	Florida 32254-3550		Florida 32254-3550		Florida 32202-3700

quipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	6252000000	Stair-PRO Model 6252	PCE	2	$4,168.40	$8,336.80
1.1	6252009001	Stair-Pro Operations Manual	PCE		$0.00	$0.00
1.2	6250001162	In-Service Video (DVD)	PCE		$0.00	$0.00
1.3	6252026000	Common Components	PCE		$0.00	$0.00
1.4	6250021000	2 Piece ABS Panel Seat	PCE		$0.00	$0.00
1.5	6250160000	Polypropelene Restraint Set(Plastic Buckles)	PCE		$0.00	$0.00
1.6	6252022000	Main Frame Assy Option	PCE		$0.00	$0.00
1.7	6250024000	Standard Length Lower LiftHandles	PCE		$0.00	$0.00
1.8	6252028000	No Foot Rest Option	PCE		$0.00	$0.00
1.9	6252024000	No IV Clip Option	PCE		$0.00	$0.00
				Equipment Total:		$8,336.80

rice Totals:

Estimated Sales Tax (0.000%):	$0.00
Freight/Shipping:	$104.22
Grand Total:	$8,441.02

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· Pro March 2024

mber:	10894990	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
	1		
For:	JACKSONVILLE FIRE AND RESCUE DEPT	Rep:	Eric Smith
	Attn:	Email:	eric.smith7@stryker.com
		Phone Number:	(904) 955-4647

te:	03/26/2024
Date:	06/24/2024
Start:	03/26/2024
End:	03/25/2025

In effect for 30 days

Net 30 Days

nd Conditions:
nsummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation al. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon tion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to d party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law wful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://stryker.com/Terms_Conditions/index.html.

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Lucas March 2024

uote Number:	10894980	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
ersion:	1		
repared For:	JACKSONVILLE FIRE AND RESCUE DEPT	Rep:	Eric Smith
	Attn:	Email:	eric.smith7@stryker.com
		Phone Number:	(904) 955-4647

uote Date:	03/26/2024
xpiration Date:	06/24/2024
ontract Start:	03/26/2024
ontract End:	03/25/2025

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	JACKSONVILLE FIRE AND RESCUE DEPT	Name:	JACKSONVILLE FIRE AND RESCUE DEPT	Name:	CITY OF JACKSONVILLE
Account #:	20042623	Account #:	20042623	Account #:	20126337
Address:	355 ELLIS RD S	Address:	355 ELLIS RD S	Address:	117 W DUVAL ST STE 375
	JACKSONVILLE		JACKSONVILLE		JACKSONVILLE
	Florida 32254-3550		Florida 32254-3550		Florida 32202-3700

Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	PCE	2	$16,212.15	$32,424.30
2.0	11576-000060	LUCAS Desk-Top Battery Charger	PCE	2	$1,166.25	$2,332.50
3.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	PCE	2	$693.75	$1,387.50
				Equipment Total:		$36,144.30

Price Totals:

Estimated Sales Tax (0.000%):	$0.00
Freight/Shipping:	$554.10
Grand Total:	$36,698.40

rices: In effect for 30 days

erms: Net 30 Days

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