SINGLE SOURCE AWARD **BID # SS-0545-18**

Subject: X-Series Manual Monitor/Defibrillator

Department: Jacksonville Fire and Rescue

Description of Purchase: Recommend approval of Single Source award to Zoll Medical Corporation for the purchase of X-Series Manual Monitor/Defibrillators for Jacksonville Fire and Rescue. Zoll Medical Corporation is the sole-source provider for the X-Series monitor to EMS facilities in the United States. Total amount of expenditure not to exceed $91,484.46.

Funding Source: FROD011-069429 to be executed by Purchase Order.

Single Source Award To: Zoll Medical Corporation

Price Justification: See Attached

Total Award: $91,484.46 **Requisition #:** N/A

Attachments: Single Source Form, Vendor Letter, Vendor Quote

Certification as to Single Source: Kurtis Wilson, Director/Fire Chief, Jacksonville Fire & Rescue

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

Marleen Doran

Analyst: Marleen Doran

Gregory Pease, 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 _____

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

REQUESTING AGENCY (DEPT./DIVISION): Fire and Rescue

FUNDING SOURCE: FR0D011-69429

BRIEF DESCRIPTION OF GOODS/SERVICES:
Zoll X-Series Manual Monitor/Defibrillator

AMOUNT OF PROJECT (attach quote): $91,484.46

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Zoll X-Series Manual Monitor/Defibrillators are cardiac monitors that are carried on all JFRD Rescues, Engines and Ladders to diagnose and treat patients in the pre-hospital setting.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
Zoll Medical Corporation is the sole-source provider for the X-Series monitor to EMS facilities in the United States. Please see attached letter.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

Zoll Medical Corporation is the sole-source manufacturer and distributor of the X-Series Manual Monitor/Defibrillators to EMS facilities in the Unted States. No other vendor is authorized or warrant these items to our department.

Submitted by: Kurtis Wilson (Name) — Director/Fire Chief (Title)

Date:

Requesting Agency's Director's Signature:

269 Mill Road
Chelmsford, Massachusetts 01824-4105
978-421-9655 (voice)
978-421-0025 (fax)
www.zoll.com

July 25, 2018

Scott Miller, *Lieutenant, Logistical Support Manager*

City of Jacksonville | Fire and Rescue Department
355 South Ellis Road
Jacksonville, Florida 32254

Dear Scott Miller:

We appreciate your selection of ZOLL® products for City of Jacksonville | Fire and Rescue Department. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series® Defibrillators for the EMS Market. ZOLL® or Brooke Van Aman, Territory Manager, will not sell an X Series® Defibrillator to City of Jacksonville | Fire and Rescue Department, through any vendor or dealer.

Should you have any questions or require additional information please contact me at 800-348-9011 x 9657

Sincerely,

Nancy Branco

Nancy Branco
Local Contracts Specialist

REQ237075

ZOLL

TO: Jacksonville Fire & Rescue Department

515 North Julia Street
Jacksonville, FL 32202 | TSF

Attn: **David Castleman, Division Chief of Rescue**

email: davids@coj.net
Tel: 904-630-7055

ZOLL Medical Corporation
Worldwide HeadQuarters
269 Mill Rd
Chelmsford, Massachusetts 01824-4105
(978) 421-9655 Main
(800) 348-9011
(978) 421-0015 Customer Support
FEDERAL ID#: 04-2711626

QUOTATION 280531 V:1

DATE: July 24, 2018

TERMS: Net 30 Days

FOB: Destination

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2221011-01	**X Series ® Manual Monitor/Defibrillator $14,995** with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5"(16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display. **Accessories Included:** • MFC cable • MFC CPR connector • A/C power adapter/ battery charger • A/C power cord • One (1) roll printer paper • 6.6 Ah Li-ion battery • Carry case • Declaration of Conformity • Operator's Manual • Quick Reference Guide **• One (1)-year EMS warranty** **Advanced Options:** **Real CPR Help Expansion Pack $ 995** CPR Dashboard quantitive depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI) • See - Thru CPR artifact filtering **ZOLL Noninvasive Pacing Technology: $2,550**	3	$37,275.00	$27,654.82	$82,964.46 *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which accompany this quote. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions shall have no force or effect except to the extent agreed in writing by ZOLL.

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO ESALES@ZOLL.COM.
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.

Brooke Van Aman
Territory Manager
813-428-2861

ZOLL

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Attn: **David Castleman, Division Chief of Rescue**

email: davids@coj.net
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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		Masimo Pulse Oximetry **SP02** **$1,795** • Signal Extraction Technology (SET) • Rainbow SET **NIBP Welch Allyn Includes:** **$3,495** • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff **End Tidal Carbon Dioxide monitoring (ETCO2)** **Oridion Microstream Technology:** **$4,995** Order required Microstream tubing sets separately **Interpretative 12- Lead ECG:** **$8,450** • 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
2	8000-0330	**SpO2 Rainbow Reusable Patient Cable: Connects to LNCS Single Use and Reusable Sensors (4 ft)**	3	$295.00	$221.25	Included *
3	8000-0294	**SpO2 LNCS Adult Reusable Sensor (1 each)**	3	$295.00	$221.25	Included *
4	8000-0580-01	**Six hour rechargeable Smart battery**	6	$495.00	$371.25	Included **

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
5	8300-000006	DC AUXILIARY POWER SUPPLY, PROPAQ/X	3	$1 512.00	$1,134.00	Included **
8	8778-0107	**4 Year Extended Warranty At Time of Equipment Sale (Depot)**	3	$3,550.00	$2 840.00	$8,520.00 **
		"Quoted IAW the Volusia Contract number CW2222400, notwithstanding the additional part contained herein."				
		***Pricing in this quote is contingent upon the execution of a signed Volusia County Acknowledgment Form.**				
		****Reflects Discount Pricing.**				

TOTAL $91,484.46

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Brooke Van Aman
Territory Manager
813-428-2861

QWS3270X 8/2/2018 9:26 AM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 08/02/2018
LINK TO: ACCOUNT SUMMARY INQUIRY 9:25 AM

FISCAL MO/YEAR : 11 2018 CURRENCY CODE :
INDEX CODE : FROD011 ADMINISTRATION - FIRE & RESCUE
SUBOBJECT : 069429 DM-SPECIALIZED EQUIPMENT
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	AUG 2018	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	4,439,060.00	4,439,060.00
EXPENDITURES	15,140.20	3,222,892.61	3,222,892.61
ENCUMBRANCES	-15,140.20	1,092,803.44	1,092,803.44
PRE-ENCUMBRANCES	.00	91,484.46	91,484.46
REMAINING BALANCE	.00	31,879.49	31,879.49

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND