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City of Jacksonville, Florida

Procurement Award Form (PAF)

Part 1 – Form Type: JPAC 126.204 (a) New Award, Renewals, Waive Technical Defects, Price Increases, NTE Increases.

Goods and/or Services: Cardiac Monitor/Defibrillator Units for JFRD

Requested Action and Justification:

The Jacksonville Fire and Rescue Department has reviewed the responses for the supply of Cardiac Monitor/Defibrillator Units and is requesting approval to enter into contract negotiations with the top-ranked respondent Howmedica Osteonics Corp. who received the highest evaluated score of 94.09.

Final ranking is as follows:

1. Howmedica Osteonics Corp 94.09
2. ZOLL Medical Corporation 81.60

The results of negotiations and subsequent request for award will be presented to JPAC for approval.

Supplier:	Howmedica Osteonics Corp.	**Basis of Award:**	HPTA	**BID Opening Date:**	02/13/2026

POA #:	tbd	**PO #:**	tbd	**Change Order #:**	n/a
Solicitation #:	RFP-NONCON 17478 26	**Contract #:**	n/a	**Contract ADM #:**	n/a
Term:	1 year	**Options:**	0	**Options Used:**	0

Federally Funded:	No	**JSEB Rec:**	Encouragement
Licenses Verified:	N/A	**JSEB %:**	0
Bonds Required:	No	**Bonds Waived Pursuant To:**	N/A

Fund:	00111	**Center:**	125004	**Acct:**	564290	**Proj:**	000000	**Activity:**	00000000	$ 0
Fund:		**Center:**		**Acct:**		**Proj:**		**Activity:**		$
Fund:		**Center:**		**Acct:**		**Proj:**		**Activity:**		$

New NTE/GMP:	$ 0	**Contingent Amt:**	$ 0	**DMP/ODPO Amt:**	$ 0

Using Agency/BU:	FROD:OFFICE OF THE DIRECTOR		
Concurrence:	Signed by: Pearson, David DF27FFBE29064F3...	**Title:**	JFRD PAYROLL AND PROCUREMENT MANAGER 6/29/2026
Concurrence:		**Title:**	
Concurrence:		**Title:**	
Concurrence:		**Title:**	

Procurement Analyst/Buyer:	Signed by: Wallace Cohen, Olive 4547B2180AE148B...	**Chief of Procurement:**	Signed by: Robert Warembourg, for Dustin Freeman 7/7/2026 4812CA1D431247A...
Name:	Wallace Cohen, Olive	**Name:**	Dustin L. Freeman

Part 2 – JPAC Action: All award actions subject to lawfully appropriated funds.		**Part 3 – Final Awarding Authority Action:**	
Members who approve:		**Action:**	
Members who disapprove:		**Signature:**	
Date:		**Date:**	

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PAF Instructions
Part 1 (using agency)

Form Type: This form will be used for both Administrative Awards and JPAC Requests. Select type from dropdown options.

Goods and/or Services: Enter a brief description of the types of goods and services included in the request.

Requested Action and Justification: Enter a brief description of the requested action or authority being sought. i.e.; *Request permission to award the lowest, responsive responsible bidder for an ITB or award the highest ranked supplier for an RFP.* This block should also be used for additional information such as additional 4th account strings, or other information essential for contract execution.

Supplier: Enter awarded supplier name**.** If multiple, include in "Requested Action and Justification" box.

Basis of Award: Select from Lowest Price Technical Acceptable (LPTA), Highest Price Technical Acceptable (HPTA) or N/A.

Bid Opening Date: The date bids were unsealed by Procurement.

POA #: This is your 1Cloud generated Agreement number. Select Type, Enter Number.

PO #: Enter the PO number or agreement release number.

Change Order #: Provide the applicable change order number represented by this request.

Solicitation #: Select Prefix type, Enter Number, and Year.

Contract #: This number should be the same as your POA number (unless procured prior to 2020)

Contract Amendment #: Provide the applicable amendment number represented by this request.

Term: Select the Period of Performance or Term for the initial period.

Options: Period of time for each renewal or option.

Options Used: Prior to this request, enter how many options were already used.

Federally Funded: Select yes or no from dropdown if Federal Funds will be used.

JSEB Rec: Select Encouragement or JSEB Set Aside Option.

JESB %: If JSEB Participation, enter the percentage.

Bonds Waived Pursuant to: Select option from Drop down.

Funding Sources: Fund/Center/Account/Project/Activity, all fields are required even if zeros.

New NTE/GMP: Enter the new total not to exceed amount. Note, this should match the contract maximum indebtedness, if applicable**.**

Contingent Amount: If your agency requests an allowance for unforeseen additional expenses, then specify the amount of your requested increase and new NTE that represents the contingency allowance. This is over and above any quote.

DMP/ODPO Account: Enter the Direct Materials Purchase/Owner Direct Purchase Order Account. Used mainly for CIP (Capital Improvement/Construction) Projects

Using Agency/BU: Select one from the dropdown list.

Concurrence: Using Agency internal routing requirements for Electronic Signatures (follow Proc Manual for threshold requirements)

Title: Title of person electronically signing form.

Attachments: Included any supplemental information to the Procurement Award Form. i.e.; *Scope of work, previous awards*.

**Any field where there is no data available, or no entry is required, either leave it blank or enter N/A. Any fields where there is known data, include for informational purposes. Any changes to an original award should contain the data that is being changed and any other relevant data required for JPAC review and approval.*

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FIRE AND RESCUE DEPARTMENT

June 12, 2026

TO: Dustin Freeman, Chief of Procurement

FROM: Percy J. Golden, II, Director/Fire Chief

RE: **RFP-17478-26 - Cardiac Monitor/Defibrillator Units**

The Jacksonville Fire and Rescue Department has reviewed the responses to subject solicitation, and the Final ranking is as follows:

1. Howmedica Osteonics Corp 94.09
2. ZOLL Medical Corporation 81.60

Request approval to enter into contract negotiations with the top ranked respondent Howmedica Osteonics Corp.

The results of negotiations and subsequent award will be presented back to this committee for approval.

If you have any questions, please contact Dan Pearson at (904) 255-3265.

PG/AM/dp

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Award Solicitation: Cardiac Monitor/Defibrillator Units

Solicitation RFP - Non-Construction 17477 Procurement BU COJ BU Close Date 2/13/2026 16:00 Solicitation Currency USD	Responses Received 2 Active Responses 2 Shortlisted Responses 2	Invited Suppliers 91 WS Participate 4 Responded 2

Overview

	Hownmedica Osteonics Corp Response: 458081	Hownmedica Osteonics Corp Response: 458081	ZOLL Medical Corporation Response: 458456	ZOLL Medical Corporation Response: 458456
Business Relationship	Spend Authorized		Spend Authorized	
Supplier Site			Ordering	
Supplier Contact	Taylor, Todd		Soth, Irene	
Response Status	Active		Active	
Shortlist Status	Included		Included	
Response Amount	0.01		0.01	
Overall Rank	1		2	
Total Award Amount				
Time of Response	2/12/2026 14:24		2/13/2026 14:25	
Response Valid Until				
Reference Number				
Note to Buyer				
Attachments	No		Yes	

Requirements (View Scoring Criteria)

Requirement	Target Value	Hownmedica Osteonics Corp Response: 458081	Individual scores Scoring Team: Daniel Guthrie	Lawrence Mack	Michelle Cooke	ZOLL Medical Corporation Response: 458456	Individual scores Scoring Team: Daniel Guthrie	Lawrence Mack	Michelle Cooke
Total Score		94.09				81.60			
1. Affirmation									
Score		25.00	25.00	25.00	25.00	22.67	25.00	18.00	25.00
4. Field Testing Performance: Proposed products intuitiveness and performance during the Field-Testing period to the JFRD end-user in meeting the friendliness of the system, and ease of use (25 percentage points maximum score)		a. Acknowledge				a. Acknowledge			
Attachments						Yes			
Score		19.92	19.75	25.00	15.00	11.00	18.00	8.00	10.00
5. Proposal Price Based on Group 1: The respondent submitting the lowest cost to the City shall receive the maximum amount of points. Each subsequently higher cost submitted by a vendor shall be divided into the lowest cost received, and the product's percentage will be multiplied by the maximum points available to render the points that shall be received in the evaluation matrix for cost. (20 percentage points maximum score)		a. Acknowledge				a. Acknowledge			
Attachments		Yes				Yes			
Score		19.17	19.17	19.17	19.17	20.00	20.00	20.00	20.00
6. Vendor's Technical Support and Service Capability: Respondent shall detail the technical support and service capability for product being offered. (20 percentage points maximum score)		a. Acknowledge				a. Acknowledge			
Attachments		Yes				Yes			
Score		20.00	20.00	20.00	20.00	18.33	20.00	18.00	19.00
7. Delivery Schedule and Implementation Plan: Respondent shall provide their approach in providing the services described and how it will be managed. (10 percentage points maximum score)		a. Acknowledge				a. Acknowledge			
Attachments		Yes				Yes			
Score		10.00	10.00	10.00	10.00	8.00	10.00	8.00	8.00
8. Response Attachments									
1. Attach Overall Proposal Document Here, Use the following naming convention: Supplier_Name Overall Proposal Document. Include all response pages in a single ".PDF" format file.		a. Acknowledge				a. Acknowledge			
Attachments		Yes				Yes			

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Requirement: 1. Scope of Services (RFP - Non-Construction 17478-26,1)

Done

Section 2. General Requirements

Requirement 1. Scope of Services

Requirement Text The Jacksonville Fire & Rescue Department is currently accepting sealed bids from qualified suppliers to furnish, deliver, and provide training for new cardiac monitor/defibrillator units for use in advanced life support (ALS) operations. The purpose of this solicitation is to standardize cardiac monitoring and defibrillation capabilities across all front-line response units and ensure compliance with current clinical and technical standards.

The successful bidder will supply, deliver, and provide training for 175 cardiac monitor/defibrillator units, along with associated accessories and support services, in accordance with the specifications outlined herein.

This project includes:

a. Delivery of evaluation units for field testing.

b. Trade-in of JFRD's existing cardiac monitor/defibrillator units (estimated 150).

c. Provision of product support, warranty coverage, and optional extended service agreements.

ESTIMATED QUANTITIES

Description	Quantity	Notes
Units for field testing	3-5	To be provided for a minimum of 60 days for operational evaluation.
Units to be purchased	175	Final purchase quantity subject to budget approval.
Trade-in units (credit)	150	Final count to be confirmed prior to purchase order issuance.

Hint

Properties

Level Supplier **Value Type** Single line text **Scoring** None

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Requirement: 2. Specifications (RFP - Non-Construction 17478-26,1)

Done

Section 2. General Requirements

Requirement 2. Specifications

Requirement Text Specifications: Provide all items or services as identified on each line or identified below in accordance with all other Terms and Conditions specified herein.

TECHNICAL SPECIFICATIONS (MINIMUM REQUIREMENTS)

Combined cardiac monitor, manual defibrillator, and external pacemaker functionality.

Functional Requirements

1. Devices must be configured to perform all the following: AED operations, manual defibrillation, noninvasive external pacing therapy, 4-lead monitoring, 12-lead ECG acquisition, noninvasive blood pressure (NIBP) monitoring, SpO_2, $EtCO_2$, Q-CPR (or equivalent).
2. Devices must include all necessary equipment for immediate use to include the following: 4-lead and 12- lead cables, protective carrying case with straps, Q-CPR (or equivalent), defibrillation cables, NIBP cables, SpO_2, $EtCO_2$, and a backup battery compatible with the device.
3. Devices display screens must be colored, touchscreen, with varying resolution of visual and audible settings.
4. Devices must include visual and audible alarms and alerts for the patient's status and system warnings.

1. Devices must have integrated Bluetooth and/or Wi-Fi connectivity for electronic patient care reporting (ePCR) system integration and data transmission.
2. Devices must have the ability to review and generate reports on CPR, 12-lead, NIBP measurements and other vital signs through QA/QI software.
3. Devices must be configured to perform all the following:

A. **ECG monitoring:**

a. 4- lead via internal hardware/software and external cable system.

b. 12-lead interpretation via internal hardware/software utilizing the latest evidence-based ECG analysis algorithm.

1. 12-lead ECG acquisition and data transmission capabilities directly from the device to receiving facility or ePCR.
2. Devices must record and store significant events in resuscitation, such as shocks, time, and analysis and be capable of code markers for medications and interventions. Device must be capable of allowing agency to load their individual treatment protocols into the marker system of the monitor.

B. **AED operations:**

a. External Transcutaneous Pacing

1. Devices must be capable of delivering timed electrical impulses to the heart via external pacer pads through a multi-function patch cable system.

b. Defibrillation:

1. Devices must be capable of defibrillation via internal bi-phasic hardware/software and multi-function patch cable system for adult/pediatric/infant/neonatal via external pads.

c. Synchronized Cardioversion

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c. Synchronized Cardioversion

1. Devices must be capable of delivering a timed shock to the heart via external pads through a multi-function patch cable system.

C. **NIBP (Non-Invasive Blood Pressure) measurement:**

a. Devices must be capable of measuring and displaying numeric data for NIBP via internal hardware, specialized software, and an external cable system connecting to a cuff or sensor to measure blood pressure.

D. **SpO_2:**

a. Devices must be capable of measuring and displaying real time SpO_2 (blood oxygen saturation) and pulse rate, with waveform and numeric data.

E. **Capnography ($EtCO_2$ monitoring):**

a. Devices must be capable of measuring and displaying real time capnography waveform and numeric data via nasal adapters, or airway adapters.

8. **Connectivity and Data Management:**

A. Devices must have internal memory capable of automatically recording and storing a minimum of 50separate patients corresponding biomedical data.
B. Devices must be able to recall and retrieve historical patient data.
C. Devices must be able to retain all biomedical data for each patient in the memory, independent of machine power.
D. Devices must be able to notify the operator via visual and audio cues when memory is full.
E. Devices must have capabilities to download data for further analysis or reporting.
F. Devices memory must operate under a newest in, oldest out, meaning that newer patient information will save against the full memory, and the oldest patient record will be discarded.
G. Devices memory must be capable of allowing the transmission (Bluetooth and/or Wi-Fi) of its data as a whole, or by patient at any time during or after the incident. Information will remain in the memory until such time as the operator deletes it, or it becomes the oldest record and is discarded.

9. **External Power Supply:**

A. Device must use rechargeable Lithium-Ion batteries.
B. Device must have power cords supplying both AC (Alternating Current) and DC (Direct Current) power sources.
C. Battery support system to include both an in station charging bank extra batteries and in vehicle charger.
D. Devices must have a low battery indicator.
E. Devices must come with one rechargeable battery and backup battery compatible with the device.
F. Devices will be capable of operating using DC power that recharges the battery(s) and powers the device continuously.
G. Power to the device must remain constant when battery exchange occurs.

Devices must meet FDA, ANSI/AAMI DF80, and AHA standards for prehospital cardiac monitors.

1. Devices must be compliant with NFPA 1917 and EMS industry standards for medical equipment.

Accessories:

A. Devices must include the following at minimum:

a. Data transfer cable (if applicable)

b. Cardiac monitor mounting bracket

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Requirement: 3. Minimum Supplier Qualifications (RFP - Non-Construction 17478-26,1)

Done

Section 2. General Requirements

Requirement 3. Minimum Supplier Qualifications

Requirement Text Contractors must satisfy the following mandatory minimum requirements to have their responses evaluated. By submitting a response, Contractor warrants and represents that it satisfies these requirements. Failure to meet these requirements (with proof) will result in the response not being evaluated and being rejected as non-responsive.

a. Supplier shall provide proof of applicable local business license if located within Duval County
b. Authorized distributor or manufacturer of the proposed cardiac monitor/defibrillator.
c. Minimum of five (5) years continuous experience in the sale and service of medical monitoring equipment within the United States.
d. Must provide proof of manufacturer-certified technicians for maintenance and repairs.
e. Provide references from at least three (3) U.S. fire or EMS agencies currently using the proposed device.

Hint

Properties

Level Supplier

Response Required

Requirement Type Multiple choice with single selection

Value Type Single line text

— Allow comments from suppliers

Scoring None

Attachments None

Acceptable Values

— Display target

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A. Solicitation Overview

A.1. Scope of Work

The FIE AND RESCUE DEPARTMENT of the City of Jacksonville, Florida is currently accepting bids to obtain source(s) of supply for the item(s)/service(s) as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide these item(s)/service(s) and to obtain pricing commitments for Cardiac Monitor/Defibrillator Units as listed in the bid documents.

A.2. Award

Award will be **BY GROUP** to the lowest responsive, responsible bidder. Bidders must bid on all items in a group to be considered for award. **ALL** awards are subject to the availability of funds.

A.3. Buy American Preference

As per Section 126.114, Ordinance Code, preference will be given to a responsive and responsible vendor offering American manufactured, assembled, or produced goods, and who is within 5% of the lowest responsive and responsible bidder. To receive this preference, the bidder must select the Buy American Preference Compliance Certificate indicator and attach supporting documentation and/or evidence attesting that at least 51% offered in the bid response is manufactured, assembled, or produced in the United States.

Bidder is not required to submit for the Buy American Preference. Bidders may quote items less than 51% American made but will not be eligible for the preference.

Restrictions and exemptions may apply. Please refer to Section 126.114 for specifics.

A.4. Term of Agreement

The period of service will be for the initial period of one year, with no, _ renewal options. Renewal options subject to approval with supplier and City of Jacksonville.