SINGLE SOURCE AWARD **BID # SS-14845-24**

Subject: Airtraq Video Laryngoscope System

Department: Jacksonville Fire and Rescue

Description of Purchase: Recommend approval of Single Source award to Mercury Enterprises, Inc. dba Mercury Medical for the purchase of Airtraq Video Laryngoscope System for the Jacksonville Fire and Rescue Department. Total expenditure not to exceed $100,000.00. The period of service will be one (1) year from date of award.

Funding Source: 00111.125004.552170.000000.00000000.00000.0000000 -To be executed by Purchase Order.

Single Source Award To: Mercury Enterprises, Inc. dba Mercury Medical

Price Justification: See Attached

Total Award: $100,000.00 **Requisition #:** FRRS-500269-24

Attachments: Agency Letter, Single Source Form, Vendor Quote/Letter

Certification as to Single Source: Jacob W. Blanton, Division Chief/Rescue

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 _____

OFFICE OF THE CHIEF OF RESCUE

October 3, 2023

TO: Dustin Freeman, Director of Procurement

FROM: Jacob W. Blanton, Division Chief/Rescue

RE: JFRD Purchase of Advanced Airway Management Device

The Airtraq intubation device is an advanced airway management tool carried aboard every JFRD Rescue unit. These devices enable JFRD paramedics to establish airways more easily and effectively on critically ill and injured patients.

I recommend we purchase these devices via this Mercury Medical single source at an award amount not to exceed $100,000.00.

Account: 00111.125004.552170.0

Thank you

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7776 | jblanton@coj.net

JUSTIFICATION FOR SINGLE SOURCE (JSS)

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.

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?***	The AirTraq system is a video laryngoscope system to assist in rapid patient intubation. Video larygoscopes are carried on all JFRD Rescue Units.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	Mercury Medical is the exclusive distributor of the Rusch AirTraq System. No other vendor is authorized to sell the AirTraq System and Accessories to our department. Please see attached letter.
4. Date of Request	10/20/2023

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.]

[Mercury Medical is the sole source distributor of the Rusch AirTraq System. No other vendor is authorized to sell or warrant these items to our department. Research performed by Captain Scott Miller.]

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.]

Wallace Cohen, Olive

From: Hertlein, Tami
Sent: Monday, October 30, 2023 10:27 AM
To: Wallace Cohen, Olive; Pearson, Daniel
Cc: Blanton, Jake; Miller, Scott
Subject: RE: Single source for Advanced Airway Management Devices

Olive,
Good morning. The City of Jacksonville Fire and Rescue Department tested numerous airway management devices which can be found in the EMS market. However, the chosen device, Airtraq Optical Laryngoscope device performed at the highest level compared to the other devices tested in the pre-hospital environment and was the most cost-effective option. An alternative device the department previously used was the Ambu King Vision camera. That camera was a first generation of its kind for the EMS marketplace. Since then, other cameras have been introduced to into the market and we have tested those cameras and now have approved the Airtraq Optical Laryngoscope as a superior device for patient care. Consistency in patient care is critical and our medical director has approved this device to be carried on all EMS response vehicles. In addition, the Airtraq has offered a broader range of laryngoscope blades allowing the camera to be used on pediatric patients which other cameras on the market do not allow. If you have an further questions, please let me know. Thank you.
Tami

Tamara J. Hertlein

Tamara J. Hertlein
Assistant Manager
Procurement & Payroll
Jacksonville Fire/Rescue Dept.
515 North Julia Street
Jacksonville, FL 32202
Office: (904) 255-3275
Cell: (904) 603-5752
tamih@coj.net

From: Wallace Cohen, Olive <OWCohen@coj.net>
Sent: Friday, October 27, 2023 1:09 PM
To: Pearson, Daniel <Pearson@coj.net>
Cc: Hertlein, Tami <TamiH@coj.net>
Subject: Single source for Advanced Airway Management Devices

Hi Dan/Tami:

Please see query from Dustin for a response:

Comments

10/27/23 12:39 PM	Dustin Freeman

SSJF insufficient. why does the city need this specific device? What research was preformed? Was phone calls made to other suppliers?

Best Regards,

Olive Wallace-Cohen
Purchasing Analyst
214 N. Hogan Street (8th Floor)
Jacksonville, FL 32202
Phone: 904-255-8816
E-mail: OWCohen@coj.net

CITY OF JACKSONVILLE

"Please note that under Florida's very broad public records law, email communications to and from City officials are subject to public disclosure."

Please click on the links below for any of the following for Bids and Awards:

For Bidding Opportunities: COJ.net - Bidding Opportunities (Including Capital Improvement and Design/Build)
For COJ weekly award intentions: COJ.net - Agendas and Minutes
For bid award information: Procurement Division (coj.net)
For Public Records: COJ Public Records (govqa.us)

From: Olive Wallace Cohen <eims.fa.sender@workflow.mail.us2.cloud.oracle.com>
Sent: Friday, October 27, 2023 12:40 PM
To: Wallace Cohen, Olive <OWCohen@coj.net>
Subject: FYI: NewTitleKey5

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Airtraq
GUIDED VIDEO INTUBATION

August 29th , 2023

RE: Airtraq™ Distribution – Exclusive USA/Canada

To Whom It May Concern:

Thank you for your interest in the Airtraq™ Optical Laryngoscope product line. Airtraq™ distributes its products through company appointed specialty distributors and partners throughout the world.

Distributor USA: Mercury Medical
Canada: Andau Medical

Customers: Hospital, Alternate Site, Sub-acute facilities, Physicians Office, EMS, Transport.

Type: Exclusive Sole Source

Territory: United States (50) and Canada
Effective: August 29th , 2023, thru Present

Distributors are not permitted to represent or sell Airtraq™ products outside of their area of exclusive authority and responsibility.

If you have any further questions, please do not hesitate to call our office.

Regards,

Danny Daniel
Vice President of Sales - North America
Airtraq LLC

Tel (O) - (877) 6 Airway (624-7929)
Tel (D) - (972) 325-1025
E-mail – danny.daniel@airtraq.com

Mercury Medical®
Superior Solutions

Quote

#EST19620

10/3/2023

Mercury Medical
11300 49th Street North
Clearwater FL 33762-4807
United States

Customer Service Phone #	1-800-835-6633
Customer Service Email	uscustomerservice@mercurymed.com
Terms	Net 30
Shipment Transportation Terms	
Shipping Method	
Expires	1/1/2025

Bill To

Fire & Rescue Logistical Supply
117 W Duval Street
Suite 375
Jacksonville FL 32202
United States

Ship To

Logistics
Fire & Rescue Logistical Supply
355 Ellis Road South
Jacksonville FL 32254
United States

Account Number:4297

Sales Specialist	Phone Number	Email
Josh Gomez - Sales Specialist	Office Phone:(727) 748-4680	jgomez@mercurymed.com
Heather Doughty - Inside Sales Specialist	Office Phone:(727) 573-4917	hdoughty@mercurymed.com

Quantity	Units	Item	Rate	Amount
1	Pkg	**LDA011** Airtraq SP Regular Size 3 Blue Color for E/T Tube 7.0 - 8.5 mm 2/package	$79.00	$79.00
1	Pkg	**LDA021** Airtraq SP Small Size 2 Green Color For E/T Tube 6.0 - 7.5 mm 2/Package	$79.00	$79.00
1	Pkg	**LDA031** Airtraq SP Pediatric Size 1 Purple Color for E/T Tube 4.0 - 5.5 mm 2/Package	$79.00	$79.00
1	Pkg	**LDA041** Airtraq SP Infant Size 0 Grey Color for E/T Tube 2.5-3.5 mm 2/Package	$79.00	$79.00
1	Ea	**LDA390KIT** Airtraq A390 WiFi Camera And Full Kit, Standard Hard Case, USB, Silicone Cover, Docking Station and Charger	$950.00	$950.00
1	Ea	**LDA390** Airtraq A390 WiFi Camera (On Its Own) Small Hard Case, Silicone Cover, USB	$900.00	$900.00
1	Ea	**LDA390ACC** Airtraq A390 WiFi Camera Accessories Only Neoprene Bag, Dock, Charger	$50.00	$50.00
1	Ea	**LDA390SC** Small Blue Ballistic Nylon Case For Airtraq A390 WiFi Camera And Small USB Cable Only	$15.00	$15.00

EST19620

+ RKS-SCO 269-24
SS-14845-24

Subtotal	$2,231.00
Tax Total (%)	$0.00
Total	$2,231.00

above prices do not include applicable freight.

e review your Quotes carefully, as prices may have recently changed.

EST19620