SINGLE SOURCE AWARD **BID # SS-10296-21**

Subject: Rusch Airtraq Video Laryngoscope and SP Patient Blades

Department: Fire/Rescue

Description of Purchase:

Recommend approval of a single source award to Teleflex for the purchase of the Rusch Airtraq Video Laryngoscope and SP patient blades. Total not-to-exceed expenditure in the amount of $150,000.00.

Funding Source: 00111.125004.552170.000000.00000000.00000.0000000 - To be executed by Purchase Order

Single Source Award To: Teleflex

Price Justification: See attachment

Total Award: $150,000.00 **Requisition #:** FRRS-500230-21

Attachments: Single Source Form, Vendor Letter and Quote

Certification as to Single Source: David S. Castleman, Division Chief/Rescue

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

Analyst: Olive Wallace-Cohen

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 _____

OFFICE OF THE CHIEF OF RESCUE

April 7, 2021

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: **SINGLE SOURCE RECOMMENDATION**

The Jacksonville Fire and Rescue Department uses video laryngoscope systems on all of our Rescue units. The Rusch Airtraq video laryngoscope provides critical endotracheal tube placement confirmation and rapid tube placement for difficult airways. Teleflex Incorporated is the only company that is authorized to sell the Rusch Airtraq system to the JFRD.

Therefore, we are recommending the Procurement Department proceed with the single source blanket for the Rusch Airtraq video laryngoscope and SP patient blades system.

Requested Blanket Order Amount: $150,000
Fund Account: 00111.125004.552170.0

Thank you

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.630.7055 | Fax: 904.630.4660 | davids@coj.net

SINGLE SOURCE REQUEST

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

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

The AirTraq System is a video laryngoscope system to assist in rapid patient intubation. Video laryngoscopes are carried on all JFRD Rescue Units.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

Teleflex Incorporated 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.

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:

Teleflex Incorporated is the sole source distributor of the Rusch AirTraq System. No other vendor is authorized to sell or warrant these items to our department. Please see attached letter.

Wallace Cohen, Olive

From: Miller, Scott
Sent: Monday, April 12, 2021 2:48 PM
To: Hertlein, Tami
Cc: Castleman, David; Wallace Cohen, Olive
Subject: RE: SINGLE SOURCE Solicitation 10296-21 - Rusch Airtraq Video Laryngoscope System

Good Afternoon,

In 2019 we were advised that our then current video laryngoscope, King Vision, was being phased out and would be replaced by a new version that would require us to purchase all new cameras and blades. Facing this predicament, we choose to evaluate several video laryngoscope systems that included the new King Vision, Glide Scope and AirTraq. During this field trial, the AirTraq was noted to have the highest percentage of first attempt intubations in addition to having the best ease of use and also being the most moderately priced system. The JFRD choose to phase out the King Vision when we no longer had airway blades in stock and replace the system with the AirTraq.

We currently have substantial stock of the AirTraq cameras and airway blades; if we were to choose another system, not only would we need to surplus our current inventory but we would need to retrain our 1,600 members to use a new product. The twelve month single source solicitation award was requested to streamline future purchases of the already in service equipment.

Thank you for your consideration and please let me know if you have any further questions,

Scott Miller
Captain, Logistical Support Manager
City of Jacksonville | Fire and Rescue Department
355 South Ellis Road
Jacksonville, Florida 32254
(904) 255-3570
http://www.coj.net

From: Hertlein, Tami <TamiH@coj.net>
Sent: Monday, April 12, 2021 11:20 AM
To: Miller, Scott <ScottCM@coj.net>
Cc: Castleman, David <DavidS@coj.net>; Wallace Cohen, Olive <OWCohen@coj.net>
Subject: FW: SINGLE SOURCE Solicitation 10296-21 - Rusch Airtraq Video Laryngoscope System

Captain Miller,
Good morning. Please see below question from Greg Pease from Procurement with regards to the Rusch Airtraq Video Laryngoscope System Sole Source Justification. They are requesting additional justification on why are department has chosen this device over other devices on the market. Thank you!
Tami

Tamara J. Hertlein

Tamara J. Hertlein
Administrative Supervisor
1st Floor/Procurement
Jacksonville Fire/Rescue Dept.
515 North Julia Street
Jacksonville, FL 32202
(904) 255-3275
tamih@coj.net

From: Wallace Cohen, Olive
Sent: Monday, April 12, 2021 11:17 AM
To: Hertlein, Tami
Subject: SINGLE SOURCE Solicitation 10296-21 - Rusch Airtraq Video Laryngoscope System

Hi Tami,

Please see Greg's questions below regarding this single source. Can you please provide additional justification ASAP.

Thanking you in advance.

Olive

From: Pease, Gregory <GPease@coj.net>
Sent: Monday, April 12, 2021 11:08 AM
To: Wallace Cohen, Olive <OWCohen@coj.net>
Subject: Solicitation 10296-21

Please provide further justification why the specific brand and model (Airtraq) are required. I understand Teleflex is the exclusive distributor of Airtraq, however, please explain why this system was selected and other makes and models cannot be used.

Thanks.

Gregory W. Pease
Chief of Procurement
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8801
Fax 904.255.8838

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. ******

Teleflex®

Teleflex
3015 Carrington Mill Blvd
Morrisville, NC 27560
USA
Phone 866-246-6990
Fax 866-804-9881
teleflex.com

February 16, 2021

RE: **Teleflex LLC – Exclusive Distributor for the Rüsch® Airtraq™ System**

Dear Valued Customer:

Thank you for your interest in the Rüsch® Airtraq™ System, which includes:

- Rüsch® Airtraq™ A-390 WIFI Camera
- Rüsch® Airtraq™ SP Laryngoscope Blades
- Rüsch® Airtraq™ Avant™ Laryngoscope Blades and Optics

Teleflex LLC, a wholly owned subsidiary of Teleflex Incorporated, is the exclusive sole source distributor of the Rüsch® Airtraq™ System to customers within the United States and Canada.

The Rüsch® Airtraq™ System is available for purchase through our direct Anesthesia and Emergency Medicine sales team.

For more information please contact your local representative or our customer service team at +1-866-246-6990.

Sincerely,

Mark J Reis

Mark J. Reis
Vice President, Sales
Anesthesia and Emergency Medicine

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Teleflex®

ARROW
HUDSON RCI
LMA
Teleflex
RUSCH
WECK

Customer #	1073902	Created Date	March 11, 2021
Quote #:	0228912	Expiration:	June 9, 2021

Attn	Scott Miller	Prepared By	Vincent Mazzurco
Phone	(904) 255-3570	Phone	
Email	scottcm@coj.net	Email	vincent.mazzurco@teleflex.com

Bill To Name	City of Jacksonville Fire	Ship To Name	City of Jacksonville Fire
Bill To	355 Ellis Road South Jacksonville, FL 32254 US	Ship To	355 Ellis Road South Jacksonville, FL 32254 US

Product Code	Sales Org	Product Description	Quantity	Sales Price	Each Per Case	Each Price	Total Price
A-390		AIRTRAQ WIFI CAMERA	1	USD 750.00	1	USD 750.00	USD 750.00
A-011		AIRTRAQ SP - REGULAR SIZE 3	1	USD 79.98	2	USD 39.99	USD 79.98
A-021		AIRTRAQ SP - SMALL SIZE 2	1	USD 79.98	2	USD 39.99	USD 79.98
A-031		AIRTRAQ SP - PEDIATRIC SIZE 1	1	USD 79.98	2	USD 39.99	USD 79.98
A-041		AIRTRAQ SP - INFANT SIZE 0	1	USD 79.98	2	USD 39.99	USD 79.98
A-811		AIRTRAQ SP - REGULAR SIZE 3 - DEMO	1	USD 158.00	2	USD 79.00	USD 158.00
A-821		AIRTRAQ SP - SMALL SIZE 2 - DEMO	1	USD 158.00	2	USD 79.00	USD 158.00
A-831		AIRTRAQ SP - PEDIATRIC SIZE 1 - DEMO	1	USD 158.00	2	USD 79.00	USD 158.00
A-841		AIRTRAQ SP - INFANT SIZE 0 - DEMO	1	USD 158.00	2	USD 79.00	USD 158.00

Subtotal (USD): $1,701.92

*****Grand Total (USD): $1,701.92**

Remittances via Wire or ACH:	Remittances via Check (Standard Mailing):	Remittances via Check (Overnight Delivery):
Beneficiary: Teleflex Funding LLC Account #: 4708086079 Bank: Wells Fargo Bank, N.A., 420 Montgomery Street, San Francisco, CA 94104 SWIFT: WFBIUS6S ABA: 121000248 Email: tfxremit@teleflex.com	Teleflex Funding LLC PO Box 936729 Atlanta, GA 31193-6729	Teleflex Funding LLC Attn: PO Box 936729 3585 Atlanta Avenue Hapeville, GA 30354-1705

Thank you for the opportunity to quote Teleflex products. To place your order please call 866-246-6990 or email cs@teleflex.com.

***Unless Shipping and Tax costs are specified, they are not included in the Grand Total.

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Teleflex
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