SINGLE SOURCE AWARD **BID # SS-9868-21**

Subject: Zoll X-Series Cardiac Monitor and Defibrillator

Department: Fire and Rescue

Description of Purchase: Recommend approval of single source award to Zoll Medical Corporation for the purchase of Zoll X-Series Cardiac Monitor and Defibrillators. Total not-to-exceed expenditure is $66,749.00.

Funding Source: 00111.125004.564290.000000.00000000.00000.0000000 and processed by Purchase Order

Single Source Award To: Zoll Medical Corporation

Price Justification: See attachment

Total Award: $66,749.00 **Requisition #:** FRRS-500185-21

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 _____

FORM GB-113, Revised 12/2007

OFFICE OF THE CHIEF OF RESCUE

January 6, 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 the Zoll X-Series Cardiac Monitor and Defibrillator exclusively on all of our Rescue units. Zoll Medical Corporation is the sole manufacturer and source of X-Series Defibrillators for the EMS market in the United States. Zoll Medical will not sell an X-Series Defibrillator to the JFRD through any vendor or dealer.

Therefore, we are recommending the Procurement Department proceed with the single source purchase of the Zoll X-Series Cardiac Monitor and Defibrillator in the amount of $66,749.00

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 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): Jacksonville Fire and rescue

FUNDING SOURCE:

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

AMOUNT OF PROJECT (attach quote): $66,749.00

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: Scott Miller (Name) Captain/ Logistical Support Manager (Title)

Date: 1/7/21

Requesting Agency's Director's Signature:

ZOLL

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

January 4, 2021

Captain Scott Miller
City of Jacksonville Fire and Rescue Department
355 South Ellis Road
Jacksonville, Florida 32254

Dear Captain 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 Elliott, EMS 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 9439

Sincerely,

Jody Podgurski

Jody Podgurski
Local Contracts Specialist

ZOLL®

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

TO: **Jacksonville Fire & Rescue Department**
515 North Julia Street
Jacksonville, FL 32202

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

email: davids@coj.net

Tel: 904-630-7055

QUOTATION 368285 V:3

DATE: January 12, 2021

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** 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** 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	$37,275.00	$29,074.50	$58,149.00 *

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 quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at http://www.zoll.com/GTC and for software products can be found at http://www.zoll.com/SSPTC and for hosted software products can be found at http://www.zoll.com/SSHTC. 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 presented shall have no force or effect except to the extent agreed in writing by ZOLL.

Brooke Elliott
EMS Territory Manager
813-428-2861

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.

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

TO: **Jacksonville Fire & Rescue Department**
515 North Julia Street
Jacksonville, FL 32202

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

email: davids@coj.net

Tel: 904-630-7055

QUOTATION **368285 V:3**

DATE: January 12, 2021

TERMS: Net 30 Days

FOB: Destination **

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE	
		Masimo Pulse Oximetry **SP02** • Signal Extraction Technology (SET) • Rainbow SET **NIBP Welch Allyn includes:** • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff **End Tidal Carbon Dioxide monitoring (ETCO2)** **Oridion Microstream Technology:** Order required Microstream tubing sets separately **Interpretative 12- Lead ECG:** • 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)	2	$295.00	$230.10	$460.20	*
3	8000-0294	SpO2 LNCS Adult Reusable Sensor (1 each)	2	$295.00	$230.10	$460.20	*

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
4	8000-0580-01	Six hour rechargeable Smart battery	6	$519.75	$371.25	Included *
5	8778-89004-BP	Includes: Discounts of 20% on new cables, 20% discount on lithium SurePower Batteries, and parts & labor on normal wear and tear. Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty.	2	$4,300.00	$4,300.00	$8,600.00
		*Reflects Discount Pricing.				

TOTAL **$67,669.40**

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