SINGLE SOURCE AWARD **BID # SS-15395-24**

Subject: Zoll X-Series Cardiac Monitor, Defibrillator and Batteries for FS 68

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, Defibrillators and Batteries for Fire Station 68. Total not-to-exceed expenditure is $71,791.84.

Funding Source: 00111.123006.564290.000000.00000000.00000.0000000 - $34,541.28 and 32124.127001.565051.010590.00000000.00000.0000000 - $37,250.56 and processed by Purchase Order

Single Source Award To: Zoll Medical Corporation

Price Justification: See attachment

Total Award: $71,791.84 **Requisition #:** FRFO-501331-24

Attachments: Agency Memo, Single Source Form, Vendor Letter and Quote

Certification as to Single Source: Keith Powers, Director/Fire Chief

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 _____

FIRE AND RESCUE DEPARTMENT

March 20, 2024

TO: Dustin Freeman, Director of Procurement

FROM: Keith Powers, Director/Fire Chief

SUBJ: **JFRD Purchase of Zoll X Series Defibrillator and Batteries**

The Jacksonville Fire and Rescue Department is requesting the utilization of the Single Source Purchase of a Zoll X-Series Cardiac Monitor and Battery Charger. Zoll X-Series Cardiac Monitors are utilized on all JFRD apparatus in the City of Jacksonville. These life saving devices are a required piece of equipment by the State of Florida to keep our licensing as emergency transport apparatus. Zoll Medical Corporation will only sell X-series Cardiac Monitors directly to the EMS market and will not outsource them through a third-party vendor. Therefore, we are requesting a Single Source Purchase Order be approved.

Total Purchase: $71,791.84

Funding Source: 00111.123006.564290.0.0.0.0
Total: $34,541.28

Funding Source: 32124.127001.565051.010590.0.0.0
Total: $37,250.56
Project # 010590
Task # 1
Expenditure Type 565051
Organization FRCP – Fire Control
Contract Number 32124-384020
Funding Source: COJ Internal – Authorized Capital Projects

If you have any questions, please contact Dan Pearson at (904) 255-3265 or Tamara Hertlein at (904) 255-3275. Thank you.

KP/tjh

ONE CITY. ONE JACKSONVILLE

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3275 | tamih@coj.net@coj.net

FINANCE & ADMINISTRATION DEPARTMENT, PROCUREMENT DIVISION

SINGLE SOURCE JUSTIFICATION FORM (SSJF)	
Pursuant to the City of Jacksonville Procurement Code 126.306(a) (8) & The Procurement Operating Manual, when requesting to purchase from a Supplier subject to the referenced sections, this form is to be completed and must be submitted to the Procurement Division with applicable attachments via 1Cloud Smart Form Requisition.	
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?***	Zoll X-Series Cardiac Monitor and Defribrillator – 12 Lead EKG, Pacing, NIBP, SpO2, EtCO2, CPR Expansion Pack with Rechardable Batteries. The Zoll X-Series Cardiac Monitor is used on all Jacksonville Fire 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 Supplier:	Zoll Medical Corporation is the sole manufacturer and source of X-Series Defribrillators for the EMS market in the United States. Zoll Medical Corporation will not sell an X-Series Defribrillator to Jacksonville Fire rescue Department through any other vendor or dealer.
4. Date of Request	2/26/2024

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.]

[Zoll Medical Corporation is the sole source provider for repairs for this device in the US. At this time, there are no other authorized companies that are able to provide repairs or replacement parts for Zoll defibrillators in the United States. Search was conducted by Director of Rescue, Jake Blanton]

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.]

ZOLL

[illegible]

February 6, 2024

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

Dear Captain Scott Miller:

We appreciate your selection of ZOLL® products. 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® and X Series Advanced Defibrillators for the EMS Market. ZOLL® or Brooke Elliott, EMS Territory Manager, will not sell an X Series® and X Series Advanced Defibrillator to City of Jacksonville | Fire and Rescue Department, through any vendor or dealer and no vendor or dealer is authorized to provide warranty or service.

Should you have any questions or require additional information please contact me at contracts@zoll.com.

Sincerely,

Irene Soth
Contract Specialist

1230006 564290

Refresh

ZOLL Medical Corporation
269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Quote No: Q-69943 Version: 2

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

ZOLL Customer No: 101162

Scott Miller
(904) 255-3570
scottcm@coj.net

Quote No: Q-69943
Version: 2

Issued Date: February 6, 2024
Expiration Date: December 31, 2023

Terms: NET 30 DAYS

FOB: Destination

Freight: Free Freight

Prepared by: Brooke Elliott
EMS Territory Manager
bvanaman@zoll.com
+1 8134282861

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1		601-2221011-01	**X Series Monitor/Defibrillator - 12-Lead ECG, Pacing, NIBP, SpO2, EtCO2, CPR Expansion Pack** Includes: 4 trace tri-mode display monitor/ defibrillator/ printer, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5in (16.5cm) diagonal screen. Accessories Included: MFC cable and CPR connector, A/C power cord, One (') roll printer paper, 6.6 Ah Li-ion battery, Carry case, Operator Manual, Quick Reference Guide, and One (1)-year EMS warranty. Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru *® CPR artifact filtering • Interpretative* 12-Lead ECG (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead OneStep ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo Pulse Oximetry with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. *Microstream tubing set sold separately •*	1	$45,401.00	$32,688.72	$32,688.72
2		8000-0580-01	**Six Hour Rechargeable, SurePower II Smart Battery**	2	$957.00	$689.04	$1,378.08
3		8000-001392	**Masimo rainbow® RC-4 - 4FT, Reusable EMS Patient Cable**	1	$299.00	$215.28	$215.28

ZOLL Medical Corporation
269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Jacksonville Fire & Rescue Department
Quote No: Q-69943 Version: 2

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
4		8000-000459	**M-LNCS DCI Reusable Sensor**	1	$360.00	$259.20	$259.20

Subtotal: $34,541.28

Total: $34,541.28

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 for capital equipment, accessories and consumables can be found at https://www.zoll.com/about-zoll/invoice-terms-and-conditions 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.

1. Delivery will be made upon availability.
2. This Quote expires on December 31, 2023. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL Webstore.

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Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Quote No: Q-69943 Version: 2

C 127001
P 010590
FRCP Fire St. Capital
565051
1
32124-384020

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

ZOLL Customer No: 101162

Scott Miller
~~(904) 255-3570~~
scottcm@coj.net

St. #68

L:
very:
NLT:
Date: 2/13/24

Quote No: Q-69943
Version: 2

Issued Date: February 6, 2024
Expiration Date: December 31, 2023

Terms: NET 30 DAYS

FOB: Destination
Freight: Free Freight

Prepared by: Brooke Elliott
EMS Territory Manager
bvanaman@zoll.com
+1 8134282861

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1		601-2221011-01	**X Series Monitor/Defibrillator - 12-Lead ECG, Pacing, NIBP, SpO2, EtCO2, CPR Expansion Pack** Includes: 4 trace tri-mode display monitor/ defibrillator/ printer, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5in (16.5cm) diagonal screen. Accessories Included: MFC cable and CPR connector, A/C power cord, One (1) roll printer paper, 6.6 Ah Li-ion battery, Carry case, Operator Manual, Quick Reference Guide, and One (1)-year EMS warranty. Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients. Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru ® CPR artifact filtering • Interpretative 12-Lead ECG (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead OneStep ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo Pulse Oximetry with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. Microstream tubing set sold separately •	1	$45,401.00	$32,688.72	$32,688.72
2		8000-0580-01	**Six Hour Rechargeable, SurePower II Smart Battery**	2	$957.00	$689.04	$1,378.08
3		8000-001392	**Masimo rainbow® RC-4 - 4FT, Reusable EMS Patient Cable**	1	$299.00	$215.28	$215.28

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Chelmsford, MA 01824-4105
Federal ID# 04-2711626

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Fax: (978) 421-0015
Email: esales@zoll.com

Jacksonville Fire & Rescue Department
Quote No: Q-69943 Version: 2

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
4		8000-000459	M-LNCS DCI Reusable Sensor	1	$360.00	$259.20	$259.20

Subtotal: $34,541.28

Total: $34,541.28

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 for capital equipment, accessories and consumables can be found at https://www.zoll.com/about-zoll/invoice-terms-and-conditions 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.

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5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL Webstore.

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269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Jacksonville Fire & Rescue Department
Quote No: Q-69943 Version: 2

Order Information (to be completed by the customer)

[ ] Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

[ ] Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

[ ] Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

[ ] No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Jacksonville Fire & Rescue Department
Authorized Signature:

_____

Name: _____

Title: _____

Date: _____

ZOLL Medical Corporation
269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Quote No: Q-75495 Version: 2

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

ZOLL Customer No: 101162

Scott Miller
(904) 255-3570
scottcm@coj.net

Quote No: Q-75495
Version: 2

Issued Date: February 5, 2024
Expiration Date: March 31, 2024

Terms: NET 30 DAYS

FOB: Destination

Freight: Free Freight

Prepared by: Brooke Elliott
EMS Territory Manager
bvanaman@zoll.com
+1 8134282861

Item	Contract Reference	Part Number	Description		Qty	List Price	Adj. Price	Total Price
1	1374349	8300-0500-01	**SurePower 4 Bay Charging System Including 4 Battery Charging adapters**		1	$3,304.00	$2,709.28	$2,709.28

Subtotal: $2,709.28

Total: $2,709.28

Contract Reference	Description
1374349	Reflects GPO NPP 2020 - Contract No. PS20200 contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in NPP 2020 - Contract No. PS20200 shall apply to the customer's purchase of the products set forth on this quote

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 for capital equipment, accessories and consumables can be found at https://www.zoll.com/about-zoll/invoice-terms-and-conditions 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.

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2. This Quote expires on March 31, 2024. Pricing is subject to change after this date.
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Jacksonville Fire & Rescue Department
Quote No: Q-75495 Version: 2

Order Information (to be completed by the customer)

[ ] Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

[ ] Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

[ ] Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

[ ] No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Jacksonville Fire & Rescue Department
Authorized Signature:

_____

Name: _____

Title: _____

Date: _____