SINGLE SOURCE AWARD **BID # SS-0524-19**

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 in the amount of $121,979.28.

Funding Source: FRRS011-06429

Single Source Award To: Zoll Medical Corporation

Price Justification: See attachment

Total Award: $121,979.28 **Requisition #:** 254129

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: Taryn Manser

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

J:

REQ254129

OFFICE OF THE CHIEF OF RESCUE

May 8, 2019

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 $121,979.28

Thank you

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

REQ254129

j:

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: FRRS011 - 06429

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

AMOUNT OF PROJECT (attach quote): $121,979.28

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) — Lieutenant/ Logistical Support Manager (Title)

Date:

Requesting Agency's Director's Signature:

Mitchell, Pearl

From: Freeman, Dustin
Sent: Thursday, May 23, 2019 8:31 AM
To: Mitchell, Pearl
Subject: RE: Request for single source

approved

Respectfully,

Dustin L. Freeman
Manager of Purchasing Services
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Ph. 904-255-8811
Email: dustinf@coj.net

*** Florida has a very broad public records law. As a result, any written communication created or received by City of Jacksonville officials and employees will be made available to the public and media, upon request, unless otherwise exempt. Under Florida law, email addresses are public records. If you do not want your email address released in response to a public records request, do not send electronic mail to this office. Instead, contact our office by phone. ***

-----Original Message-----
From: Mitchell, Pearl
Sent: Wednesday, May 22, 2019 2:22 PM
To: Freeman, Dustin
Subject: FW: Request for single source

Please see attached request for single source for req# 254129 and advise if okay to proceed. Thanks

Pearl Mitchell, BUYER
City of Jacksonville
Procurement Divison
904-255-8812
pearlm@coj.net

J:

ZOLL

REQ254129

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: **City of Jacksonville Fire & Rescue Department**
355 South Ellis Road
Jacksonville, FL 32254

Attn: **Scott Miller**
Lieutenant, Logistical Support Manager

email: ScottCM@col.net

Tel: 904-255-3570

QUOTATION **307306 V:2**

DATE: May 08, 2019

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 $14,995** 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 $ 995** CPR Dashboard quantitive depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI) • See - Thru CPR artifact filtering	4	$37,275 00	$27,654 82	$110,619 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 http://www.zoll.com/CTC 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 Van Aman
Territory Manager

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
(978) 421-0015 Customer Support
FEDERAL ID#: 04-2711626

TO: **City of Jacksonville Fire & Rescue Department**
355 South Ellis Road
Jacksonville, FL 32254

Attn: **Scott Miller**
Lieutenant, Logistical Support Manager

email: ScottCM@col.net

Tel: 904-255-3570

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		ZOLL Noninvasive Pacing Technology: $2,550 **Masimo Pulse Oximetry** **SP02 $1,795** • Signal Extraction Technology (SET) • Rainbow SET **NIBP Welch Allyn includes: $3,495** • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff **End Tidal Carbon Dioxide monitoring (ETCO2)** **Oridion Microstream Technology: $4,995** Order required Microstream tubing sets separately **Interpretative 12- Lead ECG: $8,450** • 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)	4	$295 00	$221.25	Included *
3	8000-0294	**SpO2 LNCS Adult Reusable Sensor** (1 each)	4	$295 00	$221 25	Included *
4	8000-0580-01	**Six hour rechargeable Smart battery**	12	$495 00	$371 25	Included **

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Brooke Van Aman
Territory Manager

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355 South Ellis Road
Jacksonville, FL 32254

Attn: **Scott Miller**
Lieutenant, Logistical Support Manager

email: ScottCM@col.net

Tel: 904-255-3570

QUOTATION 307306 V:2

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
5	8778-0107	4 Year Extended Warranty At Time of Equipment Sale (Depot).	4	$3,550.00	$2,840.00	$11,360.00 **
		"Quoted IAW the Volusia Contract number CW2222400, notwithstanding the additional part contained herein." *Pricing in this quote is contingent upon the execution of a signed Volusia County Acknowledgment Form. **Reflects Discount Pricing.				
					TOTAL	**$121,979.28**

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ZOLL

REQ254129

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

May 7, 2019

Scott Miller
Lieutenant, Logistical Support Manager

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

Dear **Scott 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 Van Aman, 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 9657

Sincerely,

Nancy Branco

Nancy Branco
Local Contracts Specialist

QWS3270X 5/31/2019 5:01 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 05/31/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 5:01 PM

FISCAL MO/YEAR : 08 2019 CURRENCY CODE :
INDEX CODE : FRRS011 RESCUE & FIRST AID
SUBOBJECT : 06429 SPECIALIZED EQUIPMENT
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	MAY 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	640,421.75	640,421.75
EXPENDITURES	.00	357,922.61	357,922.61
ENCUMBRANCES	122,590.10	156,638.10	156,638.10
PRE-ENCUMBRANCES	125,729.28	125,729.28	125,729.28
REMAINING BALANCE	-248,319.38	131.76	131.76

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND

Req # 254129
PO # 9A08808