SINGLE SOURCE AWARD **BID # SS-12091-22**

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 $224,852.25.

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: $224,852.25 **Requisition #:** FRRS-500417-22

Attachments: Agency Memo, 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 _____

22-12041-00

OFFICE OF THE CHIEF OF RESCUE

January 11, 2022

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 $224,852.25

Thank you

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7787 | 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):

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.

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

January 4, 2022

Scott Miller
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® 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 Defibrillators 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

Nancy Branco

Nancy Branco
Local Contracts Specialist

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-21537 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-21537
Version: 2

Issued Date: January 11, 2022
Expiration Date: March 5, 2022

Terms: NET 30 DAYS

FOB: Shipping Point

Freight: Free Freight

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

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	949804	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 •	7	$38,393.25	$30,565.50	$213,958.50
2	949804	8000-0330	**SpO2 Rainbow Reusable Patient Cable: Connects to LNCS Single Use and Reusable Sensors (4 ft)**	7	$303.85	$221.25	$1,548.75
3	949804	8000-0294	**SpO2 LNCS Adult Reusable Sensor (1 each)**	7	$303.85	$221.25	$1,548.75

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

ɔnville Fire & Rescue Department
No: Q-21537 Version: 2

Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
360261	8000-0580-01	Six hour rechargeable Smart battery	21	$519.75	$371.25	$7,796.25

Subtotal: $224,852.25

Total: $224,852.25

ract Reference	Description
360261	Reflects Service Contract X Series Modifier contract pricing. Notwithstanding anything to the contrary herin, the terms and conditions set forth in Service Contract X Series Modifier shall apply to the customer's purchase of the products set forth on this quote.
949804	Reflects GPO Npp 2020 - Contract No. PS20200 contract pricing. Notwithstanding anything to the contrary herin, 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.

extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions iding 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 rd Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found /www.zoll.com/GTC and for software products can be found at http://www.zoll.com/SSPTC and for hosted software products can d 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 ɔtation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect to the extent agreed in writing by ZOLL.

ery will be made 60-90 days days after receipt of accepted purchase order.
cable tax, shipping & handling will be added at the time of invoicing.
ırchase orders are subject to credit approval before being accepted by ZOLL.
ace an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
scounts from list price are contingent upon payment within the agreed upon terms.
e your future accessory orders online by visiting www.zollwebstore.com.

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-21537 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: _____