SINGLE SOURCE AWARD **BID # SS-0366-20**

Subject: Stryker Power-LOAD Cot Fasteners

Department: Jacksonville Fire Rescue Department (JFRD)

Description of Purchase: Recommend approval of single source award to Stryker Medical for the purchase of three (3) MTS Power-LOAD Stryker Cot Fasteners for JFRD's fleet of rescue vehicles. Total expenditure amount not to exceed $69,140.01.

Funding Source: FRRS011-06429 – To be encumbered by Purchase Order

Single Source Award To: Stryker Medical

Price Justification: See attachment

Total Award: $69,140.01 **Requisition #:** 267467

Attachments: Recommendation 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: 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

OFFICE OF THE CHIEF OF RESCUE

December 11, 2019

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: **SINGLE SOURCE RECOMMENDATION**

The Jacksonville Fire and Rescue Department exclusively utilizes Stryker Power-LOAD cot fasteners and Stryker Power-PRO cot systems in all of 57 of its front-line Rescue units. These products are a revolutionary design that offers safety to both our patients and JFRD uniformed personnel. Stryker is the sole manufacturer of PowerLOAD and Power-PRO automatic patient loading systems and cots.

Stryker Medical, Inc. Power-LOAD cot fasteners ONLY function with Stryker Power-Pro stretchers. The Power-LOAD system is not available from any other source or manufacturer, in any other market. Stryker Medical is also the sole manufacturer of Stryker OEM service parts.

Therefore, we are recommending the single source purchase of Stryker Power-LOAD cot fasteners in the amount of $69,140.01.

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 Department

FUNDING SOURCE: FRRS011-6429

BRIEF DESCRIPTION OF GOODS/SERVICES:
Stryker Powerload

AMOUNT OF PROJECT (attach quote): $69,140.01

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
These are the Powerloads that are used exclusively by our Rescue Units for the purpose of transporting patients to the hospital, and to provide EMS care.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
Our entire fleet uses these Powerloads, and its our only option because it pairs with the Stryker Stretcher of the same make. We must standardize these Stretchers/Powerloads for both safety and optimal patient care.

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:

After careful review it has been found the Stryker is our only option

Submitted by: Richard A Reichard — Assistant Chief of Services
(Name) (Title)

Date: 12/5/19

Requesting Agency's Director's Signature:

Procurement Division ____

March, 2017

See attached email

stryker

Date: December 4, 2019

Re: Stryker Combined Sole Source

To Whom It May Concern:

Stryker Medical certifies that we are the sole manufacturer of the Stryker EMS Power-LOAD (Model 6390). Below are the unique characteristics of the Power-LOAD Cot Fastener. These characteristics can be broken down into two primary categories: Independent Qualification, and Ease of Use. The Stryker EMS Power-LOAD (Model 6390) cot fastening system is mounted within the patient compartment and is intended to aid in the loading/unloading of patients.

Independent Qualification

- IPX6: The system is rated to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: This certification indicates that Power-LOAD conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789 clause 4.5.9: This is a European dynamic crash test which subjects a 50th percentile dummy to a nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance.

Ease of Use

- Device must provide a linear guide when loading and unloading the cot
- Device must allow for remote actuation from Power-PRO foot end controls
- Device must engage to the cot during loading and unloading, providing a means of lifting and lowering
- Device must allow for manual back-up operation in the event of power failure or system error
- Device must have a safe working load of 870 lbs and be capable of lifting patients weighing up to 700lbs.
- Device must be mounted inside the patient compartment to prevent environmental exposure and corrosion
- Device must be power washable
- Device must be capable of inductively charging the Stryker SMRT cot battery

Stryker Medical certifies that we are the sole manufacturer of the Stryker EMS Power-PRO XT (Model 6506). Below are the unique characteristics of the Power-PRO XT Ambulance Cot. These characteristics can be broken down into two primary categories: Independent Qualification, and Ease of Use and Maintenance.

Independent Qualification

- IPX6: The system is rated to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: This certification indicates that Power-PRO conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789 clause 4.5.9: This is a European dynamic crash test which subjects a 50th percentile dummy to a nominal 10g deceleration for a minimum of 50ms Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance. [1]

Ease of Use and Maintenance

- The cot has a weight capacity of 700lbs.
- When unloading with the manual release handle, the cot utilizes hydraulic dampening. Thus, the cot will not abruptly jar the operator or the patient.
- The battery is placed at the foot end of the stretcher
- The cot legs power-retract in 2.4 seconds which speeds load times.
- The cot provides the highest possible load height of any cot on the market at 36" and is operator-adjustable to match the deck height of individual ambulances.
- The foot end of the cot provides lifting bars and operator controls at two different heights, thus providing optimum ergonomics to most operator heights.
- The foot end of the cot contains a large battery indicator light which displays amber or green which indicates battery level. A warning is given by a flashing amber light, providing the operator the time to change the battery before full depletion of power.
- The cot has 6" x 2" sealed bearing casters – the largest in the industry
- The cot features a foot-end-mounted hourly usage meter. This is an easy tool to determine the timing of preventative maintenance checks.
- The cot features powder-coating of the entire aluminum frame (including the patient handling surfaces), thus eliminating aluminum oxidation throughout the cot.
- All caster bearings are sealed, eliminating lubrication.
- The cot is power-washable.
- The cot has an optional knee-gatch which provides patient comfort
- The cot has a retractable head section which provides 360 degree mobility in any height position.

Stryker Medical also certifies that we are the sole manufacturer of Stryker OEM Service Parts.

[1] Only conforms when used with the Power-LOAD® cot fastener (model 6390).

stryker

December 4, 2019

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR™ coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELI℠ (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe Solution℠ Government Campus Solution
- Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade™

Stryker does not authorize any third-parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,

Matt Van Der Wende, Senior Director, Americas Sales

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GDR 3321967_J

Emergency Care
11811 Willows Road NE, Redmond, WA 98052 USA | P +1 425 867 4000 | Toll-free +1 800 442 1142 | stryker.com

stryker

3 Power Load

Quote Number:	10088486	Remit to:	P.O. Box 93308
Version:	1		Chicago, IL 60673-3308
Prepared For:	JACKSONVILLE FIRE AND RESCUE	Rep:	Eric Smith
	Attn:	Email:	eric.smith7@stryker.com
		Phone Number:	(904) 955-4647

Quote Date: 12/04/2019

Expiration Date: 03/03/2020

Delivery Address		End User - Shipping - Billing		Bill To Account	
Name:	JACKSONVILLE FIRE AND RESCUE	Name:	JACKSONVILLE FIRE AND RESCUE	Name:	JACKSONVILLE FIRE AND RESCUE
Account #:	1092968	Account #:	1092968	Account #:	1063560
Address:	335 S ELLIS RD	Address:	335 S ELLIS RD	Address:	515 N JULIA ST AP
	JACKSONVILLE		JACKSONVILLE		JACKSONVILLE
	Florida 32254		Florida 32254		Florida 32202

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	639005550001	MTS POWER LOAD	3	$23,046.67	$69,140.01
			Equipment Total:		$69,140.01

Price Totals:

Grand Total:	$69,140.01

Prices: In effect for 60 days.

Terms: Net 30 Days

Ask your Stryker Sales Rep about our flexible financing options.

AUTHORIZED CUSTOMER SIGNATURE

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.

Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.

Terms: Net 30 days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-Stryker.

In the event of any conflict between Stryker Medical's Standard Terms and Conditions and any other terms and conditions, as may be included in any purchase order or purchase contract, Stryker's terms and conditions shall govern.

Cancellation and Return Policy: In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.

Approval to Advertise

Manser, Taryn

From: Pease, Gregory
Sent: Thursday, January 02, 2020 10:42 AM
To: Manser, Taryn
Subject: RE: Single Source Request

Approved.

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. ******

From: Manser, Taryn
Sent: Friday, December 27, 2019 9:35 AM
To: Pease, Gregory
Subject: RE: Single Source Request

Hi Greg,

Is the below explanation acceptable to advertise this Single Source request?

Thank you,

Taryn Manser
Purchasing Analyst
City of Jacksonville, Procurement Division
214 N. Hogan St., Suite 800
Jacksonville, FL 32202
904-255-8806
tmanser@coj.net

CITY OF JACKSONVILLE

From: Manser, Taryn
Sent: Thursday, December 19, 2019 3:18 PM
To: Pease, Gregory
Subject: FW: Single Source Request

Greg,

Please see the below explanation from Chief Castleman and let me know if this is okay to advertise.

Thank you,

Taryn Manser
Purchasing Analyst

CITY OF JACKSONVILLE

From: Davis, Cindy
Sent: Thursday, December 19, 2019 3:11 PM
To: Manser, Taryn
Subject: FW: Single Source Request

See below email for clarification needed for the Stryker stretchers single source.

Cindy Davis
Payroll and Procurement Manager
Jacksonville Fire & Rescue Department
515 Julia Street
904-630-0205 office
904-630-8397 fax
cdavis@coj.net

From: Castleman, David
Sent: Thursday, December 19, 2019 2:05 PM
To: Davis, Cindy
Subject: Re: Single Source Request

Yes I do actually and I spoke to Charles to confirm. At the time we went away from Ferno stretchers, Stryker was the only "power stretcher" on the market. In addition, the patient carrying capacity (weight limit) was also superior to Ferno. The power lift stretchers helped JFRD reduce lifting/back injuries as a result. Since that time, Ferno has produced a power lift stretcher; however, by the time they had something comparable on the market we had already purchased the Stryker Power-Load cot fastening systems, which are permanently mounted to the floor of every Rescue unit. Those systems only work with Stryker power stretchers. Charles said that if Greg has any other questions regarding this request he would be happy to speak with him.

Thank you

David S. Castleman
Chief of Rescue
Jacksonville Fire & Rescue Department

On Dec 19, 2019, at 12:50, Davis, Cindy <CDAVIS@coj.net> wrote:

> Do you know why Stryker stretchers were originally selected back in the dark ages? I guess I could check with Charles if you don't know. See below email from Greg Pease.

Cindy Davis
Payroll and Procurement Manager
Jacksonville Fire & Rescue Department
515 Julia Street
904-630-0205 office
904-630-8397 fax
cdavis@coj.net

From: Manser, Taryn
Sent: Thursday, December 19, 2019 12:44 PM
To: Davis, Cindy
Subject: FW: Single Source Request

Cindy,

I see single source awards for Stryker going back to 2006 in JaxPro. Do you know how Stryker was selected as the stretcher supplier (bid number)? This is regarding Req 267467. See below from Greg.

Thank you,

Taryn Manser
Purchasing Analyst
City of Jacksonville, Procurement Division
214 N. Hogan St., Suite 800
Jacksonville, FL 32202
904-255-8806
tmanser@coj.net
<image004.jpg>

From: Pease, Gregory
Sent: Thursday, December 19, 2019 11:33 AM
To: Manser, Taryn
Subject: RE: Single Source Request

How were the existing items procured?

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
<image001.jpg>

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Manser, Taryn
Sent: Wednesday, December 18, 2019 9:24 AM
To: Pease, Gregory
Subject: Single Source Request

HI Greg,

Is the attached single source request, for Stryker Power-LOADs for rescue units, approved to advertise?

Thank you,

Taryn Manser
Purchasing Analyst
City of Jacksonville, Procurement Division
214 N. Hogan St., Suite 800
Jacksonville, FL 32202
904-255-8806
tmanser@coj.net
<image004.jpg>

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  QWS3270X   12/18/2019  12:06 PM
FAML6350 V5.1              **    NW COJ FAMIS PRODUCTION      **     12/18/2019
LINK TO:                       ACCOUNT SUMMARY INQUIRY                  12:05 PM

FISCAL MO/YEAR  : 03 2020                                CURRENCY CODE :
INDEX CODE      : FRRS011       RESCUE & FIRST AID
SUBOBJECT       : 06429         SPECIALIZED EQUIPMENT
PROJECT         :
PROJECT DETAIL  :
GRANT           :
GRANT DETAIL    :
USER CODE       :
-------------------------------------------------------------------------------
S                                 DEC  2019    ANNUAL BALANCE ALL YEARS BALANCE
  ESTIMATED REVENUES                   .00               .00                .00
  REVENUES                             .00               .00                .00
    UNREALIZED REVENUES                .00               .00                .00
  BUDGET                               .00        240,000.00        240,000.00
  EXPENDITURES                         .00               .00                .00
  ENCUMBRANCES                         .00               .00                .00
  PRE-ENCUMBRANCES               122,690.16        122,690.16        122,690.16
    REMAINING BALANCE           -122,690.16        117,309.84        117,309.84
F1-HELP      F2-SELECT                  F4-PRIOR     F5-NEXT
                         F9-LINK      F10-PRIOR-MO F11-NEXT-MO
G014 - RECORD FOUND
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