SINGLE SOURCE AWARD **BID # SS-0330-20**

Subject: Rusch Airtraq Video Laryngoscope and SP Patient Blades

Department: Fire/Rescue

Description of Purchase:

Recommend approval of a single source award to Teleflex for the purchase of the Rusch Airtraq Video Laryngoscope and SP patient blades. Total not-to-exceed expenditure in the amount of $77,791.80.

Funding Source: FRRS011-05217 To be executed by Purchase Order

Single Source Award To: Teleflex

Price Justification: See attachment

Total Award: $77,791.80 **Requisition #:** 264125

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

OFFICE OF THE CHIEF OF RESCUE

October 15, 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 video laryngoscope systems on all of our Rescue units. The Rusch Airtraq video laryngoscope provides critical endotracheal tube placement confirmation and rapid tube placement for difficult airways. Teleflex Incorporated is the only company that is authorized to sell the Rusch Airtraq system to the JFRD.

Therefore, we are recommending the Procurement Department proceed with the single source purchase of the Rusch Airtraq video laryngoscope and SP patient blades in the amount of $77,791.80

Thank you

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

Req # 264125

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 - 05217

BRIEF DESCRIPTION OF GOODS/SERVICES:
Rusch AirTraq Video Laryngoscope System.

AMOUNT OF PROJECT (attach quote): $77,791.80

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
The AirTraq system is a video laryngoscope system to assist in rapid patient intubation. Video laryngoscopes are carried on all JFRD Rescue Units.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
Teleflex Incorporated is the exclusive distributor of the Rusch AirTraq System. No other vendor is authorized to sell the AirTraq system and accessories to our department. 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:

Teleflex Incorporated is the sole source distributor of the Rusch AirTraq System.
No other vendor is authorized to sell or warrant these items to our department. Please see attached letter.

Submitted by: Scott Miller — Lieutenant/ Logistical Support Manager
(Name) (Title)

Date: 10/18/2019

Requesting Agency's Director's Signature:

Teleflex®

Teleflex

3015 Carrington Mill Blvd
Morrisville NC 27560
USA
Phone 866-246-6990
Fax 866-804-9881

teleflex.com

July 1, 2019

RE: Teleflex— Exclusive Distributor for the Rüsch® Airtraq™ System

Dear Valued Customer:

Thank you for your interest in the Rüsch® Airtraq™ System. The Rüsch® Airtraq™ System includes; Rüsch® Airtraq™ A-390 WIFI Camera, Rüsch® Airtraq™ SP Laryngoscope Blades, and Rüsch® Airtraq™ Avant™ Laryngoscope Blades and Optics.

Teleflex Incorporated is the exclusive sole source distributor of the Rüsch® Airtraq™ System to customers within the United States and Canada.

The Rüsch® Airtraq™ System is available for purchase through our direct Anesthesia and Emergency Medicine sales team.

For more information please contact your local representative or our customer service team: +1-866-246-6990.

Sincerely,

Mark J. Reis
Vice President, Sales
Anesthesia and Emergency Medicine

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RS-5217

Teleflex®

HUDSON RCI
LMA
Billing
RUSCH
WECK

Customer #	1073902	Created Date	October 14, 2019
Quote #	0162730	Expiration	December 31, 2019

Attn	Scott Miller	Prepared By	Vincent Mazzurco
Phone	9042553570	Phone	
Email	scottcm@coj.net	Email	vincent.mazzurco@teleflex.com

Bill To Name	City of Jacksonville Fire	Ship To Name	City of Jacksonville Fire
Bill To	355 Ellis Road South Jacksonville, FL 32254 US	Ship To	355 Ellis Road South Jacksonville, FL 32254 US

Product Code	Sales Org	Product Description	Quantity	Sales Price	Each Per Case	Each Price	Total Price
A-390		AIRTRAQ WIFI CAMERA	60	USD 750.00	1	USD 750.00	USD 45000.00
A-011		AIRTRAQ SP - REGULAR SIZE 3	190	USD 79.98	2	USD 39.99	USD 15196.20
A-021		AIRTRAQ SP - SMALL SIZE 2	110	USD 79.98	2	USD 39.99	USD 8797.80
ATQ-031		AIRTRAQ SP - PEDIATRIC SIZE 1	36	USD 239.94	6	USD 39.99	USD 8637.84
A-031		AIRTRAQ SP - PEDIATRIC SIZE 1	2	USD 79.98	2	USD 39.99	USD 159.96

Subtotal (USD): $77,791.80

*****Grand Total (USD): $77,791.80**

Remittances via Wire or ACH:	Remittances via Check (Standard Mailing):	Remittances via Check (Overnight Delivery):
Beneficiary: Teleflex Funding LLC Account #: 4708086079 Bank: Wells Fargo Bank, N.A., 420 Montgomery Street, San Francisco, CA 94104 SWIFT: WFBIUS6S ABA: 121000248 Email: tfxremit@teleflex.com	Teleflex Funding LLC PO Box 936729 Atlanta, GA 31193-6729	Teleflex Funding LLC Attn: PO Box 936729 3585 Atlanta Avenue Hapeville, GA 30354-1705

Thank you for the opportunity to quote Teleflex products. To place your order please call 866-246-6990 or email cs@teleflex.com

***Unless Shipping and Tax costs are specified, they are not included in the Grand Total

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Teleflex
TELEFLEX 3015 Carrington Mill Boulevard, Morrisville, NC 27560
Toll Free: 866 246 6990 Phone: +1 919 544 8000
TELEFLEX.COM

Formal Award

Mitchell, Pearl

From: Pease, Gregory
Sent: Thursday, October 24, 2019 4:05 PM
To: Castleman, David
Cc: Davis, Cindy; Miller, Scott; Mitchell, Pearl
Subject: RE: Request for single source

This is the type of information I need for the justification. Your justification form basically is describing what the device does and that you can only buy it from the sole distributor Teleflex. We realize that. The information below actuals tells me why you need that specific unit and you have researched other potential options.

I'll advise the Buyer to put the request through.

Pearl – please include this e-mail with the justification paperwork and attach to the requisition.

Thanks,
Greg

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: Castleman, David
Sent: Thursday, October 24, 2019 3:27 PM
To: Pease, Gregory
Cc: Davis, Cindy; Miller, Scott
Subject: RE: Request for single source

Good Afternoon Greg,

The Rusch Airtrak video laryngoscope was tested against other comparably priced and featured video laryngoscope devices. Video laryngoscopes are relatively new to the pre-hospital EMS environment and as such, have a wide spectrum in costs with a number of devices costing several thousand dollars. Our current video laryngoscope system, King Vision, is being redesigned by its manufacturer, which would require a substantial financial investment by JFRD in order for us to continue to utilize it. Myself, along with our medical director, Dr. Elias, decided to research other more innovative video laryngoscope devices on the market. We actually found the Rusch Airtrak system at the Fire Rescue East trade show earlier this year in Daytona Beach, FL. Teleflex is the

only licensed distributor of the Rusch Airtrak video laryngoscope device. The Rusch Airtrak video laryngoscope actually costs several hundred dollars less per device than the King Vision system, which makes it the most cost-effective and best option available to JFRD paramedics. In addition, it features a photo option that the King Vision and other similarly priced devices do not have. The photo option allows our paramedics to confirm endotracheal tube placement with a live photo that they can physically show to the receiving ED physician. This is extremely important from the standpoint of liability to the COJ. We are currently in litigation in OGC for a death where the ET tube placement was not confirmed in our documentation.

Please let me know if you need any further information related to this purchase.

Thank you,

Chief Castleman

David S. Castleman, MPA, RPM
Chief of Rescue
Jacksonville Fire & Rescue Department
515 North Julia Street
Jacksonville, FL 32202-4128
Office: (904) 630-7055
Cell: (904) 654-6351
Fax: (904) 630-4660
Email: DavidS@coj.net

CITY OF JACKSONVILLE
One City. One Jacksonville.

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-----Original Message-----
From: Davis, Cindy <CDAVIS@coj.net>
Sent: Thursday, October 24, 2019 1:19 PM
To: Castleman, David <DavidS@coj.net>
Subject: FW: Request for single source

See below question from Greg Pease. He is questioning why you are using this system.

Cindy Davis

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

-----Original Message-----
From: Mitchell, Pearl
Sent: Thursday, October 24, 2019 12:07 PM
To: Davis, Cindy
Cc: Miller, Scott
Subject: FW: Request for single source

Cindy:
Greg is asking why this vendor and not another one for single source, see below and advise. Thanks

From: Pease, Gregory
Sent: Thursday, October 24, 2019 10:19 AM
To: Mitchell, Pearl
Subject: RE: Request for single source

Pearl,

Why do they have to use the Rusch Airtrak system and not another make or model?

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

-----Original Message-----
From: Mitchell, Pearl
Sent: Monday, October 21, 2019 3:27 PM
To: Pease, Gregory
Subject: FW: Request for single source

Please see attached request for single source for req# 264125 and advise if okay to proceed. thanks

Pearl Mitchell, BUYER
City of Jacksonville
Procurement Divison

QWS3270X 11/6/2019 9:16 AM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 11/06/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 9:15 AM

FISCAL MO/YEAR : 02 2020 CURRENCY CODE :
INDEX CODE : FRRS011 RESCUE & FIRST AID
SUBOBJECT : 05217 MEDICAL SUPPLIES
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	NOV 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	1,300,000.00	1,300,000.00
EXPENDITURES	33,215.04	42,355.44	42,355.44
ENCUMBRANCES	-20,453.94	144,408.15	144,408.15
PRE-ENCUMBRANCES	77,791.80	77,791.80	77,791.80
REMAINING BALANCE	-90,552.90	1,035,444.61	1,035,444.61

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

G014 - RECORD FOUND