SOLE SOURCE AWARD **BID # SS-0413-17**

Subject: EZ-IO Intra-Osseous Infusion System

Department: Jacksonville Fire and Rescue

Description of Purchase:
Recommend approval of Sole Source award to Arrow International for the EZ-IO Intra-Osseous Infusion System device and associated accessories for the Jacksonville Fire and Rescue Department. Total estimated amount of expenditure is $100,000.00.

Funding for this award will be encumbered by account FRRS011-05216 to be executed by Purchase Order(s).

Sole Source Award To: Arrow International

Price Justification: See attached

Total Award: $100,000.00 **Requisition #** 206393

Attachments: Sole Source Form; Vendor's Letter; Price List; Requisition; Previous Award

Certification as to Sole Source: Kurtis Wilson, Director of Fire and Rescue

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Steven Burakowski

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-114, Revised 12/2007

REQ2016393

SOLE SOURCE/PROPRIETARY 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): JFRD Rescue Division

PROPRIETARY ☐

SOLE SOURCE ☒

FUNDING SOURCE: FRRS011-05216

BRIEF DESCRIPTION OF GOODS/SERVICES:
EZ-IO Intra-osseous infusion system is used in the pre-hospital setting when IV access is NOT attainable.

AMOUNT OF PROJECT (attach quote): $100,000.00

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
The EZ-IO is a vascular access device used when IV access is not attainable. JFRD rescue units are quipped with this device and accessories which have been highly effective in patients that are difficult to obtain conventional IV access.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED PROPRIETARY/SOLE SOURCE PROVIDER:
Arrow International, a division of Teleflex, is the sole provider of the EZ-IO device and accessories associated with the use of EZ-IO device. Please see letter from Arrow International. Arrow International has agreed to hold pricing through December 31, 2017. We request a Sole Source Blanket Order be processed to expedite purchasing.

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:
Arrow International is sole source provider/supplier of EZ-IO drill and accessories. Please see letter from Arrow International.

Submitted by: Tamara J. Hertlein (Name) Inventory Control Specialist (Title)

Date: 1/25/2017

Requesting Agency's Director's Signature:

Teleflex®

Teleflex
3015 Carrington Mill Blvd.
Morrisville, NC 27560
USA
Phone: 866-246-6990
Fax: 919-804-[illegible]
teleflex.com

March 30, 2016

RE: **Teleflex—Sole Source for the ARROW® EZ-IO® Intraosseous Vascular Access System**

Dear Valued Customer:

Thank you for your interest in the ARROW® EZ-IO® System, which uses a proprietary patented needle and power driver technology. Teleflex is the sole manufacturer of these components. There are no other battery-powered intraosseous products currently available in the global marketplace.

Through our direct sales team, Arrow International, Inc., a wholly owned subsidiary of Teleflex, markets, sells and/or services all ARROW® EZ-IO® Device customers within the continental United States and Canada.

Please call our customer service to assist you with any questions or concerns: +1-866-246-6990.

Sincerely,

Stewart Strong
Vice President - Sales, Vascular

Teleflex, Arrow and EZ-IO are trademarks or registered trademarks of Teleflex Incorporated or its affiliates.
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Teleflex

Teleflex
3040 Cornwallis Rd Blvd
Morrisville NC 27560
USA
Phone: 919 544 8000
www.teleflex.com

EXHIBIT A
EZ-IO® Price List-EMS
(pricing is inclusive of freight)
Valid To Date: 12/31/2017

PART #	ITEM	PRICE
9018P-VC-005	EZ-IO® 15mm Needle+Stabilizer Kit (Box of 5)	$ 665.00
9001P-VC-005	EZ-IO® 25mm Needle+Stabilizer Kit (Box of 5)	$ 665.00
9079P-VC-005	EZ-IO® 45mm Needle+Stabilizer Kit (Box of 5)	$ 665.00
9018-VC-005	EZ-IO® 15mm Needle (Box of 5)	$ 555.00
9001-VC-005	EZ-IO® 25mm Needle (Box of 5)	$ 555.00
9079-VC-005	EZ-IO® 45mm Needle (Box of 5)	$ 555.00
9018-VC-001	EZ-IO® 15mm Needle (ea)	$ 150.00
9001-VC-001	EZ-IO® 25mm Needle (ea)	$ 150.00
9079-VC-001	EZ-IO® 45mm Needle (ea)	$ 150.00
9058	EZ-IO® Vascular Access Power Driver (ea)	$ 299.00
9066-VC-005	EZ-Stabilizer® (Box of 5)	$ 50.00
9065	EZ-IO® Power Driver Vascular Access Pack (Soft-Sided Case) (ea)	$ 39.95
9074	EZ-IO® Power Driver Hard-Sided Carrying Case (ea)	$ 18.95
9072	EZ-IO® Power Driver Cradle (ea)	$ 10.40
9021	EZ-IO® 15mm Training Needle (ea)	$ 35.00
9017	EZ-IO® 25mm Training Needle (ea)	$ 35.00
9078	EZ-IO® 45mm Training Needle (ea)	$ 40.00
9059	EZ-IO® Training Power Driver (ea)	$ 143.00
1051-16-1	Adult Humeral Head w/ Skin Patch (ea)	$ 33.00
1051-16	Adult Humeral Head w/o Skin Patch (ea)	$ 26.00
1052-1	Pediatric Humerus w/ Skin Patch (ea)	$ 36.00
1052	Pediatric Humerus w/ Skin Patch (ea)	$ 20.00
1125-29-1	Adult Proximal Tibia (ea)	$ 37.00
1117-5-1	Child Tibia (ea)	$ 35.00
1167-2	Infant Tibia-Fibula (ea)	$ 25.00
1126-110	Distal Tibia/Ankle Bone (ea)	$ 34.00
1522-440	Dense Bone Training Block (ea)	$ 24.00
9034TK	EZ-IO® Training Kit (ea)	$ 385.35

Sincerely,

Dave K. Price
Sr. Director, Commercial Operations
Teleflex

Printed: 02/02/2017

REQUISITION

City of Jacksonville
214 N Hogan St
Jacksonville, FL 32202

Date: 02/02/2017	Requisition No.
Required Date:	REQ206393

SHIP TO

515 Julia Street
Basement
Jacksonville, FL 32202
Email: none@coj.net
Phone: 9046302489

BILL TO

City of Jacksonville Finance Department
117 W. Duval Street, Suite 375
Kale Newsome, Accounts Payable Supervisor
Jacksonville, FL 32202
Email: kalen@coj.net
Phone: 9046301212

Requesting Department	Requestor	Phone #	Requisition Type
Fire & Rescue	Alexis York	(904) 630-0280	Open Market

Item	Class-Item and Description	Quantity	Unit	Unit Price	Total
1.00	EZ-IO NEEDLES: 9018-VC-005: EZ-IO 15MM NEEDLE (BOX OF 5), 9001-VC-005: EZ-IO 25MM NEEDLE (BOX OF 5), 9079-VC-005: EZ-IO 45MM NEEDLE (BOX OF 5), 9058: EZ-IO VASCULAR ACCESS POWER DRIVER (EA), 9066-VC-005: EZ-STABILIZER (BOX OF 5), 9065: EZ-IO POWER DRIVER VASCULAR ACCESS PACK (SOFT-SIDED CASE) (EA) LN/FY/Account Code — Dollar Amount 1.000 / 17 / FRRS011-05216 — $ 100,000.00	1.00	EA	$ 100,000.00	$ 100,000.00
2.00	PO # MUST APPEAR ON INVOICE. LN/FY/Account Code — Dollar Amount / /	0.00		$ 0.00	$ 0.00
				SubTotal:	$ 100,000.00
				Tax:	$ 0.00
				Discount:	$ 0.00
				TOTAL:	$ 100,000.00

I CERTIFY THAT FUNDS FOR THIS PURCHASE WERE AUTHORIZED AND PROVIDED FOR IN THE CURRENT BUDGET.

NOT A PURCHASE ORDER

Teleflex

United States | Worldwide

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Home > United States

Welcome to Teleflex

Teleflex is a global provider of medical devices used in critical care and surgery. We serve healthcare providers with specialty devices for **vascular access, general and regional anesthesia, urology, respiratory care, cardiac care and surgery**.

Our Products

Innovative solutions in healthcare technology

- Anesthesia
- Cardiac Care
- EMS
- Interventional Access
- Military - Federal
- Other
- Respiratory
- Surgical
- Urology
- Vascular Access

Choose Your Region

- United States
- Canada
- Latin America
- Europe, Middle East, Africa
- Asia Pacific
- Worldwide

NYSE

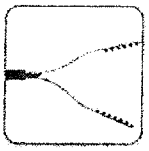
TFX (NYSE) $132.53 +0.00 (0.00%)
01/19/16 4:02 p.m. ET

TFX NYSE

AdvaMed

Teleflex Medical has adopted a compliance program that incorporates the ideals set forth in the AdvaMed Code.

Spotlight



The MiniLap® Percutaneous Surgical System - now available from Teleflex.
Learn More »

First clinical laparoscopic procedure using Teleflex's new, less invasive Percuvance™ Percutaneous Surgical System performed.
Read the Press Release »
Learn More »

Teleflex Launches Triple-Lumen Version of Unique ARROW® PICC with Chlorag+ard® Technology. World's first antimicrobial and antithrombogenic Peripherally Inserted Central Catheter (PICC) now available in complete portfolio of single-, double- and triple-lumen formats and related kits.
Read the Press Release »

Teleflex Reports Study Results of ARROWg+ard® Technology Effectiveness in Preventing Infections and Associated Costs in an Infection-Prone Insertion Site
The ARROW® CVC with ARROWg+ard® Technology outperformed the unprotected CVC in both infection reduction and total cost per patient. Within the study, the protected catheter achieved a zero infection rate per 1,000 catheter days.
Read the Press Release »

Teleflex announces Restated Indications for Use for EZ-IO® Vascular Access System. Teleflex has announced FDA 510(k) clearance for restated Indications for Use of the EZ-IO® Vascular Access System. The EZ-IO® 25mm Needle Set is now indicated for patients 3 kg or over. "The restated indication for the EZ-IO® 25mm Needle Set will help to avoid confusion and

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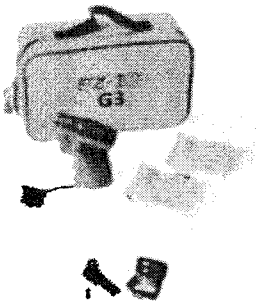
DOCS Education

Call: 855-227-6505

EZ-IO Intraosseous Infusion System



Quantity: * 1 in stock Add to cart

$645.00

Description | Technical Specs | Resources

Wall Street Journal Gives 2008 Technology Award to EZ-IO!

EZ-IO® Intraosseous Infusion System
Immediate Vascular Access...when you need it most.

The EZ-IO® Intraosseous Infusion System Product System is designed to provide immediate vascular access when needed. It is simple, reliable, and quick for dentists who may not be comfortable running an IV line in an emergency.

Challenging vascular access is a critical problem in 5-10% of all patients in the pre-hospital and hospital settings. From onset of illness or initial injury, through patient transport and treatment in the Emergency Department, vascular access is critical to survival. In patients suffering from conditions such as shock, cardiac arrest, drug overdose, dehydration, diabetic coma, renal failure and altered states of consciousness, it may be impossible to find an accessible vein.

The intraosseous space functions as a non-collapsible vein with fluid or medication reaching the central circulation within seconds. In the pre-hospital environment, emergency medical providers are finding that IO is immediate, safe and effective venous access.

The EZ-IO® Kit contains the easy to use hand-held driver along with 2 adult needles, tubing, wristband, and case. (Pediatric needle available for additional fee)

The EZ-IO® by Vidacare® consists of a small battery-powered device and two beveled, hollow drill-tipped needles that were specifically designed to provide safe, controlled vascular access via the intraosseous (IO) route to patients of all ages in emergent situations when vascular access is challenging or impossible. The two needles apply to patients of the weight ranges 3 - 39 kg and 40 kg or greater. The EZ-IO® creates a stable port into the intraosseous space accessing the central vascular system within seconds, causing minimal trauma to the patient. The greater than 40 kg needle was specially designed with a beveled drill tip to quickly and easily penetrate through the hard exterior of adult bones while the 3 - 39 kg needle is shorter in length permitting easy access through the softer bones of pediatric patients. This design provides the EZ-IO® with superior control, a stable, secure port, and effectiveness unparalleled by the alternate IO products on the market today.

The intraosseous space is a specialized area of the vascular system where blood flow is rapid and continues even during shock. Drugs and fluids infused via the intraosseous route reach the central circulation as quickly as those administered through standard IV access.

Benefits of the EZ-IO®:
Immediate vascular access
Equivalent to IV for effectively delivering fluids and medications within seconds
Supported by the AHA, ERC and ILCOR

Click here to review the EZ-IO® Product System and Worldwide Resuscitation Guidelines
DOCS package includes the driver (as pictured), 2 adult needles, tubing, wristband, and case.
All products ship via UPS ground. Allow 7-10 days for arrival. For express shipping, please contact your DOCS representative.

REQ184095

Teleflex®

Teleflex Incorporated

Mark J Reis
Director of Sales & Marketing EMS

2917 Weck Drive
Durham, NC 27709

Phone [illegible]
Mobile [illegible]
www.teleflex.com

October 1, 2015

RE: Sole Source letter - EMS

To: Current/ Prospective Arrow International Customer

Thank you for your interest in the ARROW EZ-IO® intraosseous infusion system. Arrow International is part of Teleflex Incorporated and utilizes a direct sales team to market, sell and/or service all customers within the continental United States and Canadian markets who use or desire to purchase the ARROW EZ-IO® intraosseous infusion system.

The Arrow EZ IO products utilize a proprietary patented needle and power driver technology which requires both components be supplied by Arrow International. Arrow International is the sole manufacturer of these intraosseous infusion systems and no other battery powered IO product is currently available in the global marketplace.

If you have any questions or concerns, please do not hesitate to call our office.

Sincerely,

Mark J Reis

Mark Reis
Director of Sales and Marketing, EMS
Teleflex Incorporated

SOLE SOURCE AWARD **BID # SS-0417-16**

Subject: EZ-IO Intra-Osseous Infusion System

Department: Jacksonville Fire/Rescue Department

Description of Purchase:
Recommend approval of Sole Source Award to Arrow International, for the purchase of EZ-IO devices and accessories for the Jacksonville Fire and Rescue Department. Total estimated amount of expenditure not to exceed $90,000.00.

Funding for this award to be encumbered by accounts FRRS011-05216. To be executed by Purchase Order(s).

Sole Source Award To: Arrow International

Price Justification: See Attached

Total Award: $90,000.00 **Requisition #** 184095

Attachments: Sole Source Forms; Vendor Letter; Vendor Quote; Requisition

Certification as to Sole Source: Kurtis Wilson, Director of Fire and Rescue Department

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Chelsey Renfroe

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

DATE 2/4/16

ACTION OF AWARDING AUTHORITY

DATE: 2/04/16

APPROVED ✓ **DISAPPROVED**

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No. 2015-05

FORM GB-114, Revised 12/2007