SINGLE SOURCE AWARD **BID # SS-0359-19**

Subject: ARROW EZ-IO Intraosseous Vascular Access System Needles

Department: Jacksonville Fire Rescue Department (JFRD)

Description of Purchase: Recommend approval of single source award to Arrow International for the purchase of needles and drivers for the ARROW EZ-IO Intraosseous Vascular Access Systems in JFRD's fleet of rescue units. Arrow International is the sole manufacturer of the proprietary patented needles and power driver technology. Total expenditure amount not to exceed $140,000.00.

Funding Source: FRRS011-05216 – To be encumbered by Purchase Order

Single Source Award To: Arrow International

Price Justification: See attachment

Total Award: $140,000.00 **Requisition #:** N/A

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 _____

Manser, Taryn

From: Davis, Cindy <CDAVIS@coj.net>
Sent: Wednesday, January 16, 2019 5:05 PM
To: Manser, Taryn
Cc: Davis, Cindy; Miller, Scott
Subject: Sole Source Request
Attachments: COJ.pdf

Taryn

The Sole Source Award SS-0397-18 for EZ-IO- Intra-Osseous Infusion Systems expired 1/17/2019. Attached are the documents needed to proceed with a new Sole Source Award for the items. I have put the original documents in the interoffice mail to you.

The estimated expenditure for the one year contract will be $140,000. Charge code: FRRSO11-5216

Once the SS is approved a master blanket order will need to be setup . Thank for your help.

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: P0000@coj.net [mailto:P0000@coj.net]
Sent: Wednesday, January 16, 2019 4:51 PM
To: Davis, Cindy
Subject: COJ

Please open the attached document. It was scanned and sent to you using a Xerox Multifunction Printer.

Attachment File Type: pdf, Multi-Page

Multifunction Printer Location: JFRDHQ Mailroom
Device Name: P0373

For more information on Xerox products and solutions, please visit http://www.xerox.com

OFFICE OF THE CHIEF OF RESCUE

June 18, 2018

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: **Letter of Recommendation**

The Jacksonville Fire and Rescue Department uses the ARROW EZ-IO Intraosseous Vascular Access System exclusively. The EZ-IO System requires proprietary patented needles and power driver technology. No other IO needle will work with these drivers, which are carried on all JFRD Rescue Units. Arrow International Inc. is a wholly owned subsidiary of Teleflex.

Therefore, we are recommending the Procurement Department proceed with the single source one year blanket contract in the amount of $140,000.00 awarded to Arrow International Inc.

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

FUNDING SOURCE: FRRS011-05216

BRIEF DESCRIPTION OF GOODS/SERVICES:
EZ-IO intra-oseous infusion system is used in the pre-hospital setting when IV access is not attainable

AMOUNT OF PROJECT (attach quote): $140,000

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 vasculer access evice used when IV access is not attainable. JFRD rescue units are equipped with this device and accessories which have been highly effective in patients where using conventional IV access proves ineffective.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
Arrow International, a division of Teleflex, s the sole source provider/ supplier of the EZ-IO device and all acessories associated with the use of the EZ-IO device. 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:

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

Submitted by: Kurtis Wilson (Name) Director/ Fire Chief (Title)

Date: 1/15/2019

Requesting Agency's Director's Signature:

Teleflex

EXHIBIT A
2019 EZ-IO® Price List-EMS
(pricing is not inclusive of freight)

Part Number	Item	Price
1051-16	HUMERUS TRAINING BONE W/O SKIN (EA)	$26.00
1051-16-1	HUMERUS TRAINING BONE W/SKIN (EA)	$33.00
1052	PED. HUMERUS TRAINING BONE W/O SKIN (EA)	$20.00
1052-1	PED. HUMERUS TRAINING BONE W/SKIN (EA)	$36.00
1117-5-1	CHILD TIBIA TRAINING BONE (EA)	$35.00
1125-29-1	ADULT PROXIMAL TIBIA TRAINING BONE (EA)	$37.00
1126-110	DISTAL TIBIA/ANKLE TRAINING BONE (EA)	$34.00
1167-2	INFANT TIBIA/FIBULA TRAINING BONE (EA)	$25.00
1522-440	TRAINING BONE BLOCK, HARD (4.5X3.25X1.5)	$24.00
9001-VC-001	EZ-IO 25MM NEEDLE (EA)	$185.00
9001-VC-005	EZ-IO 25MM NEEDLE (BOX OF 5)	$550.00
9001P-VC-005	EZ-IO 25MM NEEDLE SET + STABILIZER(BOX O	$665.00
9017	EZ-IO 25MM TRAINING NEEDLE (EA)	$35.00
9018-VC-001	EZ-IO 15MM NEEDLE (EA)	$185.00
9018-VC-005	EZ-IO 15MM NEEDLE (BOX OF 5)	$550.00
9018P-VC-005	EZ-IO 15MM NEEDLE SET + STABILIZER(BOX O	$665.00
9021	EZ-IO 15MM TRAINING NEEDLE (EA)	$35.00
9034TK	EZ-IO TRAINING KIT	$385.35
9058	EZ-IO POWER DRIVER	$299.00
9059	EZ-IO TRAINING POWER DRIVER	$143.00
9066-VC-005	EZ-STABILIZER(BOX OF 5)	$50.00
9072	EZ-IO® POWER DRIVER CRADLE	$10.40
9074	EZ-IO PWR DRIVER HARDSIDED CARRYING CASE	$18.95
9078	EZ-IO 45MM TRAINING NEEDLE (EA)	$40.00
9079-VC-001	EZ-IO 45MM NEEDLE (EA)	$185.00
9079-VC-005	EZ-IO 45MM NEEDLE (BOX OF 5)	$550.00
9079P-VC-005	EZ-IO 45MM NEEDLE SET + STABILIZER(BOX O	$665.00
1522-1202	IO Training Block (120x85x37) with skin	$33.00
1522-1201	IO Training Block (120x85x63) with skin	$33.00
1522-1200	IO Training Block (170x120x63) with skin	$70.00
9065	EZ-IO Power Driver Vascular Access Pack	$29.12
9070	EZ-IO Wall Mounted Storage Cabinet	$150.00

Sincerely,

Dave K. Price
Sr. Director, Commercial Operations
Teleflex

Teleflex

December 6, 2018

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

Dear City of Jacksonville Fire:

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,

Scott Schneider
Vice President, Sales
Vascular

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QWS3270X 1/18/2019 4:27 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 01/18/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 4:16 PM

FISCAL MO/YEAR : 04 2019 CURRENCY CODE :
INDEX CODE : FRRS011 RESCUE & FIRST AID
SUBOBJECT : 05216 OTHER OPERATING SUPPLIES
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	JAN 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	2,371,367.68	2,371,367.68
EXPENDITURES	73,498.83	336,499.58	336,499.58
ENCUMBRANCES	26,774.45	256,673.90	256,673.90
PRE-ENCUMBRANCES	6,056.70	9,868.50	9,868.50
REMAINING BALANCE	-106,329.98	1,768,325.70	1,768,325.70

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

G014 - RECORD FOUND