SINGLE SOURCE AWARD **BID # SS-0439-18**

Subject: Zoll AutoPulse Non-Invasive Cardiac Support Pump and Accessories

Department: Jacksonville Fire and Rescue

Description of Purchase: Recommend approval of Single Source award to Zoll Medical Corporation for the purchase of Zoll AutoPulse Non-Invasive Cardiac Support Pump, AutoPulse SurePower charger, AutoPulse Quick Case and AutoPulse Batteries. This specific equipment is used for chest compressions and is carried by the entire Rescue Fleet. Total amount of expenditure not to exceed $123,558.40.

Funding Source: FRRS011-05216-To be executed by Purchase Order.

Single Source Award To: Zoll Medical Corporation

Price Justification: See Attached

Total Award: $123,558.40 **Requisition #:** 230034

Attachments: Single Source Form, Vendor Letter, Vendor Quote

Certification as to Single Source: Kurtis Wilson, Director/Fire Chief, Jacksonville Fire & Rescue

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

Analyst: Marleen Doran

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

KCW# 230034
SS-0439-18

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: FRRS011-05216

BRIEF DESCRIPTION OF GOODS/SERVICES:

Zoll AutoPulse Non-invasive Cardiac Support Pump, AutoPulse SurePower charger, AutoPulse Quick Case and AutoPulse Batteries
The Zoll AutoPulse Non-invasive Cardiac Support Pump is carried on all JFRD Rescue Units

AMOUNT OF PROJECT (attach quote): $123,558.40

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

The Zoll AutoPulse is used for chest compressions and is carried on all JFRD Rescue Units. The Zoll AutoPulse uses Lithium Ion batteries which are recharged using the AutoPulse SurePower Charger.

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 Zoll AutoPulse and accessories 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 supplier of the AutoPulse and its accessories to EMS facilities in the United States
No other vendor is authorized to sell or warrant these items to our department

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

Date:

Requesting Agency's Director's Signature:

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

March 20, 2018

Tamara J. Hertlein
Jacksonville Fire/Rescue Department
355 Ellis Road South
Jacksonville, Florida 32254

Dear Tamara J. Hertlein:

Thank you for your interest in the AutoPulse® Non-invasive Cardiac Support Pump, a revolutionary new resuscitation system that offers the promise of normal blood flow during sudden cardiac arrest.

Please be aware that ZOLL® Medical Corporation is the only company that manufactures and markets the AutoPulse. No other organization is authorized to sell the product in the United States. Further, there are no other devices on the market today that can mimic the AutoPulse's unique mechanism of action and achieve its unprecedented clinical results.

Lastly, there are multiple ancillary items that are unique to the AutoPulse and its functionality. Like the AutoPulse, no other organization is authorized to sell these products, which include but are not limited to the following:

- AutoPulse LifeBands # 8700-0706-01
- AutoPulse Lithium Ion Batteries # 8700-0752-01
- AutoPulse SurePower Charger # 8700-0753-01
- AutoPulse Soft Carry Case # 8700-000758-01
- AutoPulse Soft Stretcher # 8700-0712-01
- AutoPulse Quick Case # 8700-000850-40

Should you have any questions or require additional information please don't hesitate to contact me at (800) 348-9011 x 9657.

Sincerely,

Nancy Branco

Nancy Branco
Contracts Specialist

ZOLL

TO: Jacksonville Fire Rescue Department

355 Ellis Road South
Jacksonville, FL 32254
Attn: **Tami Hertlein**
Inventory control Specialist

email: tamih@coj.net
Tel: (904) 763-2244

ZOLL Medical Corporation
Worldwide HeadQuarters
269 Mill Rd
Chelmsford, Massachusetts 01824-4105
(978) 421-9655 Main
(800) 348-9011
(978) 421-0015 Customer Support
FEDERAL ID#: 04-2711626

QUOTATION 267924 V:1

DATE: February 26, 2018

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	8700-0730-01	**AutoPulse® System with Pass Thru** - Generates consistent and uninterrupted chest compressions, offering improved blood flow during cardiac arrest. Includes Backboard, User Guide, Quick Reference Guide, Shoulder Restraints, Backboard Cable Ties, Head Immobilizer, Grip Strips, In-service Training DVD, and one year warranty.	8	$10,995.00	$10,775.10	$86,200.80 *
2	8700-0752-01	**AutoPulse® Li-Ion Battery** - for use with the AutoPulse Platform.	24	$825.00	$808.50	$19,404.00 *
3	8700-0753-01	**Autopulse SurePower Charger, U.S.** Tests, Charges and automatically verifies battery charge level. Includes User Guide and U.S Power Cord. Standard one (1) year warranty.	8	$2,295.00	$1,759.10	$14,072.80 *
4	8700-000850-40	**AutoPulse® Quick Case, Blue** - All-in-one carrying case and patient moving sheet for the Autopulse Resuscitation System.	8	$495.00	$485.10	$3,880.80 *
		***Reflects National Purchasing Partners (NPP) Contract Pricing.**				

TOTAL $123,558.40

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding 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 Standard Commercial Terms and Conditions ("ZOLL T's & C's") which accompany this quote. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions shall have no force or effect except to the extent agreed in writing by ZOLL.

Brooke Van Aman
Territory Manager
813-428-2861

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. **PRICES QUOTED ARE VALID UNTIL 3/30/18.**
3. APPLICABLE TAX WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO ESALES@ZOLL.COM.
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.

QWS3270X 3/26/2018 10:31 AM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 03/26/2018
LINK TO: ACCOUNT SUMMARY INQUIRY 10:30 AM

FISCAL MO/YEAR : 06 2018 CURRENCY CODE :
INDEX CODE : FRRS011 RESCUE & FIRST AID
SUBOBJECT : 05216 OTHER OPERATING SUPPLIES
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	MAR 2018	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	1,480,792.45	1,480,792.45
EXPENDITURES	115,062.65	632,049.06	632,049.06
ENCUMBRANCES	82,837.98	213,773.76	213,773.76
PRE-ENCUMBRANCES	98,253.90	131,585.90	131,585.90
REMAINING BALANCE	-296,154.53	503,383.73	503,383.73

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

G014 - RECORD FOUND