SOLE SOURCE AWARD **BID # SS-0380-17**

Subject: Power-LOAD Auto-Loading Stretcher System

Department: Jacksonville Fire and Rescue

Description of Purchase:
Recommend approval of Sole Source award to Stryker Medical for a Power-LOAD auto-loading stretcher system, stretcher compatibility power upgrade kits, XPS Power-Pro stretcher retrofit kits and installation. Total estimated amount of expenditure is $1,492,251.52.

Funding for this award will be encumbered by account FREP1F9-FRE061-17-06429 to be executed by Purchase Order.

Sole Source Award To: Stryker Medical

Price Justification: Vendor Quote

Total Award: $1,492,251.52 **Requisition #** 203606

Attachments: Sole Source Form; Vendor's Letter; Comprehensive Quotation; Previous Awards

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

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): Fire and Rescue Department

PROPRIETARY ☐

SOLE SOURCE ☒

FUNDING SOURCE: FEMA AFG Grant (Acct. #FREP1F9-FRE061-17-06429)

BRIEF DESCRIPTION OF GOODS/SERVICES:
Stryker Medical, Inc. Power-LOAD auto-loading stretcher systems, Stretcher compatibility power upgrade kits, XPS Power-Pro stretcher retrofit kits, Installation charges

AMOUNT OF PROJECT (attach quote): $1,492,251.52

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Power-LOAD auto-loading stretcher systems will enable patients to be hydraulically lifted and lowered into and out of the rescue units, thereby reducing and potentially eliminating stretcher-related injuries and worker's comp claims. XPS Power-Pro stretcher retrofit kits will enable the stretchers to carry more obese patients with wider body mass/girth.

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:
Stryker Medical, Inc. Power-LOAD auto-loading stretcher systems ONLY function with Stryker Power-Pro stretchers, which the JFRD currently owns and utilizes on all 41 front-line rescue units and six peak-time units. The cost of replacing our current inventory of Power-Pro stretchers, including available spare stretchers would be in excess of $1.4 million dollars.

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:
Stryker Medical is the sole manufacturer of the Stryker EMS Power-LOAD auto-loading stretcher system. 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.

Submitted by: David Castleman Division Chief of Rescue
(Name) (Title)

Date: December 8, 2016

Requesting Agency's Director's Signature:

3800 E. Centre Ave.
Portage, MI 49002
t: 269 329 2100 f: 269 329 2213
www.stryker.com

stryker®
Medical

Date: September 15, 2015

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).

609 Sent 12/8/16

stryker®

Comprehensive Quotation

Sales Account Manager
AMANDA BAERLOCHER
amanda.baerlocher@stryker.com
Cell: 269-760-1106

Remit to:
P.O. Box 93308
Chicago, IL 60673-3308

End User Shipping Address
1063560
JACKSONVILLE FIRE AND RESCUE
515 N JULIA ST AP
JACKSONVILLE, FL 32202

Shipping Address
1063560
JACKSONVILLE FIRE AND RESCUE
515 N JULIA ST AP
JACKSONVILLE, FL 32202

Billing Address
1063560
JACKSONVILLE FIRE AND RESCUE
515 N JULIA ST AP
JACKSONVILLE, FL 32202

Customer Contact	Ref Number	Date	PO Number	Reference Field	Quote Type
	5187753	10/20/2016	QUOTE		

Line #	Quantity	Item Description	Part #	Unit Price	Extended Price	Item Comments
1.00	73	KIT, XPS RETROFIT	6506700004	$2,150.00	$156,950.00	
2.00	73	6500 PWRLOAD COMP UPGRADE KIT	6500700049	$2,500.00	$182,500.00	
3.00	73	ProCare Upgrade Charge	77100003	$160.00	$11,680.00	
4.00	73	ProCare Upgrade Charge	77100003	$320.00	$23,360.00	
5.00	**53**	**PowerLOAD**	**6390000000**	**$21,089.84**	**$1,117,761.52**	
		Options				
	53	PowerLOAD	6390000000	$21,089.84	$1,117,761.52	
	53	Standard Comp 6390 Power Load	6390026000			
	53	English Manual	6390600000			
	53	1 year parts, labor & travel	7777881660			
	53	UNIVERSAL FLOORPLATE OPTION	6390028000			
	53	English Option, Manual	6390020000			

Note:

Product Total	$1,492,251.52
Freight	$0.00
Tax	$0.00
Total Incl Tax & Freight	**$1,492,251.52**

☐ Signature: _____ Title/Position: _____ Date _____

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.
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.

SOLE SOURCE AWARD

BID # SS-0532-11

Subject: **Stryker Powered Pro-Stretchers**
Department: **FIRE/RESCUE**

Description of Purchase:

Recommend approval of Sole Source award to Stryker EMS Equipment for the purchase of fourteen Stryker Power Pro Ambulance Cots and associated options, and five Stryker Ambulance Cots and associated options. These stretchers are designed to help reduce the risk of injury to EMS workers and are only available from the manufacturer, Stryker EMS Equipment.

Sole Source Award To: **Stryker EMS Equipment**

Price Justification:
See Attached

Total Award: $ **192,257.50** Requisition # **097238**

Attachments:
Sole Source Request Form, Vendor Memo, Vendor Quote, Supporting Documentation

Certification as to Sole Source:
Dr. Charles E. Moreland, Director/Fire Chief, JFRD

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

Buyer:
ERIC NIEMI

Michael Clapsaddle, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

09/08/11
DATE

ACTION OF AWARDING AUTHORITY DATE: 9/14/11

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION

Karen Bowling
Deputy Chief Administrative Officer
For: Mayor Alvin Brown
Under Authority of:
Executive Order No. 2011-08

FORM: DATE: Nov. 12, 2007

SOLE SOURCE AWARD

BID # SS-0545-12

Subject: STRYKER POWERED PRO-STRETCHERS

Department: FIRE AND RESCUE

Description of Purchase: RECOMMEND APPROVAL OF SOLE SOURCE AWARD TO STRYKER EMS EQUIPMENT FOR THE PURCHASE OF 10 POWER-PRO XT AMBULANCE STRETCHERS AND ASSOCIATED OPTIONS. THE POWER-PRO XT AMBULANCE STRETCHERS HAVE UNIQUE FEATURES THAT NO OTHER EQUIVALENT EQUIPMENT CAN PROVIDE AND ARE ONLY AVAILABLE FROM THE MANUFACTURER, STRYKER EMS EQUIPMENT.

FUNDING SOURCE: FRFO011FO-06402
Sole Source Award To: STRYKER MEDICAL

Price Justification: SEE ATTACHED

Total Award: $120,496.00 Requisition #: 116159

Attachments: SOLE SOURCE FORM; VENDOR SOLE SOURCE LETTER; PREVIOUS AWARD AND REQUISITION
Certification as to Sole Source: MARTIN SENTERFITT, DIRECTOR, JACKSONVILLE FIRE AND RESCUE DEPARTMENT

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

Marsha Williams
Buyer:

for Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

05/17/12
DATE

ACTION OF AWARDING AUTHORITY DATE: 5/25/12

APPROVED ✓ DISAPPROVED

OTHER

Karen Bowling
Deputy Chief Administrative Officer
For Ingrid Allen Brown
Under Authority of
Executive Order No. 2011-06

SIGNATURE OF AUTHENTICATION

FORM GB-113, Revised 12/2007