SINGLE SOURCE AWARD **BID # SS-13891-23**

Subject: Airtraq Video Laryngoscope System

Department: Jacksonville Fire and Rescue

Description of Purchase: Recommend approval of Single Source award to Mercury Enterprises, Inc. dba Mercury Medical for the purchase of Airtraq Video Laryngoscope System for the Jacksonville Fire and Rescue Department. Total expenditure not to exceed $150,000.00. The period of service will be one (1) year from date of award.

Funding Source: 00111.125004.552170.000000.00000000.00000.0000000 -To be executed by Purchase Order.

Single Source Award To: Mercury Enterprises, Inc. dba Mercury Medical

Price Justification: See Attached

Total Award: $150,000.00 **Requisition #:** FRRS-500072-23

Attachments: Agency Letter, Single Source Form, Vendor Quote/Letter

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: Olive Wallace-Cohen

Dustin Freeman, 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 _____

OFFICE OF THE CHIEF OF RESCUE

January 31, 2023

TO: Dustin L. Freeman, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: **SINGLE SOURCE RECOMMENDATION**

The Jacksonville Fire and Rescue Department uses optical laryngoscope systems on all of our Rescue units. The Airtraq Optical Laryngoscope provides critical endotracheal tube placement confirmation and rapid tube placement for difficult airways. Mercury Medical is the only company that is authorized to sell the Airtraq Optical Laryngoscope system to the JFRD.

Therefore, we are recommending the Procurement Department proceed with the single source blanket for the Airtraq Optical Laryngoscope system and SP patient blades system.

Requested Blanket Order Amount: $150,000
Fund Account: 00111.125004.552170.0

Thank you

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7787 | davids@coj.net

JUSTIFICATION FOR SINGLE SOURCE (JSS)

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.

1. Requesting Agency:	Jacksonville Fire & Rescue
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the City need these particular goods or services?***	Mercury Medical is the sole provider for Airtraq Optical Laryngoscope products including camera attachments, docking stations and chargers, ballistic cases. These intubation instruments are used and carried by all of Jacksonville Fire and Rescue units and personnel.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	Airtraq Optical Laryngoscope systems are used on all JFRD rescue units and provides critical endotracheal tube placement confirmation and rapid tube placement for difficult airways. Medical Mercury is the only company authorized to sell the Airtraq Laryngoscope system.
4. Date of Request	2/16/2023

5. Summary of Market Research

[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[A thorough search performed by JFRD's Logistics Cpt. Miller has advised that Airtraq distributes its products through company appointed specialty distributors and partners throughout the world. Distributors are not permitted to sell products outside of their area of exclusive authority and responsibility. Mercury Medical is responsible for the distribution in all 50 states in the USA and Canada.]

6. Other Documentation (Check and attach all that apply)

√ Supplier Quote

√ Single Source Memo signed by Director

√ Other [Click here to list other documentation.]

Airtraq
GUIDED VIDEO INTUBATION

January 1st, 2022

RE: Airtraq™ Distribution – Exclusive USA/Canada

To Whom It May Concern:

Thank you for your interest in the Airtraq™ Optical Laryngoscope product line. Airtraq™ distributes its products through company appointed specialty distributors and partners throughout the world.

Distributor:	Mercury Medical
Customers:	Hospital, Alternate Site, Sub-acute facilities, Physicians Office, EMS, Transport.
Type:	Exclusive Sole Source
Territory:	United States (50) and Canada
Effective:	January 1st, 2022, thru Present

Distributors are not permitted to represent or sell Airtraq™ products outside of their area of exclusive authority and responsibility.

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

Regards,

Danny Daniel
Vice President of Sales - North America
Airtraq LLC

Tel (O) - (877) 6 Airway (624-7929)
Tel (D) - (972) 325-1025
E-mail – danny.daniel@airtraq.com

Mercury Medical®

Since 1963

Quote

#EST16053

1/13/2023

Mercury Medical
11300 49th Street North
Clearwater FL 33762-4807
United States

Customer Service Phone #	1-800-835-6633
Customer Service Email	uscustomerservice@mercurymed.com
Terms	Net 30
Shipment Transportation Terms	
Shipping Method	
Expires	1/10/2024

Bill To

Fire & Rescue Logistical Supply
117 W Duval Street
Suite 375
Jacksonville FL 32202
United States

Ship To

Logistics
Fire & Rescue Logistical Supply
355 Ellis Road South
Jacksonville FL 32254
United States

Account Number:4297

Sales Specialist	Phone Number	Email
Josh Gomez - Sales Specialist	Office Phone:(727) 748-4680	jgomez@mercurymed.com
Heather Doughty - Inside Sales Specialist	Office Phone:(727) 573-4917	hdoughty@mercurymed.com

Quantity	Units	Item	Rate	Amount
1	Pkg	**LDA011** Airtraq SP Regular Size 3 Blue Color for E/T Tube 7.0 - 8.5 mm 2/package	$79.00	$79.00
1	Pkg	**LDA021** Airtraq SP Small Size 2 Green Color for E/T Tube 6.0 - 7.5 mm 2/Package	$79.00	$79.00
1	Pkg	**LDA031** Airtraq SP Pediatric Size 1 Purple Color for E/T Tube 4.0 - 5.5 mm 2/Package	$79.00	$79.00
1	Pkg	**LDA041** Airtraq SP Infant Size 0 Grey Color for E/T Tube 2.5-3.5 mm 2/Package	$79.00	$79.00
1	Ea	**LDA390KIT** Airtraq A390 WiFi Camera And Full Kit, Standard Hard Case, USB, Silicone Cover, Docking Station and Charger	$950.00	$950.00
1	Ea	**LDA390** Airtraq A390 WiFi Camera (on its own) Small Hard Case, Silicone Cover, USB	$900.00	$900.00
1	Ea	**LDA390ACC** Airtraq A390 WiFi Camera Accessories Only Neoprene Bag, Dock, Charger	$50.00	$50.00
1	Ea	**LDA390SC** Small Blue Ballistic Nylon Case For Airtraq A390 WiFi Camera And Small USB Cable Only	$15.00	$15.00

EST16053

Subtotal	$2,231.00
Tax Total (%)	$0.00
Total	$2,231.00

ove prices do not include applicable freight.

May 31, 2022 this Quote may reflect a price increase due to the unprecedented global supply events he control of Mercury Medical.

EST16053