

FORSYTH COUNTY

BOARD OF COMMISSIONERS

BRIEFING DRAFT

MEETING DATE: APRIL 1, 2021

AGENDA ITEM NUMBER: 17

SUBJECT: RESOLUTION AWARDING A CONTRACT FOR THE PURCHASE OF THIRTY-FOUR LIFEPAK DEFIBRILLATORS FOR FORSYTH COUNTY EMERGENCY SERVICES

COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:

SUMMARY OF INFORMATION:

The Forsyth County Emergency Services Department wishes to enter into an agreement with Stryker Sales Corporation for the purchase of thirty-four (34) LifePak 15 defibrillators and 34 KORE data plans for modems that go with the units. The County's current LifePak defibrillators have reached end of life and it is desirable to replace all of these units in order for all Emergency Services personnel to use the same equipment, regardless of which ambulance unit they are assigned each shift. These devices are utilized by paramedics to deliver lifesaving cardioversion and defibrillation, monitor cardiac electrical activity, pulse oximetry, EtCO2 levels, assess 12-lead cardiac rhythms and transmit information to the hospitals.

At the December 17, 2020, meeting, the Forsyth County Board of Commissioners reserved \$642,775 for EMS Defibrillator Replacement as part of the 2020 Pay-Go Capital Projects Ordinance. After bidding out the defibrillator contract, quotes came in higher than the amount reserved by the Board of Commissioners by \$72,451. The cost for these 34 devices is not to exceed \$715,226, with the County's current LifePak defibrillators being traded in as part of this purchase. The department will find the balance of \$72,451 within its operating budget to complete this purchase.

ATTACHMENTS: yes no

SIGNATURE: _____ DATE: _____
COUNTY MANAGER

**RESOLUTION AWARDING A CONTRACT FOR THE PURCHASE OF
THIRTY-FOUR LIFEPAK DEFIBRILLATORS FOR FORSYTH COUNTY
EMERGENCY SERVICES**

WHEREAS bid invitations for 12-Lead Cardiac Defibrillators to be utilized by Forsyth County Emergency Services was issued directly to a total of three qualified businesses, as well as advertised on the City-County Purchasing website and the Winston-Salem Journal;

WHEREAS bids were received and publicly opened by the City/County Purchasing Department at 10:00 a.m. on February 19, 2021;

WHEREAS the bid document required pricing for thirty-eight (38) 12-Lead Cardiac Defibrillators and accessories and included in the specifications was the County's intent to award a purchase order to one vendor, and a summary of the bids received based on the per unit price are as follows:

	<u>Amount/Unit</u>
Stryker Sales Corporation	\$18,365.00
Code Blue Resources, LLC	\$33,795.00
Supply Store Now, LLC	\$50,999.98
CPR Savers & First Aid Supply, LLC	Did not meet specifications

WHEREAS the bid submitted by CPR Savers & First Aid Supply, LLC, failed to include pricing for all items, therefore, it failed to meet critical requirements of the bid specifications and cannot be considered for an award; and

WHEREAS following review and evaluation of the bids received, it is the recommendation of the County Manager and the Emergency Services Director that a contract be awarded to Stryker Sales Corporation for the purchase of thirty-four (34) LifePak 15 Cardiac Defibrillators in an amount not to exceed \$715,226;

NOW, THEREFORE, BE IT RESOLVED, by the Forsyth County Board of Commissioners that a contract for the purchase of 34 LifePak 15 Cardiac Defibrillators is hereby awarded to Stryker Sales Corporation in an amount not to exceed \$715,226, and the Chairman or County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, a contract for the purchase of 34 LifePak 15 Cardiac Defibrillators for Forsyth County Emergency Services, as identified herein with Stryker Sales Corporation, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney; and

BE IT FURTHER RESOLVED, by the Forsyth County Board of Commissioners that the County Manager is hereby authorized to execute, on behalf of Forsyth County, subsequent agreements to purchase additional LifePak defibrillator units at the price set forth herein, within budgeted appropriations in current and future fiscal years, with agreements terminating no later than June 30, 2024.

Adopted this 1st day of April 2021.



LP 15 QUOTE LOYALTY PROMO

Quote Number: 10320783

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: FORSYTH COUNTY EMS

Rep: Tim Richardson

Attn:

Email: tim.richardson@stryker.com

Phone Number: (336) 977-6584

Mobile: (336) 977-6584

Quote Date: 02/25/2021

Expiration Date: 07/15/2021

Delivery Address

Name: FORSYTH COUNTY EMS

End User - Shipping - Billing

Name: FORSYTH COUNTY EMS

Bill To Account

Name: FORSYTH COUNTY FINANCE DEPT

Account #: 1073601

Account #: 1073601

Account #: 1073600

Address: 911 E FIFTH ST

Address: 911 E FIFTH ST

Address: 201 N CHESTNUT ST 4TH FL

WINSTON SALEM

WINSTON SALEM

WINSTON SALEM

North Carolina 27101

North Carolina 27101

North Carolina 27101

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99577-001957	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order	34	\$18,365.00	\$624,410.00
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	34	\$0.00	\$0.00
3.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	34	\$419.90	\$14,276.60
4.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	5	\$43.35	\$216.75
5.0	11160-000013	NIBP Cuff-Reusable, Child	5	\$22.10	\$110.50
6.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	5	\$286.45	\$1,432.25
7.0	11220-000028	LIFEPAK 15 Carry case top pouch	5	\$51.85	\$259.25
8.0	11260-000039	LIFEPAK 15 Carry case back pouch	5	\$73.95	\$369.75
9.0	11996-000479	4G Titan III Trio Modem: Verizon WiFi/Cellular/Audio (audio on/off configurable by customer) for use with Stryker data plan	34	\$1,881.90	\$63,984.60
Equipment Total:					\$705,059.70

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
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Quote Date: 02/25/2021

Expiration Date: 07/15/2021

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
10.0	78000168	KORE - Stryker data plan for modem (Verizon)	34	\$299.00	\$10,166.00
ProCare Total:					\$10,166.00

Price Totals:

Grand Total:	\$715,225.70
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Prices: In effect for 60 days.

Terms: Net 30 Days

Ask your Stryker Sales Rep about our flexible financing options.

AUTHORIZED CUSTOMER SIGNATURE

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.

In the event of any conflict between Stryker Medical's Standard Terms and Conditions and any other terms and conditions, as may be included in any purchase order or purchase contract, Stryker's terms and conditions shall govern.

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.