

SINGLE/SOLE SOURCE JUSTIFICATION FORM

Complete this form when requesting an exception to the county's competitive procurement policy where only one firm has a product that will meet the project's needs or product specifications, or only one firm can do the work requested. Completing this form does not guarantee that the proposed vendor will be selected. It is the requester's responsibility to provide all required information and documentation as indicated in this form.

Procurement Manager reserves the right to competitively bid, negotiate, or solicit additional information and remains the final authority on all procurement issues.

Type of Source
Sole Source: The <i>ONLY</i> known supplier for unique products and services where no other options are available Single Source: Though there may be alternate sources for the product or service requested, circumstances dictate the use of the proposed vendor, i.e., availability, timeliness, location, etc.

Part I: General Requester Information	
Department Name: Alachua County Fire Rescue	Division Name: Operations
Purchase Order Request# (POR) If available: 2022-1307	Total Amount of Purchase: \$91,955.60

Part II: Vendor Information	
Vendor Name: Stryker Medical	Vendor Contact Name: Eric Smith
Vendor Contact Phone: (904) 955-4647	Vendor Contact Email: eric.smith7@stryker.com

Part III: Single/Sole Source Justification (check one or more)	
DESCRIPTION OF PURPOSE: The Manufacturer, model number and / or generic description. MTS Power-LOAD Model 6390 Cot Fastener	

1	<input checked="" type="checkbox"/>	Parts/Equipment Can Only be Obtained from Original Manufacturer - Not Available Through Distributors.
2	<input checked="" type="checkbox"/>	Only Authorized Area Distributor of the Original Manufacturer.
3	<input checked="" type="checkbox"/>	Proprietary Item/Service (<u>Explain Below</u>)
4	<input type="checkbox"/>	Parts/Equipment not Interchangeable with Similar Parts of Another Manufacturer (<u>Explain Below</u>)
5	<input type="checkbox"/>	This is the Only Known Item/Source that will meet the Specialized need of this Department or Perform the intended function. (<u>Explain Below</u>)
6	<input checked="" type="checkbox"/>	Parts/Equipment are Required from this Vendor to Provide Standardization (<u>Explain Below</u>)
7	<input type="checkbox"/>	Upgrade to existing software. Available only from the Producer of this Software Who Sells on a Direct Basis Only.
8	<input type="checkbox"/>	An Awarding Agency or Pass-through that was competitively Procured.
9	<input type="checkbox"/>	Non of the Above Apply. Detailed Explanation for Source Request (<u>Explain Below</u>) <i>Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable;</i>

Stryker Medical is the sole manufacturer and distributor of the Power-LOAD model 6390 cot fastener. Alachua County Fire Rescue currently uses Styker cot stretchers that only fit with the Stryker Medical Power - LOAD fasteners as it is proprietary.

Part IV: Confirmation of Documentation

Have you provided required documentation including vendors quote, for this request in support of the justification in Parts III of this form?

Yes No

You may also attach any additional information not specifically requested on this form to support your single/sole source justification.

Part V: ESTABLISHMENT OF PRICE REASONABLENESS

Analysis of offer and/or offers has determined that the price proposed is determined to be fair, reasonable and in the best interests of the County based on the following:

- 1 Price obtained was from a catalog or standard price list regularly maintained by the vendor covering standard commercial products sold. (Attach copy of vendor's price list.)
- 2 Price obtained includes a discount from current list prices. (Attach copy of quote showing list price and net price paid.)
- 3 Other. (Explain Below.)

Stryker is providing a refund of \$20,000 for trade-in of current cot fastening system.

Part VI: DEPARTMENT

Michael Cowart

Requester Name

Michael Cowart

Requester Signature

Digitally signed by Michael Cowart
Date: 2021.11.09 17:07:42 -05'00'

11/9/2021

Date of Signature

Cheryl Ellis

Director

Cheryl Ellis

Director Signature

Digitally signed by Cheryl Ellis
Date: 2021.11.10 08:00:59 -05'00'

11/10/2021

Date of Signature

Part VII: PROCUREMENT & BIDDING

Single Source

Sole Source

Larry M. Sapp

Procurement Manger

Larry M. Sapp

Larry M. Sapp

Larry M. Sapp (Nov 17, 2021 08:57 EST)

Procurement Manger Signature

11/16/2021

Date of Signature

Chair

Chair Signature

Date of Signature

Donna Guirate

From: Harold Theus
Sent: Monday, October 18, 2021 3:15 PM
To: Larry M. Sapp; Darryl R. Kight; Mandy Mullins
Cc: Cheryl Ellis; Jacqueline Hines; Donna Guirate
Subject: Designation of Authority (Sole Source & Bid Awards)

I am designating signature authority to Assistant Director Cheryl Ellis for the purposes of approving single/sole source and department recommendations for bid awards. This action will assist Fire Rescue in streamlining our purchasing projects and needs.

Please contact me if you have any questions.



Harold Theus

Chief
Fire Rescue
911 SE 5th ST • Gainesville • FL • 32601
352-384-3101 (office) • 352-327-2166 (mobile)



PLEASE NOTE: Florida has a very broad public records law (F.S.119).
All e-mails to and from County Officials and County Staff are kept as public records. Your e-mail communications, including your e-mail address, may be disclosed to the public and media at any time.



Date: July 30, 2020

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).



Jul/30/2020

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR™ coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe SolutionSM Government Campus Solution
- Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade™

Stryker does not authorize any third-parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,

Matt Van Der Wende, Senior Director, Americas Sales

Copyright © 2019 Stryker
GDR 3321967_J



5 Power Loads 2021

Quote Number: 10451401

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Rep: Eric Smith

Attn:

Email: eric.smith7@stryker.com

Phone Number: (904) 955-4647

Quote Date: 11/05/2021

Expiration Date: 12/30/2021

Delivery Address

Name: ALACHUA COUNTY DEPT OF PUBLIC SAFETY
Account #: 1153923
Address: 5901 NW 34TH ST
GAINESVILLE
Florida 32606

End User - Shipping - Billing

Name: ALACHUA COUNTY DEPT OF PUBLIC SAFETY
Account #: 1153923
Address: 5901 NW 34TH ST
GAINESVILLE
Florida 32606

Bill To Account

Name: ALACHUA COUNTY DEPT OF PUBLIC SAFETY
Account #: 1159675
Address: PO BOX 5038
GAINESVILLE
Florida 32627

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	639005550001	MTS POWER LOAD	5	\$22,391.12	\$111,955.60
Equipment Total:					\$111,955.60

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-SMFAST-PL	TRADE-IN-STRYKER SAE COMPLIANT MANUAL FASTENER TOWARDS PURCHASE OF POWERLOAD	5	-\$4,000.00	-\$20,000.00

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$91,955.60

Comments:

Pricing and increased trade in credits are offered as a part of an end of year 2021 promotion. Increased trade in credits also increased due to performance loads being unused.



5 Power Loads 2021

Quote Number: 10451401

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Prepared For: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Chicago, IL 60673-3308

Attn:

Rep: Eric Smith

Email: eric.smith7@stryker.com

Phone Number: (904) 955-4647

Quote Date: 11/05/2021

Expiration Date: 12/30/2021

Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

Capital Terms and Conditions:

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. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.




STRYKER MTS Power-Load Single Sole Source Form

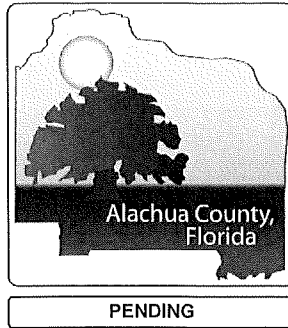
Final Audit Report

2021-11-17

Created:	2021-11-16
By:	Mandy Mullins (mmmullins@alachuacounty.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAAlg8lUX6CfC0QDwJrwge6G9n5d8cwD8pT

"STRYKER MTS Power-Load Single Sole Source Form" History

-  Document created by Mandy Mullins (mmmullins@alachuacounty.us)
2021-11-16 - 9:06:35 PM GMT- IP address: 163.120.80.69
-  Document emailed to Larry M. Sapp (lsapp@alachuacounty.us) for signature
2021-11-16 - 9:07:59 PM GMT
-  Email viewed by Larry M. Sapp (lsapp@alachuacounty.us)
2021-11-17 - 1:56:07 PM GMT- IP address: 149.19.43.13
-  Document e-signed by Larry M. Sapp (lsapp@alachuacounty.us)
Signature Date: 2021-11-17 - 1:57:58 PM GMT - Time Source: server- IP address: 149.19.43.13
-  Agreement completed.
2021-11-17 - 1:57:58 PM GMT



Single Source Purchase of Stryker MTS Power-LOAD Model 6390 Cot Fastener

Sole Source

Procurement

25700, 26000, 26900, 27100, 27900, 34500, 43500, 46500, 47000, 47010, 47090, 47500, 55300, 57800, 59300, 62500, 71000, 80400, 84500, 87500, 89800, 90600, 90700, 91800, 92500, 92800, 92900, 93100, 93400, 93600, 93800, 93900, 94000, 94100, 94800, 96100, 96200, 96300, 96700, 98900, 99200

Project ID: SS- NOI 22-311-mm

Release Date: Thursday, November 18, 2021

Due Date: Sunday, November 28, 2021 9:00am

Posted Thursday, November 18, 2021 1:00am

Bid Sealed

Pricing Sealed

All dates & times in Eastern Time

Information for Internal Use Only

Budget Amount:

\$91,955.00

Budget Description:

Fire Rescue

Budget Account ID:

001.54.5450.526.64.00

1. Summary

This is not a formal solicitation and there are no submissions required. The proposed action is for product or services for which the County intends to negotiate and award with only one source under the authority of and in accordance with Florida State Statute 287.057(3)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will not be considered as proposals, bids, or quotes.

This is a Notice of Intent to advertise this Sole Source designation for Alachua County Board of County Commissioners, Fire Rescue Department

2. Background

Alachua County is seeking to execute a Single Source for Purchase of Stryker MTS Power-LOAD Mode 6390 Cot Fastener

3. Contact Information

Mandy Mullins

Procurement Agent I

Email: mmmullins@alachuacounty.us

Phone: [\(352\) 384-3090](tel:(352)384-3090)

Department:

Procurement

Department Head:

Larry M. Sapp

Procurement Manager

4. Timeline

OpenGov Project Release Date:

November 18, 2021

OpenGov Submission Deadline:

November 28, 2021, 9:00am