

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
<p>Sole Source: The <i>ONLY</i> known supplier for unique products and services where no other options are available</p> <p>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.</p>

Part I: General Requester Information

Department Name: Alachua County Fire Rescue	Division Name: Operations
Purchase Order Request# (POR) If available: 2022-1071 and 1177	Total Amount of Purchase: \$441,672.50

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.

The LUCAS 3, version 3.1 mechanical CPR devices are used to perform uninterrupted chest compressions on patients in cardiac arrest. The LUCAS circles the patients chest, determines depth of compressions needed and starts all within 15 to 20 seconds. Once placed, the LUCAS continues compressions until the unit is turned off. Uninterrupted compression results in a higher availability to obtain return of spontaneous circulation (ROSC) as well as making organs more viable for procurement should the patient perish.

LUCAS 3, version 3.1 mechanical CPR devices maintenance and repair.

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 (Explain Below)
4	<input type="checkbox"/>	Parts/Equipment not Interchangeable with Similar Parts of Another Manufacturer (Explain Below)
5	<input checked="" type="checkbox"/>	This is the Only Known Item/Source that will meet the Specialized need of this Department or Perform the intended function. (Explain Below)
6	<input type="checkbox"/>	Parts/Equipment are Required from this Vendor to Provide Standardization (Explain Below)
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 (Explain Below) <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 only distributor of LUCAS mechanical CPR devices. The LUCAS brand is the only mechanical CPR device that utilizes a suction cup on the chest to keep the unit stable on the patient and provides additional recoil of the chest. Both of these items are believed to be the reason for the increased ability to obtain return of spontaneous circulation (ROSC).

Stryker Medical certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Stryker's Emergency Care products. All parts are manufactured at Stryker or by an outside supplier specifically for Stryker. Stryker employs its own field service team to service its products. Stryker Emergency Care products that require the use of such proprietary tools include, but are not limited to: Power-LOAD fastener, Power-Pro Cot, Stair-PRO, LUCAS 3 chest compression system, LIFEPAK 15 monitor/defibrillator, LIFEPAK 20e monitor/defibrillator, LIFEPAK 1000 defibrillator, LIFEPAK CR Plus / LIFEPAK CR2 defibrillator.

Emergency Care Parts and Service sole source letter received from vendor.

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.)

Part VI: DEPARTMENT

Donna Guirate

Requester Name

Cheryl Ellis

Director

Donna Guirate

Requester Signature

Cheryl Ellis

Director Signature

10/21/2021

Date of Signature

10/21/2021

Date of Signature

Part VII: PROCUREMENT & BOCC

Single Source

Sole Source

Larry M. Sapp

Procurement Manger

Chair

Larry M. Sapp

Larry M. Sapp (Oct 25, 2021 12:29 EDT)

Procurement Manger Signature

Chair Signature

10/25/2021

Date of 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)

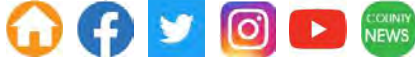
I am designating signature authority to Assistant Director Cheryl Ellis for the purposes of approving single/sole source and department recommendations for bid awards. This action will assist Fire Rescue in streamlining our purchasing projects and needs.

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.



Alachua County Board of County Commissioners Procurement Division
12 SE 1st Street, 3rd Floor, Gainesville, FL 32601
Phone-(352) 374-5202

Intended Sole Source Purchase

LUCAS 3, v3.1 Chest Compression System and Maintenance

Date Posted: 10/25/2021 – 11/05/2021

Contact: Mandy Mullins, Procurement Agent
Alachua County Procurement Division
12 SE 1st Street, 3rd Floor
Gainesville, FL 32601
352-384-3090
mmullins@alachuacounty.us

The description of services intended for purchase from a Sole Source is posted in accordance with section 287.057(3)(c), Florida Statutes and will be posted for a minimum of 7 business days.

Commodity or Service Required:

LUCAS 3, v3.1 Chest Compression System and Maintenance

Description:

Alachua County Fire Rescue is seeking to execute a Sole Source for **LUCAS 3, v3.1 Chest Compression System and Maintenance** from **Stryker Sales Corporation**.

Intended Sole Source:

LUCAS 3, v3.1 Chest Compression System and Maintenance

Justification for Sole Source Acquisition:

Stryker Sales Corporation, is the Sole authorized supplier/distributor of **LUCAS 3, v3.1 Chest Compression System and Maintenance**

Recommended Procurement Approach:

For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with **Stryker Sales Corporation**. for supplying the above.

Intended Sole Source Purchase LUCAS 3, v3.1 Chest Compression System and Maintenance

Active

0

Planholders

63

Broadcast to

0

Supplemental Suppliers

2

Watchers

0

Post Bid Viewers

Bid Details

Agency Name	Alachua County Procurement
Bid Writer	Mandy Mullins
Bid ID	NSA-2021-25-10 SS-0-2022/MM
Bid Type	NSA - Notice of Intent to Award a Sole Source
Broadcast Date	Oct 25, 2021 2:00pm (EDT)
Fiscal Year	2022
Due	Nov 5, 2021 1:00am (EDT)
Bid Status Text	<p>Alachua County Board of County Commissioners Procurement Division 12 SE 1st Street, 3rd Floor, Gainesville, FL 32601 Phone-(352) 374-5202 Intended Sole Source Purchase LUCAS 3, v3.1 Chest Compression System and Maintenance Date Posted: 10/25/2021 – 11/05/2021 Contact: Mandy Mullins, Procurement Agent Alachua County Procurement Division 12 SE 1st Street, 3rd Floor Gainesville, FL 32601 352-384-3090 mmmullins@alachuacounty.us The description of services intended for purchase from a Sole Source is posted in accordance with section 287.057(3)(c), Florida Statutes and will be posted for a minimum of 7 business days. Commodity or Service Required: LUCAS 3, v3.1 Chest Compression System and Maintenance Description: Alachua County Fire Rescue is seeking to execute a Sole Source for LUCAS 3, v3.1 Chest Compression System and Maintenance from Stryker Sales Corporation. Intended Sole Source: LUCAS 3, v3.1 Chest Compression System and Maintenance Justification for Sole Source Acquisition: Stryker Sales Corporation, is the Sole authorized supplier/distributor of LUCAS 3, v3.1 Chest Compression System and Maintenance Recommended Procurement Approach: For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with Stryker Sales Corporation. for supplying the above.</p>

Scope of Work

Alachua County Board of County Commissioners Procurement Division
12 SE 1st Street, 3rd Floor, Gainesville, FL 32601
Phone-(352) 374-5202
Intended Sole Source Purchase
LUCAS 3, v3.1 Chest Compression System and Maintenance
Date Posted: 10

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Documents

 [Download all documents](#)

Filename	Type	Date Modified	Status
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Distribution Info

Bid Bond	N/A
Plan (blueprint)	None
eBidding	No
Distributed By	DemandStar
Distribution Method	Download and Mail
Distribution Options	Bid has no blueprints associated with it

Publications

[View Legal Ad](#)

Pre-Bid Conference

none

Statistics

Planholders	There are 0 Planholders for this bid.
Filtered	No
Broadcast List	63 Suppliers have been notified Export
Post-Bid Viewers	There are 0 Post-Bid viewers
Supplemental Suppliers	0 Supplemental Suppliers

Commodity Code

[\[016-938-18\]](#) CPR Equipment, Including CPR Manikins, Maintenance and Repair

[\[016-938-56\]](#) Hospital and Medical Equipment, General, Maintenance and Repair

[\[017-465-14\]](#) Cardiovascular Instrumentation: Defibrillators, Heart Pumps, Monitoring Equipment, etc.

[\[017-475-37\]](#) Emergency Medical Services (EMS) Equipment and Supplies: Response Kits, Life Support Kits, Trauma Kits, etc.

[\[018-967-57\]](#) Pharmaceutical and Medical Equipment and Products Manufacturing Services

[Show More](#) ↕



22 Lucas Devices 2021

Quote Number: 10389829

Remit to: **Stryker Medical**

P.O. Box 93308

Version: 1

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: 10/14/2021

Expiration Date: 01/12/2022

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	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	22	\$13,439.32	\$295,665.04
2.0	11576-000060	LUCAS Desk-Top Battery Charger	22	\$926.37	\$20,380.14
3.0	11576-000071	LUCAS External Power Supply	22	\$293.29	\$6,452.38
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	22	\$566.33	\$12,459.26
Equipment Total:					\$334,956.82

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-ZAP-LUC3	TRADE-IN-ZOLL AUTOPULSE TOWARDS PURCHASE OF LUCAS 3,1	14	-\$3,000.00	-\$42,000.00

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
5.1	78000020	ProCare LUCAS Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	22	\$4,857.84	\$106,872.48



22 Lucas Devices 2021

Quote Number: 10389829

Version: 1

Prepared For: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Attn:

Quote Date: 10/14/2021

Expiration Date: 01/12/2022

Remit to: **Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Eric Smith

Email: eric.smith7@stryker.com

Phone Number: (904) 955-4647

ProCare Total:	\$106,872.48
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Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
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Freight/Shipping:	\$0.00
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Grand Total:	\$399,829.30
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Comments:

Discounting displayed is a volume discount based on a quantity of greater than 20 Devices purchased.

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>.



2 Lucas Device October 2021

Quote Number: 10441456

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: 10/12/2021

Expiration Date: 01/11/2022

Delivery Address

End User - Shipping - Billing

Bill To Account

Name: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Name: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Name: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Account #: 1153923

Account #: 1153923

Account #: 1159675

Address: 5901 NW 34TH ST

Address: 5901 NW 34TH ST

Address: PO BOX 5038

GAINESVILLE

GAINESVILLE

GAINESVILLE

Florida 32606

Florida 32606

Florida 32627

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	2	\$13,876.50	\$27,753.00
2.0	11576-000060	LUCAS Desk-Top Battery Charger	2	\$994.50	\$1,989.00
3.0	11576-000071	LUCAS External Power Supply	2	\$391.00	\$782.00
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	2	\$605.20	\$1,210.40
Equipment Total:					\$31,734.40

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
5.1	78000020	ProCare LUCAS Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	2	\$5,054.40	\$10,108.80
ProCare Total:					\$10,108.80



2 Lucas Device October 2021

Quote Number: 10441456

Version: 1

Prepared For: ALACHUA COUNTY DEPT OF PUBLIC SAFETY

Attn:

Quote Date: 10/12/2021

Expiration Date: 01/11/2022

Remit to: **Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Eric Smith

Email: eric.smith7@stryker.com

Phone Number: (904) 955-4647

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$41,843.20

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>.

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:	Total Amount of Purchase: \$62,764.80
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.	
<p>The LUCAS 3, version 3.1 mechanical CPR devices are used to perform uninterrupted chest compressions on patients in cardiac arrest. The LUCAS circles the patients chest, determines depth of compressions needed and starts all withing 15 to 20 seconds. Once placed, the LUCAS continues compressions until the unit is turned off. Uninterrupted compression results in a higher availability to obtain return of spontaneous circulation (ROSC) as well as making organs more viable for procurement should the patient perish.</p>	
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 type="checkbox"/> Proprietary Item/Service (Explain Below)
4	<input type="checkbox"/> Parts/Equipment not Interchangeable with Similar Parts of Another Manufacturer (Explain Below)
5	<input checked="" type="checkbox"/> This is the Only Known Item/Source that will meet the Specialized need of this Department or Perform the intended function. (Explain Below)
6	<input type="checkbox"/> Parts/Equipment are Required from this Vendor to Provide Standardization (Explain Below)
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 (Explain Below) <i>Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable;</i>
<p>Stryker Medical is the only distributor of LUCAS mechanical CPR devices. The LUCAS brand is the only mechanical CPR device that utilizes a suction cup on the chest to keep the unit stable on the patient and provides additional recoil of the chest. Both of these items are believed to be the reason for the increased ability to obtain return of spontaneous circulation (ROSC).</p>	

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.)

Part VI: DEPARTMENT

Michael Cowart

Requester Name



Requester Signature

6/24/2021

Date of Signature

Cheryl Ellis

Director



Director Signature

6/24/2021

Date of Signature

Part VII: PROCUREMENT & BOCC

Single Source

Sole Source



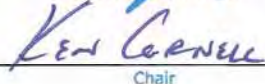
Procurement Manager



Procurement Manager Signature

7.27.2021

Date of Signature



Chair



Chair Signature

8.17.2021

Date of Signature



Alachua County Board of County Commissioners Procurement Division
12 SE 1st Street, 3rd Floor, Gainesville, FL 32601
Phone-(352) 374-5202

**Intended Sole Source Purchase
LUCAS 3, v3.1 Chest Compression System**

Date Posted: 7/12/2021 to 7/22/2021

Contact: Mandy Mullins, Procurement Agent 1
Alachua County Procurement Division
352-384-3090
mmullins@alachuacounty.us

The description of services intended for purchase from a sole source is posted in accordance with section 287.057(3)(c), Florida Statutes and will be posted for a minimum of 7 business days.

Commodity or Service Required:

LUCAS 3, v3.1 Chest Compression System

Description:

Alachua County Fire Rescue Services is seeking to execute a sole source for LUCAS 3, v3.1 Chest Compression System

Intended Sole Source:

Stryker Sales Corporation

Justification for Sole Source Acquisition:

Stryker Sales Corporation is the sole authorized distributor of **LUCAS 3, v3.1 Chest Compression System**

Recommended Procurement Approach:

For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with **Stryker Sales Corporation** for supplying the above.

Intended Sole Source Purchase LUCAS 3, v3.1 Chest Compression System

Active

1 Planholders	38 Broadcast to	0 Supplemental Suppliers	0 Watchers	0 Post Bid Viewers
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Bid Details

Agency Name	Alachua County Procurement
Bid Writer	Mandy Mullins
Bid ID	NSA-2021-07-12-MM-0-2021/MM
Bid Type	NSA - Notice of Intent to Award a Sole Source
Broadcast Date	Jul 12, 2021 10:00am (EDT)
Fiscal Year	2021
Due	Jul 22, 2021 11:00am (EDT)
Bid Status Text	None

Scope of Work

This is not a Request for Proposals and there is no solicitation available. The proposed contract 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 accor

[Show More](#) ☰

Documents

[Download all documents](#)

Filename	Type	Date Modified	Status
Stryker Sales Corpora...	Attachment	Jul 12, 2021	Complete


Distribution Info

Bid Bond	None
Plan (blueprint)	None
eBidding	No
Distributed By	DemandStar
Distribution Method	Download and Mail
Distribution Options	Bid has no blueprints associated with it

Publications

[View Legal Ad](#)

Pre-Bid Conference

 No Pre-Bid Conference Available

Statistics

Planholders	There are 1 Planholders for this bid.	
Filtered	No	
Broadcast List	38 Suppliers have been notified	Export
Post-Bid Viewers	There are 0 Post-Bid viewers	
Supplemental Suppliers	0 Supplemental Suppliers	

Commodity Code

[017-475-37] Emergency Medical Services (EMS) Equipment and Supplies: Response Kits, Life Support Kits, Trauma Kits, etc.

[018-967-57] Pharmaceutical and Medical Equipment and Products Manufacturing Services



Date: December 4, 2019

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).



July 27, 2021

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

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Emergency Care

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From: [Larry M. Sapp](#)
To: [Tommy Crosby](#)
Cc: [Todd Hutchison](#); [Barbara A. Fair](#); [Darryl R. Kight](#); [Jaye Athy](#); [Leira Cruz Caliz](#); [Mandy Mullins](#); [Markisha Boykin](#); [Michelle Guidry](#); [Theodore P. White Jr](#); [Thomas Rouse](#)
Subject: Sapp out of Office 7/26 - 8/2/2021
Date: Sunday, July 25, 2021 9:33:54 PM
Attachments: [AC logo-150ppi_b0554e81-2d50-477d-8264-0219cbd8ac34.png](#)
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[county_news_150ppi_14250fe5-78c3-4aa5-b059-283cc85fd4ea.png](#)

I will be out of the office Monday, July 26 through Monday, August 2 and will return on Tuesday, August 3, 2021. Jon Rouse and Darryl Kight will have authority in their respected areas and Darryl Kight will have signature authority during my absence.



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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.