

# 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 *ONLY* 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: Fire Rescue	Division Name: EMS
Purchase Order Request# (POR) if available:	Total Amount of Purchase: Purchase greater than \$50,000.00

## Part II: Vendor Information

Vendor Name: Zoll Medical Corporation	Vendor Contact Name: Brooke Elliott
Vendor Contact Phone: 813 428-2861 cell	Vendor Contact Email: Belliott@zoll.com

## Part III: Single/Sole Source Justification (check one or more)

DESCRIPTION OF PURPOSE: The Manufacturer, model number and / or generic description.

Manufacturer: Zoll Medical  
Model # X Series Monitor/Defibrillator

Description: The X Series is a full-featured monitor/defibrillator designed to be used with patients of all ages, its advanced monitoring and defibrillation capabilities extend to children and neonates. CPR Dashboard, SAO2 functions and wireless data transfer to hospitals.

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 ( <a href="#">Explain Below</a> )
4	<input checked="" type="checkbox"/>	Parts/Equipment not Interchangeable with Similar Parts of Another Manufacturer ( <a href="#">Explain Below</a> )
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. ( <a href="#">Explain Below</a> )
6	<input checked="" type="checkbox"/>	Parts/Equipment are Required from this Vendor to Provide Standardization ( <a href="#">Explain Below</a> )
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 ( <a href="#">Explain Below</a> ) <i>Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable;</i>

Zoll Medical is the sole manufacturer and source of X Series® and X Series Advanced Defibrillators for the EMS Market. Zoll service, repairs and upgrades for the X-Series model defibrillators are only available through Zoll Medical.

**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**

Mark Shelton

Requester Name

Mark Shelton

Requester Signature

Digitally signed by Mark Shelton  
Date: 2022.08.09 15:20:13 -04'00'

08/09/2022

Date of Signature

Director

*Cheryl Ellis*

Director Signature

08/24/2022

Date of Signature

**Part VII: PROCUREMENT & BOCC**

Single Source

Sole Source

Larry M. Sapp

Procurement Manger

*Larry M. Sapp*

Larry M. Sapp (Aug 25, 2022 08:36 EDT)

Procurement Manger Signature

Darryl Righi (Aug 25, 2022 06:47 EDT)

Aug 25, 2022

Date of Signature

Chair

Chair Signature

Date of Signature

## Donna Guirate

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**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.



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

August 9, 2022

Alachua County Fire Rescue  
5900 NW 13th Street  
Gainesville, FL 32653

Dear **Mark Shelton**,

We appreciate your selection of ZOLL® products for Alachua County Fire Rescue. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series® and X Series Advanced Defibrillators for the EMS Market. ZOLL® or Brooke Elliott, Territory Manager, will not sell an X Series® and X Series Advanced Defibrillator to Alachua County Fire Rescue, through any vendor or dealer. **ZOLL Medical is the only authorized dealer for service, repairs and upgrades on the ZOLL X-Series defibrillators**

Should you have any questions or require additional information please contact me at 800-348-9011 x 9657

A handwritten signature in blue ink that reads "Nancy Branco". The signature is written in a cursive, flowing style.

Nancy Branco  
Local Contracts Specialist

Entry

Approval Status: **0 of 1 at 6**   
 Validation Status: **N/A**   
 Printed: **Not Printed**   
 Encumber Funds: **Yes**

Department: 5400 - Fire Rescue Services Dept  
 Vendor: 1003187 - ZOLL MEDICAL CORPORATION  
 Description: M/\$BCC/XB28/FR/DG - Zoll Medical - R36 & R37 X Semi  
 Type: Purchase Order  
 Form Type: Custom PO - Standard - Custi  
 Bill To Location: FS - FIRE RESCUE SERVICES

Purchasing Address: ZOLL MEDICAL - BROOKE VAN AMAI  
 G/L Date: 07/27/2022  
 Deliver by Date:   
 Expiration Date:   
 Resolution Number: Quote #: Q-37307 / XBID 28 SOLE SOURCE  
 Assign to Buyer: 3 - MULLINS, MARY M

Item: XBID EX 28 - Sole Sources Purchases   
 Number of Items: 4   
 Total: \$61,071.44   
 Encumbered Amount: \$61,071.44

**Item**

Item: XBID EX 28 - Sole Sources Purchases per  
 Description: Paper, Thermal, BPA Free (Box of 6)  
 Quantity: 2.0000  
 Unit of Measure: Each - Each  
 Price per Unit: \$18.0000    \$36.00  
 G/L Account: 001.54.5450.526.52.00 - Operating Supplies Operating Sup  
 Project:   
 Contract:

**Detail**

Vendor Part Number:   
 Employee:   
 Ship Via:   
 Ship To: FW - FIRE RESCUE CENTRAL SUPPLY WRHSE  
 Freight Terms:   
 Confirming Request:     1099 Item   
 Taxable Item:     Create New Asset

Save  
 Save/New Item  
 Save/New PO  
 Delete Item  
 Delete PO  
 Reset



**ZOLL Medical Corporation**

269 Mill Road  
 Chelmsford, MA 01824-4105  
 Federal ID# 04-2711626

Phone: (800) 348-9011  
 Fax: (978) 421-0015  
 Email: esales@zoll.com

Quote No: Q-37307 Version: 1

Alachua County Fire & Rescue  
 913 SE 5th Street  
 Gainesville, FL 32601

ZOLL Customer No: 141111

Mark Shelton  
 (352) 955-2463  
 mshelton@alachuacounty.us

Quote No: Q-37307  
 Version: 1

Issued Date: July 21, 2022  
 Expiration Date: September 19, 2022

Terms: NET 30 DAYS

FOB: Shipping Point  
 Freight: Prepay & Add

Prepared by: Brooke Van Aman  
 EMS Territory Manager  
 bvanaman@zoll.com  
 +1 8134282861

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	595423	601-2231011-01	<p><b>X Series Monitor/Defibrillator - 12-Lead ECG, Pacing, NIBP, SpO2, SpCO, EtCO2, CPR Expansion Pack</b></p> <p>Includes: 4 trace tri-mode display monitor/ defibrillator/ printer, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 8.5in ( 16.5cm) diagonal screen. Accessories Included: MFC cable and CPR connector, A/C power cord, One (1) roll printer paper, 6.6 Ah Li-ion battery, Carry case, Operator Manual, Quick Reference Guide, and One (1)-year EMS warranty.</p> <p>Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru ® CPR artifact filtering • Interpretative 12-Lead ECG (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead OneStep ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo SpO2 &amp; SpCO with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. Microstream tubing set sold separately •</p>	2	\$45,343.00	\$27,199.99	\$54,399.98
2	595423	REUSE-12-2MQ	<p><b>Welch Allyn REUSE-12-2MQ Cuff, Lg Adult, 2-Tube, Twist Lock connector</b></p>	2	\$58.00	\$39.38	\$78.76



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Alachua County Fire & Rescue  
 Quote No: Q-37307 Version: 1

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
3	595423	REUSE-09-2MQ	Welch Allyn REUSE-09-2MQ Cuff, Child, 2-Tube, Twist Lock connector	2	\$58.00	\$39.38	\$78.76
4	904375	8000-001392	Masimo rainbow® RC-4 - 4FT, Reusable EMS Patient Cable	2	\$278.00	\$184.22	\$368.44
5	595423	8000-000371	rainbow® DCI® SpO2/SpCO/SpMet Adult Reusable Sensor with connector (3 ft)	2	\$957.00	\$633.75	\$1,267.50
6	595423	8000-0580-01	Six hour rechargeable Smart battery	4	\$572.00	\$371.25	\$1,485.00
7	595423	8000-000875-01	Paper, Thermal, BPA Free (Box of 6)	2	\$27.00	\$18.00	\$36.00
8		8778-89001-WF	<p><b>X Series - Worry-Free Service Plan - 1 Year At Time of Sale</b></p> <p>Includes: Annual preventive maintenance, 27% discount on new cables, 27% discount on additional SurePower II Batteries, discount on parameter upgrades, SurePower II Battery replacement upon failure, and accidental damage coverage (see comments). Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty. • ACCIDENTAL DAMAGE COVERAGE: Includes one device outer housing replacement per year per device. This coverage excludes devices that are deemed beyond repair and/or catastrophic damage. Cosmetic damage that does not affect the integrity of the device would not require outer housing replacement. • BATTERY REPLACEMENT PROGRAM: Batteries must be maintained per ZOLL recommended maintenance program - Batteries are replaced upon failure, one for one, throughout the term of the ExpertCare Service contract, should the SurePower II battery or SurePower Charger display a fault - Batteries must be evaluated and confirmed of failure through ZOLL Technical Support and/or an on-site field service technician. - Up to three batteries per device will be covered for batteries acquired from ZOLL in last 24 months for batteries that fall during the Worry-Free service contract period. (When Service Contract purchased post-sale) - For batteries acquired from ZOLL over 24 months ago, one battery per device will be covered for batteries that fall during the Worry-Free service contract period. (When Service Contract purchased post-sale)</p>	2	\$1,865.00	\$1,678.50	\$3,357.00

Subtotal: \$61,071.44

Total: \$61,071.44



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Phone: (800) 348-9011  
Fax: (978) 421-0015  
Email: [esales@zoll.com](mailto:esales@zoll.com)

Alachua County Fire & Rescue  
Quote No: Q-37307 Version: 1

Contract Reference	Description
595423	Reflects County of Volusia 2016 pricing. Notwithstanding anything to the contrary herein, the terms and conditions that shall apply to this quote shall be those set forth in contract number: CW2222400
904375	Reflects Service Contract Worry Free X Series Modifier 2020 contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in Service Contract Worry Free X Series Modifier 2020 shall apply to the customer's purchase of the products set forth on this quote.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/about-zoll/invoice-terms-and-conditions> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. This Quote expires on September 19, 2022. Pricing is subject to change after this date.
2. Applicable tax, shipping & handling will be added at the time of invoicing.
3. All purchase orders are subject to credit approval before being accepted by ZOLL.
4. To place an order, please forward the purchase order with a copy of this quotation to [esales@zoll.com](mailto:esales@zoll.com) or via fax to 978-421-0015.
5. All discounts from list price are contingent upon payment within the agreed upon terms.
6. Place your future accessory orders online by visiting [www.zollwebstore.com](http://www.zollwebstore.com).





**ZOLL Medical Corporation**

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Federal ID# 04-2711626

Phone: (800) 348-9011  
Fax: (978) 421-0015  
Email: esales@zoll.com

Alachua County Fire & Rescue  
Quote No: Q-37307 Version: 1

**Order Information (to be completed by the customer)**

- Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)
- Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

- Yes    PO Number: 2022-00002034                      PO Amount: \$61,071.44  
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)
- No        (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

**Alachua County Fire & Rescue**  
Authorized Signature:

PO #: 2022-2034 to follow

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_










# Zoll - Source Form

Final Audit Report

2022-08-25

Created:	2022-08-25
By:	Mandy Mullins (mmmullins@alachuacounty.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAATqC0MWIVlgjRkdt3QNWxaeJ2zAsivC

## "Zoll - Source Form" History

-  Document created by Mandy Mullins (mmmullins@alachuacounty.us)  
2022-08-25 - 5:43:31 AM GMT- IP address: 163.120.80.11
-  Document emailed to Darryl Kight (dkight@alachuacounty.us) for signature  
2022-08-25 - 5:46:59 AM GMT
-  Email viewed by Darryl Kight (dkight@alachuacounty.us)  
2022-08-25 - 10:37:52 AM GMT- IP address: 66.231.154.174
-  Document e-signed by Darryl Kight (dkight@alachuacounty.us)  
Signature Date: 2022-08-25 - 10:47:34 AM GMT - Time Source: server- IP address: 66.231.154.174
-  Document emailed to lsapp@alachuacounty.us for signature  
2022-08-25 - 10:47:36 AM GMT
-  Email viewed by lsapp@alachuacounty.us  
2022-08-25 - 12:00:27 PM GMT- IP address: 104.28.39.158
-  Signer lsapp@alachuacounty.us entered name at signing as Larry M. Sapp  
2022-08-25 - 12:36:45 PM GMT- IP address: 163.120.80.69
-  Document e-signed by Larry M. Sapp (lsapp@alachuacounty.us)  
Signature Date: 2022-08-25 - 12:36:46 PM GMT - Time Source: server- IP address: 163.120.80.69
-  Agreement completed.  
2022-08-25 - 12:36:46 PM GMT



## EVALUATION TABULATION

SS- ITA No. SS- ITA 22-373-MM

Intended Sole Source Purchase, Maintenance, Services of Zoll Model # X Series Monitor/Defibrillator

RESPONSE DEADLINE: September 8, 2022 at 11:00 am

Report Generated: Thursday, September 8, 2022

### SELECTED VENDOR

#### VENDOR RECOMMENDED BY THE EVALUATION PROCESS

Vendor	Location
ZOLL Medical Corporation	Chelmsford, MA

## PHASE 1

### EVALUATORS

Name	Title	Agreement Accepted On
Mandy Mullins	Procurement Agent I	Sep 1, 2022 8:10 PM

### EVALUATION CRITERIA

Criteria	Description	Scoring Method	Weight (Points)
Admin Scoring - Sole Source only		Points Based	10 (100% of Total)

### AGGREGATE SCORES SUMMARY

EVALUATION TABULATION

SS- ITA No. SS- ITA 22-373-MM

Intended Sole Source Purchase, Maintenance, Services of Zoll Model # X Series Monitor/Defibrillator

Vendor	Mandy Mullins	Total Score (Max Score 10)
School Health Corporation	0	0
ZOLL Medical Corporation	10	10

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	<u>Admin Scoring - Sole Source only</u> Points Based 10 Points (100%)	Total Score (Max Score 10)
School Health Corporation	0	0
ZOLL Medical Corporation	10	10

INDIVIDUAL PROPOSAL SCORES

**School Health Corporation**

**Admin Scoring - Sole Source only | Points Based | 10 Points (100%)**

Mandy Mullins: 0

Cannot provide Product

**ZOLL Medical Corporation**

**Admin Scoring - Sole Source only | Points Based | 10 Points (100%)**

Mandy Mullins: 10

sole source vendor



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

August 31, 2022

Alachua County Fire Rescue  
5900 NW 13<sup>TH</sup> Street  
Gainesville, FL 32653

Dear Mark Shelton,

ZOLL Medical Corporation sells and services our defibrillator products using our Depot Repair Center at ZOLL Corporate in Chelmsford, Massachusetts. The ZOLL Depot Team is a group of highly skilled, trained professionals that have extensive experience in electronics, product application and process quality control. The intense quality and environmental testing performed by this team at the factory cannot be duplicated in any field environment.

There are no other ZOLL authorized companies providing repairs for the ZOLL M Series, E Series, R Series and X Series defibrillators that ZOLL has sold in North America. We do not use outside authorized agencies to provide on-site Preventive Maintenance checks on our products. In addition, we do have authorized International ZOLL Distributors who provide service within their countries.

If you should have any questions, please do not hesitate to call me at 1-800-242-9150, extension 9587.

Sincerely,

A handwritten signature in blue ink that reads "Ken Massone". The signature is written in a cursive, flowing style.

Ken Massone,  
Senior Service Contracts Administrator



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
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August 31, 2022

Alachua County Fire Rescue  
5900 NW 13th Street  
Gainesville, FL 32653

Dear **Mark Shelton**,

We appreciate your selection of ZOLL® products for Alachua County Fire Rescue. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series® and X Series Advanced Defibrillators for the EMS Market. ZOLL® or Brooke Elliott, Territory Manager, will not sell an X Series® and X Series Advanced Defibrillator to Alachua County Fire Rescue, through any vendor or dealer.

Should you have any questions or require additional information please contact me at 800-348-9011 x 9657

Sincerely,

A handwritten signature in blue ink that reads "Nancy Branco". The signature is written in a cursive, flowing style.

Nancy Branco  
Local Contracts Specialist

School Health Corporation is unable to supply the unit you are requesting at this time