

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 ONLY 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:	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)
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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.

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"/>	None 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).

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

[Handwritten Signature]

Requester Signature

6/24/2021

Date of Signature

Cheryl Ellis

Director

[Handwritten Signature: Cheryl Ellis]

Director Signature

6/24/2021

Date of Signature

Part VII: PROCUREMENT & BOCC

Single Source

Sole Source

[Handwritten Signature]

Procurement Manger

[Handwritten Signature: Harry M Sapp]

Procurement Manger Signature

7.27.2021

Date of Signature

Chair

Chair Signature

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
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

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

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

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Documents

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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).

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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GDR 3321967_J

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.



Larry M. Sapp

Procurement Manager
Procurement
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352-337-6269 (Direct)



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.