

# MANATEE COUNTY GOVERNMENT

## SOLE SOURCE *or* NONCOMPETITIVE INTENT TO AWARD

<b>SUBJECT</b>	Zoll Auto Pulse, CPR units	<b>DATE POSTED</b>	MC <u>2/11/15</u> ✓ SE
<b>PURCHASING REPRESENTATIVE</b>	Bonnie Sietman, Sr. Buyer 941-749-3046 x3046	<b>DATE CONTRACT SHALL BE AWARDED</b>	February 18, 2015 (post for five business days)
<b>DEPARTMENT</b>	Public Safety	<b>CONSEQUENCES IF DEFERRED</b>	N/A
<b>AUTHORIZED BY</b>	SS #201500148 Valid 2/10/2015 Task #20150998 R059970	<b>AUTHORIZED BY DATE</b>	February 11, 2015 (approved BLS 2/10/2015) (see attachment)

### NOTICE OF INTENT TO AWARD

Noncompetitive notice of Intent to Award SS #201500148 (task #20150998, R059970) to procure four AutoPulse® System with Pass Thru and associated accessories from Zoll Medical Corporation located in Chelmsford, MA.

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws, Sections 2-26-40 & 2-26-45

### BACKGROUND/DISCUSSION

- This procurement is for four AutoPulse® Systems with Pass Thru, soft carry cases, chest compression bands, extrication stretchers, li-ion batteries, and chargers.
- Public Safety, EMS Division, reports that clinical studies show that pre hospital mechanical CPR, improves the return of spontaneous circulation by as much as 30%. The AutoPulse® mechanical CPR system is the only system that will readily store in the current ambulance configuration without modification.
- The capital expenditure is \$55,000.00.
- These units will allow EMS/EMT's to provide pre hospital mechanical CPR to patients in cardiac arrest.

If a vendor believes this item is not a sole source procurement, Manatee County Purchasing Division requires prospective vendors provide information regarding their ability to supply the commodity or contractual services described prior to the date indicated for "date contract shall be awarded".

<b>ATTACHMENTS</b> (List in order of attached) •	<b>FUNDING SOURCE</b> (Acct Number & Name) <input type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b> \$55,000.00	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement) 1059001707-564000 1059001707-552000



## Sole Source/Noncompetitive Purchasing Request

**Department:** Public Safety/EMS      **Contact:** Bryan Boren      **Ext:** 1657

**Purchase Request (PR) Number:** R059970      **Date:** 01/28/2015

**Description:**  
(Explain request in detail) Purchase of Zoll AuotoPulse System

**Vendor:** Zoll Medical Corporation      **Phone:** 978-421-9655      **Cost:** 55,000.00

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**PART I – SOLE SOURCE PURCHASING** (*Sole source purchasing* is defined as the acquisition of commodities or services where there is only one available source for the required commodity or service. Ex: proprietary software or equipment, copyright)

1. **Are these commodities or services only available from one single source?**  Yes  No

2. **Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.**

Clinical studies have shown that with pre hospital mechanical CPR, ROSC rates have increased by as much as thirty percent. The AutoPulse mechanical CPR system is the only system that will readily store in the current Ambulance configuration with out modification.

3. **Why is this vendor the only source from which to make this purchase? Describe efforts made to verify this information. (Attach sole source letter from vendor as documentation)**

Zoll Medical is the sole manufacturer and distributor of the AutoPulse System.

4. **Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the sole source purchase is not approved.**

EMS would not be able to provide prehospital mechanical CPR to pateints in cardiac arrest.

**NOTE:** In any case where the County seeks to purchase from a sole source materials for the construction, modification, alteration or repair of any county-owned facility, the Board of County Commission must first make the written findings required by Florida Statutes, Section 255.04.

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**PART II – NONCOMPETITIVE PURCHASING** (*Noncompetitive purchasing* is defined as the acquisition of commodities or services from a unique source or provider based upon particular skills and expertise (Ex: standardization, warranty, compatibility) where other competitive sources may be available; or upon a determination that the likely, non-speculative cost of obtaining competitive quotes would exceed any potential savings and benefit to the County.)

1. ***Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.***

The Zoll AutoPulse System is the only non piston mechanical CPR system on the market. The construction and the way this system stores will allow EMS to store the device in the current Ambulance configuration with out costly modification.

2. ***Explain the advantages of this noncompetitive purchase on the basis that only one practical source exists. Describe the efforts made to verify this information. (Attach manufacturers or distributorships letter as documentation)***

The Zoll AutoPulse System is the only mechanical CPR system that uses a circular strap rather than being piston driven.

3. ***Will this purchase obligate us to a particular vendor for future purchases, either in terms of maintenance or compatibility should the need arise to purchase a 'like' item in the future?***

Yes.

4. ***Describe your efforts to obtain the best price from the vendor and provide any documentation to substantiate your findings. Give the result of the initial offer versus the final offer.***

EMS received the first quote for three units at 46,552.32. Contacted vendor for second quote for four units at 55,000.00.

5. ***Would you prefer Purchasing to contact vendor for the best price?***  Yes  No

6. ***Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the noncompetitive purchase is not approved.***

Prehospital mechanical CPR is vital to pateint survival rates in cardiac arrest. Purchase of other systems would increase costs for units and involve costly Ambulance modifications. Unable to calculate exact cost.

I hereby request that a sole source/noncompetitive request be approved for the purchase of the above statement of work, material, equipment, commodity, or service.

_____ Division Manager's Signature (up to \$25,000)	_____ Print Name	_____ Date
<i>Laurie Feagans</i>	<i>Laurie Feagans</i>	<i>6/28/15</i>
_____ Department Director's Signature (Greater than \$25,000)	_____ Print Name	_____ Date

**FOR PURCHASING DIVISION USE:**

**Sole Source:**          **Posting:** Categories Three and Four require an electronic posting for a minimum of five (5) business days. Category Five requires BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

**Noncompetitive:**          **Posting:** Category Three requires an electronic posting for a minimum of five (5) business days prior to award. Categories Four and Five require BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

Reviewed and Approved by: *Laurie Feagans* *2/15/2015*

\_\_\_\_\_  
**Buyer Name / Date**  
(up to \$100,000)

\_\_\_\_\_  
**Contracts/Buyer Manager / Date**  
(up to \$250,000)

\_\_\_\_\_  
**Purchasing Official / Date**  
(Greater than \$250,000)



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

Thursday, January 15, 2015

Bryan Boren, Logistics Manager  
Manatee County EMS  
2101 47th Terrace East  
Bradenton, Florida 34203

Dear Mr. Boren:

Thank you for your interest in the ZOLL AutoPulse®. ZOLL Medical Corporation is the sole manufacturer and distributor the AutoPulse product line. ZOLL Medical is also the only supplier and distributor for the following AutoPulse capabilities and accessories:

- LifeBand®
- AutoPulse Li-Ion Battery
- AutoPulse SurePower Battery Charger

As a medical device these options and accessories are company specific. ZOLL has applied for, and is the only company to have received, the necessary clearances. Consequently, ZOLL Medical is the only source from whom these capabilities are available. Feel free to contact me directly should you have any questions or need additional information.

Sincerely,

Terrence Kehoe, MS, NRP  
Manager, EMS Marketing  
ZOLL Medical Corporation

978-421-9864 direct  
tkehoe@zoll.com