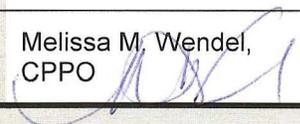


MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Cardiac Monitor / Defibrillator / Capnography Units	DATE POSTED	MC <u>3/31/16</u> X SE DS <u>3/31/16</u> X SE CC <u>N/A</u>
PURCHASING REPRESENTATIVE	Jacob Erickson, 3053	DATE CONTRACT SHALL BE AWARDED	Upon Completion of Successful Negotiations
DEPARTMENT	Public Safety Department	CONSEQUENCES IF DEFERRED	None
SOLICITATION	RFP #16-0775CP	AUTHORIZED BY DATE	Melissa M. Wendel, CPPO 

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with ZOLL Medical Corporation to provide Cardiac Monitor / Defibrillator / Capnography Units for the Manatee County Public Safety Department.

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

BACKGROUND/DISCUSSION

PROJECT BACKGROUND:

The Manatee County Public Safety Department is seeking approximately 28 Cardiac Monitor / Defibrillator / Capnography units to replace existing equipment. The units shall be available for immediate delivery and will be maintained by an annual maintenance contract and general warranty. The new units will use Continuous Waveform Capnography (EtCO2) both through endotracheal tube and nasal cannula or other similar device(s) with screen display and print capability.

SOLICITATIONS:

The RFP was advertised on the Manatee County website and DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Three (3) proposals were received.

Firms that submitted proposals include:

Philips Healthcare, a division of Philips Electronics North America Corporation	Andover, MA
Physio-Control, Inc.	Redmond, WA
ZOLL Medical Corporation	Chelmsford, MA

ATTACHMENTS (List in order of attached)		FUNDING SOURCE (Acct Number & Name)	Various CIP Accounts Per Work Assignment <input type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
COST	\$850,000 before negotiation	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	N/A

EVALUATION COMMITTEE (VOTING) MEMBERS:

Jacob Saur – Deputy Chief Logistics, Public Safety Department
Kim Stroud – Health Benefits Manager, Human Resources Department
Jacob Erickson - Contracts Negotiator, Financial Management Department (Chairman)

Non-Voting Staff Attending:

Robert Smith – Director, Public Safety Department
Paul Diccio – Deputy Chief, Public Safety Department

EVALUATION RESULTS:

The Evaluation Committee (the “Committee”) initially convened to review evaluation committee responsibilities and the Florida Sunshine Law as applicable to public meetings and proceeded to review the responsive proposal to the requirements of the RFP. The Evaluation Committee then proceeded to review each of the three (3) proposals for their responsiveness to the requirements of the RFP. As a result of the discussion, the Committee unanimously voted to commence negotiations with ZOLL Medical Corporation, Chelmsford, MA.

ZOLL Medical Corporation, Chelmsford, MA – The firm demonstrated exceptional qualifications in their proposal. ZOLL Medical Corporation, an Asahi Kasei Group company, develops and markets products for defibrillation and monitoring, circulation and CPR feedback, data management, fluid resuscitation, and therapeutic temperature management. ZOLL Medical Corporation’s proposed Cardiac Monitor / Defibrillator / Capnography Units (X Series) provide built in CPR feedback which reduces the need for extra devices, provides an ingress protection of 55 and built in WiFi both of which were preferred specifications set forth in the RFP Scope of Services. Upon further review, it was also determined that the ZOLL Medical Corporation’s proposed units were also the lightest out of the three (3) proposed units and ZOLL Medical Corporation also offers unlimited data review software with no associated subscription costs. Taking these factors into consideration, the Evaluation Committee determined ZOLL Medical Corporation an exceptionally qualified proposer. As a result, the Evaluation Committee ranked this firm first.

Physio-Control, Inc., Redmond, WA – The firm demonstrated very strong qualifications in their proposal. Physio-Control, Inc., headquartered in Redmond, WA, develops, manufactures, sells, and services emergency care products for in-hospital and out-of-hospital use. Physio-Control, Inc.’s proposed Cardiac Monitor / Defibrillator / Capnography Unit (called the LIFEPAK 15 Monitor/Defibrillator) offers temperature monitoring and external power provide 360J of energy and 12-lead ECG transmission capability. Upon further review of the submitted proposal, Physio-Control, Inc.’s proposed unit does not supply built in WiFi and was the heaviest unit of the three (3) proposed units. Physio-Control, Inc. also proposed two pricing proposals (purchase vs. lease) with the purchase cost being the highest out of the three (3) proposers along with other fees associated. Physio-Control, Inc. also stated in their proposal that they were not able to meet the immediate delivery requirement. As a result of the deliberation, the Evaluation Committee ranked this firm second.

Philips Healthcare, a division of Philips Electronics North America Corporation, Andover, MA – The firm demonstrated acceptable qualifications in their proposal. Philips Healthcare, based in Andover, MA, is the current provider of Cardiac Monitor / Defibrillator / Capnography Units to Manatee County. Their proposed Cardiac Monitor / Defibrillator / Capnography Unit (called the Heartstart MRx Monitor / Defibrillator) aligned with the general requirements of the RFP. Though providing the lowest cost of the three (3) proposals, the Heartstart MRx unit does not incorporate internal WiFi and the ingress protection on the monitor was below the preferred threshold. As a result, the Evaluation Committee ranked this firm third.

Upon completion of the Evaluation Committee meeting, the Committee ultimately recommended the Intent to Negotiate award for **ZOLL Medical Corporation** to the County Administrator.

ESTIMATED COST OF SERVICES: The estimated expenditure is \$850,000 before negotiation.

FUNDING: 0010007101 - EMS Operations Machinery and Equipment / 1790015900 – Public Safety Impact Fee

The above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.

The Evaluation Committee voted unanimously 3 to 0 to proceed with ZOLL Medical Corporation.

The resulting agreement will be managed by the Public Safety Department.