

SOLE SOURCE

NTSS-014-23

PROCARE LIFEPAK-MONITOR/DEFIB

FOR THE

CITY OF HOLLYWOOD, FLORIDA (CITY)

NTSS Issue Date: November 3, 2022

Questions Due Date: undefined

Submittal Due Date: November 10, 2022, 6:00 pm

City of Hollywood
NTSS-014-23
ProCare LIFEPAK-Monitor/Defib

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Attachments:

Stryker_Medical_Quote_for_Life-Pak_15's.02.pdf

1. INTRODUCTION

1.1. Summary

THIS IS NOT A COMPETITIVE BID

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Services Division has received a request to make the following sole-source procurement:

Requesting Department/Office: Fire

Product and/or services to be purchased: ProCare LifePak- Monitor/Defib

Anticipated Cost: \$428,758.92

Sole Source Justification: Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training markets in the U.S. and Canada.

1.2. Contact Information

Janice Thompson

Procurement Specialist

2600 Hollywood Blvd., 303

Hollywood, FL 33020

Email: jthompson@hollywoodfl.org

Phone: [\(954\) 921-3553](tel:9549213553)

Department:

Procurement Services

Department Head:

Steve Stewart

Chief Procurement Officer

1.3. Timeline

Project Release Date	November 3, 2022
Submission Deadline	November 10, 2022, 6:00pm

2. PROJECT DETAILS

2.1. Action to be Taken:

No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole source, you may respond with a statement regarding capability to provide the specified procurement. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within five (5) business days after the date of publication of this synopsis will be reviewed by the City.

Please do not submit a bid for this public posting.

3. VENDOR SUBMISSIONS

3.1. Response*

If you firm feels it can provide this type of good/service, Please explain in this field.


*Response required

3.2. File Upload

ProCare LIFEPAK-Monitor/Defib

 Reports

✓ CLOSED

 [Status History](#)

Template

Sole Source

Department

Procurement Services

Project ID

NTSS-014-23

Closed Out

The City didn't receive any responses and will proceed with award to Stryker.



Project Request

Skipped



Solicitation

Complete!



Builder ✓



Sourcing ✓



Evaluations 



Contract

Not started yet





10-2022 LIFEPAK15 (9) w ProCare/AFG Grant

Quote Number: 10431673

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308
Chicago, IL 60673-3308

Prepared For: CITY OF HOLLYWOOD FIRE RESCUE

Rep: Gisel Lepior

Attn:

Email: gisel.lepior@stryker.com

Phone Number:

Quote Date: 10/25/2022

Expiration Date: 12/23/2022

Delivery Address

Name: CITY OF HOLLYWOOD FIRE RESCUE

Account #: 1323631

Address: 2741 STIRLING RD

FORT LAUDERDALE

Florida 33312-6505

End User - Shipping - Billing

Name: CITY OF HOLLYWOOD FIRE RESCUE

Account #: 1323631

Address: 2741 STIRLING RD

FORT LAUDERDALE

Florida 33312-6505

Bill To Account

Name: CITY OF HOLLYWOOD FD

Account #: 1501801

Address: 2741 STIRLING RD

FORT LAUDERDALE

Florida 33312

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99577-001957	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order	9	\$34,191.87	\$307,726.83
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	9	\$0.00	\$0.00
3.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	9	\$314.07	\$2,826.63
4.0	11220-000028	LIFEPAK 15 Carry case top pouch	9	\$56.55	\$508.95
5.0	11260-000039	LIFEPAK 15 Carry case back pouch	9	\$80.91	\$728.19
6.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	27	\$460.23	\$12,426.21
7.0	11171-000046	Masimo M-LNCSCI, Adult Reusable SpO2 only Sensor. For use with RC Patient Cable.	9	\$280.14	\$2,521.26
8.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	9	\$47.85	\$430.65
9.0	11160-000017	NIBP Cuff -Reusable, Large Adult	9	\$33.93	\$305.37
10.0	11171-000082	Masimo RC Patient Cable - EMS, 4 FT.	9	\$233.16	\$2,098.44
11.0	11171-000049	Masimo Rainbow DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	9	\$595.95	\$5,363.55
12.0	11160-000013	NIBP Cuff-Reusable, Child	9	\$24.36	\$219.24



10-2022 LIFEPAK15 (9) w ProCare/AFG Grant

Quote Number: 10431673

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308
Chicago, IL 60673-3308

Prepared For: CITY OF HOLLYWOOD FIRE RESCUE

Rep: Gisel Lepior

Attn:

Email: gisel.lepor@stryker.com

Phone Number:

Quote Date: 10/25/2022

Expiration Date: 12/23/2022

Equipment Total: \$335,155.32

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
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ProCare Products:

#	Product	Description	Qty	Sell Price	Total
13.1	78000639	ProCare LIFEPAK 15 Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order	9	\$10,400.40	\$93,603.60
ProCare Total:					\$93,603.60

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$428,758.92

Comments:

ONE TIME AFG Grant Fund Discount

7 Years Total of ProCare (1 Year Warranty + 6 Years ProCare)

Prices: In effect for 30 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>.

PENDING APPROVAL



CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Sole Source Justification Form (Use for Purchases(s) over \$5,000)

Per City of Hollywood Ordinance § 38.41 (C) (2), sole source purchases are exempt from competitive bid and competitive proposal requirements. Sole-source goods, supplies, materials, equipment and services, such as unique, patented, or franchised goods, supplies, materials, equipment or services, are exempt if the CPO determines, after conducting a good faith review of available sources, that the particular supply or service is available from only one source.

Date 10/24/2022

Department/Office Fire Rescue

Division/Area 215101

Requestor Alexander N. Poli

Title Division Chief of Administration

Phone 954-967-4248

Email Apoli@hollywoodfl.org

1. Requested Vendor Stryker Medical

Vendor Number 101175

Address PO Box 93308
Chicago, IL, 60673

Contact Person Gisel Lepior

Title Sales

Phone 561-383-1887

Email Gisel.Lepior@Stryker.com

2. Product/Service being requested (be specific). Nine (9) LIFEPAK 15's (EKG/Defibrillators). The purchase also includes the LIFEPAK 15 preventive service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor, and travel with battery coverage. **ProCare: Total 7 years (1 year of Warranty plus six (6) years Procure).**

3. Detailed description of the product/service's function and purpose. The LIFEPAK 15 performs an electrocardiogram and monitors the electrical activity of the heart and is also a defibrillator for acute cardiac care response. It's designed for basic life support and advanced life support.

4. Please explain in detail why this vendor is the sole source supplier for the required product/service. Be sure to explain the necessary features this vendor provides which are not available from any other vendor. Please see attached Sole Source Letter from Stryker Medical

5. Please explain in detail what process the Department/Office took to verify that there are no other vendors or products/services available to perform the required function. Please see attached Sole Source Letter from Stryker Medical

6. Please submit supporting documentation from the vendor or other sources certifying that this vendor is a sole source for the required product/service being requested. For example, the vendor holds the distribution rights, productions rights, copyrights, trademark and/or patent:

- Vendor holds the exclusive rights for the product/service.
- Vendor is the sole provider of the product/service that has unique characteristics essential to the required function which no other product/service is capable of satisfying.
- Product is replacing existing product and necessary to maintain warranty or service contract.
- Product is replacing existing product and is not interchangeable with any other product.
- Other (Please explain). _____

7. Total cost of the requested product/service? \$428,758.92.

8. Total estimated annual (fiscal year) cost of requested product/service? \$428,758.92.

Account Number(s) 111.219802.52200.564530.001614.000.000,
334.219901.52200.564530.001614.000.000 & 334.219901.52200.564530.000104.000.000.

9. Is this product/service covered by a warranty? Yes No

If yes, please attach a copy of the warranty details.

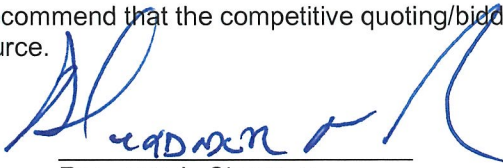
10. Will grant funds be used to pay for the requested product/service? Yes No

If yes, please explain This purchase is partially funded by the 2021 Assistance to Firefighters Grant.

REQUESTING DEPARTMENT RECOMMENDATION

WARNING: Per Florida Statutes 838.22(2) – “It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services.”

I recommend that the competitive quoting/bidding process be waived and that the goods/services be purchased as a sole source.


Requestor's Signature

10/25/22
Date


Director's Signature

10/26/22
Date



ProCare® Services

3800 E. Centre Ave.
Portage MI 49002 USA
1 800 STRYKER
stryker.com

To:	Whom it may concern
Subject:	Emergency Care parts and service
Date:	November 2022

Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All parts are either manufactured by Stryker or outside suppliers and are new, tested and approved for use on Stryker's products.

Stryker employs its own field service team (known as ProCare Services) to service its products and only uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Stryker's Emergency Care products that require the use of such proprietary tools include, but are not limited to:

- Power-LOAD powered fastener system
- Power-PRO 2 powered ambulance cot
- Power-PRO XT powered ambulance cot
- Stair-PRO
- LUCAS 3, v3.1 chest compression system
- LIFEPAK 15 monitor/defibrillator
- LIFEPAK 20e defibrillator/monitor
- LIFEPAK 1000 defibrillator
- LIFEPAK CR Plus defibrillator/LIFEPAK CR2 defibrillator

Tooling is calibrated, documented and controlled by Stryker's home offices in Portage, MI, U.S. and Redmond, WA, U.S. Calibration and training records are available upon request.

Stryker's quality team reviews and documents service repairs. We track and trend service to help ensure the highest level of product performance. Preventive maintenance (PM) and service history documentation is available upon request.

Please contact your local Stryker representative with questions.

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: LIFEPAK, LIFEPAK CR, LUCAS, Power-LOAD, Power-PRO, ProCare, Stryker. All other trademarks are trademarks of their respective owners or holders.

The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.