

RESOLUTION NO. 2018 - 43

A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO PURCHASE AND TO EXECUTE A PURCHASE ORDER FOR FIVE (5) NEW CARDIAC MONITORS AND UPGRADE FIFTEEN (15) EXISTING CARDIAC MONITORS FOR ST JOHNS COUNTY FIRE RESCUE.

RECITALS

WHEREAS, the County seeks to purchase five (5) New Cardiac Monitors and upgrade fifteen (15) existing for St. Johns County Fire Rescue; and

WHEREAS, in accordance with section 302.5 of the St. Johns County Purchasing Manual, entitled "Standardization", the County is authorized to make said purchase in order to maintain compatibility with existing equipment; and

WHEREAS, the purchase of the equipment will be funded by St. Johns County Fire Rescue; and

WHEREAS, the purchase of the equipment serves a public purpose.

NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA:

Section 1. The above Recitals are incorporated by reference into the body of this Resolution and such Recitals are adopted as finds of fact.

Section 2. The County Administrator, or designee, is hereby authorized to purchase Five (5) New X Series Manual Monitor/Defibrillators and Accessories and Upgrade fifteen (15) existing Cardiac Monitors.

Section 3. The County Administrator, or designee, is further authorized to execute a purchase order in the amount of \$499,17.95 for the purchase of Five (5) New X Series Manual Monitor/Defibrillators and Accessories and Upgrade Fifteen (15) Cardiac Monitors from Zoll Medical Corporation.

Section 4. To the extent that there are typographical and/or administrative errors that do not change the tone, tenor, or concept of this Resolution, then this Resolution may be revised without subsequent approval by the Board of County Commissioners.

PASSED AND ADOPTED by the Board of County Commissioners of St. Johns County, Florida, this 18th day of December, 2018.

**BOARD OF COUNTY COMMISSIONERS OF
ST. JOHNS COUNTY, FLORIDA**

By: Paul M. Waldron
Paul M. Waldron, Chair

ATTEST: Hunter S. Conrad, Clerk
By: Pam Halterman,
Deputy Clerk

RENDITION DATE 12/20/18





ZOLL Medical Corporation

Worldwide HeadQuarters
 269 Mill Rd
 Chelmsford, Massachusetts 01824-4105
 (978) 421-9655 Main
 (800) 348-9011
 (978) 421-0015 Customer Support
 FEDERAL ID#: 04-2711626

TO: St. Johns County Fire Rescue
 3657 Gaines Road
 St. Augustine, FL 32084

Attn: Stephanie Whaley
 Deputy Chief

email: swhaley@sjcfl.us

Tel: 904-209-1726

QUOTATION 290098 V:2

DATE: October 30, 2018

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2231011-01	<p>X Series Manual Monitor/Defibrillator \$14,995 with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5" (16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> • MFC cable • MFC CPR connector • A/C power adapter/ battery charger • A/C power cord • One (1) roll printer paper • 6.6 Ah Li-Ion battery • Carry case • Declaration of Conformity • Operator's Manual • Quick Reference Guide <p>• One (1)-year EMS warranty</p> <p>Advanced Options: Real CPR Help Expansion Pack \$995 CPR Dashboard quantitative depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI) • See - Thru CPR artifact filtering</p>	5	\$40,020.00	\$30,815.40	\$154,077.00

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 <http://www.zoll.com/GTC> 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.

Brooke Van Aman
 Territory Manager
 813-428-2861

1. DELIVERY WILL BE MADE 90-120 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO ESALES@ZOLL.COM.
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.



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TO: St. Johns County Fire Rescue
 3657 Gaines Road
 St. Augustine, FL 32084

Attn: **Stephanie Whaley**
 Deputy Chief

email: swhaley@sjcfl.us

Tel: 904-209-1726

QUOTATION 290098 V:2

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FREIGHT: Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		ZOLL NonInvasive Pacing Technology: \$2,550 Masimo Pulse Oximetry SP02 & SpCO \$4,540 • Signal Extraction Technology (SET) • Rainbow SET (for SpCO & SpMet) NIBP Welch Allyn Includes: \$3495 • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff End Tidal Carbon Dioxide monitoring (ETCO2) \$4,995 Oridion Microstream Technology: Order required Microstream tubing sets separately Interpretative 12- Lead ECG: \$8,450 • 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
2	8000-0341	SpO2/SpCO/SpMet Rainbow Resuable Patient Cable: Connects to Single Use Sensors (4 ft)	5	\$245.00	\$188.65	\$943.25

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 3657 Gaines Road
 St. Augustine, FL 32084

QUOTATION 290098 V:2

DATE: October 30, 2018

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Prepay and Add

Attn: Stephanie Whaley
 Deputy Chief

email: swhaley@sjcf.us

Tel: 904-209-1726

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
3	8000-000371	SpO2/SpCO/SpMet Rainbow DCI Adult Reusable Sensor with connector (3 ft)	5	\$845.00	\$650.65	\$3,253.25 *
4	8000-0580-01	Six hour rechargeable Smart battery	10	\$495.00	\$381.15	\$3,811.50 *
*Reflects Discount Pricing.						

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TOTAL \$162,085.00

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TO: **St. Johns County Fire Rescue**
 3657 Gaines Road
 St. Augustine, FL 32084

QUOTATION 290202 V:1

DATE: October 30, 2018

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Free Freight

Attn: **Stephanie Whaley**
 Deputy Chief

email: swhaley@sjcfl.us

Tel: 904-209-1726

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	7508-000003-01	Upgrade, 12 Lead, X Series	15	\$10,562.50	\$9,237.96	\$138,569.40
2	7508-000009-01	Upgrade, ETCO2, X Series	15	\$6,295.00	\$5,505.61	\$82,584.15
3	7508-000007-01	Upgrade, SPCO, X Series	15	\$3,431.25	\$3,000.97	\$45,014.55
4	7508-000000-01	Upgrade, Expansion Pack, X Series	15	\$1,595.00	\$1,394.99	\$20,924.85
*Reflects Discount Pricing.						

TOTAL **\$287,092.95**

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REQUEST FOR APPROVAL
ST JOHNS COUNTY PURCHASING

SUBJECT: Zoll Monitors/Upgrade and Zoll Monitors/New purchase – All approved in FY'19 Budget

SUGGESTED VENDOR: Zoll Medical Corporation

ESTIMATE: \$449,178

REASON FOR REQUEST:

PURCHASING POLICY NUMBER:

A. Standardization

D. Only Known Supplier

G. Public Safety Emergency

B. Spare Parts

E. Delay of Construction Contractor

H. Time Restriction

C. Replacement Parts

F. Environmental Urgency

I. Other

BUDGET ACCOUNT NO/DESCRIPTION: 0048 - 56400

BUDGETED AMOUNT: \$ 511,642

Our request is based on standardization throughout our department. We currently have Zoll cardiac monitors on our Fire Rescue apparatus. The upgrade is to ensure all monitors within the department are able to perform the same monitoring. The new monitors will outfit our Battalion Chief vehicles as well as new ambulances we will be bringing to the fleet this fiscal year.

REQUISITIONER: Amy Land

DATE: 11/6/18

DEPT. MANAGER: 

DATE: 11/8/18

DIVISION MANAGER:

DATE:

PURCHASING REVIEW

DISPOSITION: A. Concurs with Request
B. Does not concur with Request
C. Requires approval(s) as listed below

COMMENTS:

BUYER:

DATE:

PURCHASING MANAGER:

DATE:

MANAGEMENT REVIEW

DISPOSITION: A. Concurs with Request
B. Does not concur with Request

COMMENTS:

____ Darrell Locklear, Assistant County Administrator

DATE:

____ Joy Andrews, Assistant County Administrator

DATE:

____ Michael D. Wanchick, County Administrator

DATE:

(Use reverse side for additional comments)
Return to Purchasing when completed.

Revised 04/05/07