

- 18. Authorize Sole Source Procurement and authorize the issuance of a Purchase Order for the purchase of (6) six LifePak 12 Systems, to Medtronic Physio Control Corporation, Redmond, WA (\$137,586.42).**

The LifePak 12 System is an electrocardiogram monitor/defibrillator used on various rescue units throughout Seminole County. Medtronic Physio-Control Corporation is the only source for these units.

The LifePak 12 System units will enable us to complete the upgrade and installation of EKG units in all of our ALS vehicles with the latest and most advanced cardiovascular technology. The EMS section of the Fire division has been upgrading its EKG equipment over the last several years with the Lifepak 12 System. Medtronic Physio-Control is the only source for this unit, as they do not utilize the services of dealers or distributors for the sale of this product.

This is a budgeted project and funds are available in account number 056100-56064200 (Fire rescue Operations, Machinery and Equipment). Public Safety/Fire Rescue Division and Fiscal Services/Purchasing and Contracts Division recommend that the Board approve the Sole Source Procurement and authorize the issuance of a Purchase Order to Medtronic Physio-Control in the amount of \$137,586.42.

**SOLE SOURCE / PROPRIETARY SOURCE
PURCHASE DATA SHEET
PURCHASING AND CONTRACTS DIVISION**

SOLE SOURCE

PROPRIETARY SOURCE

Date Submitted: January 12, 2004	Requestor: EMS Battalion Chief Stan Human <i>SN</i>
Requisition No.	Dept./Div.: Public Safety; EMS/Fire/Rescue
Item Description: LifePak 12 EKG Defibrillator/Monitor System	
Your Selected Vendor's Name: Medtronic Physio-Control	
Vendor's address: 11811 Willows Road NE, P.O. Box 97023, Redmond, WA. 98073-9723	
Vendor's Phone & Fax No. PH: 800-442-1142 Fax: 800-732-0956	
Vendor's Contact Person: Local Sales Rep. Susan Cote: Ph. 800-442-1142 x 2485	
Justification, state why this is the only item which will fulfill your needs: The entire current inventory of electrocardiogram (EKG) monitor/defibrillator equipment used by the EMS/Fire Division is manufactured by Medtronic/Physio-Control. With the approval of this purchase request, every ALS equipped vehicle (33) will be carrying the latest and most advanced cardiovascular EKG technology (12-Lead monitor/defibrillator with O2 AND CO2 sensing capability). The EMS Section of the Fire/EMS Div. has been upgrading its' EKG equipment over the last several years. Medtronic/Physical Control Lifepak 12 monitor/defibrillators were the chosen equipment to accomplish this upgrade and changing now to another brand and manufacturer would not allow for equipment continuity and consistency.	
Comment and/or verify if there are other sources of supply that meet this need: No other vendor sells or services LifePak 12 equipment other than Medtronic/Physio-Control. They are the only source from which to obtain the LIFEPAK defibrillator/monitor family of products, parts, and accessories.	
Vendor #1 Contact: N/A	Phone #
Vendor #2 Contact: N/A	Phone #
Vendor #3 Contact: N/A	Phone #
Attachments:	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
Requesting Division Head Signature: <i>[Signature]</i>	Date: 1/15/04
Requesting Department Head Signature: <i>[Signature]</i>	Date: 1/15/04

Reviewing Purchasing and Contracts Staff	
Buyer/Contracts Analyst Review: <i>[Signature]</i>	Date: 1/15/04
Supervisor Review: <i>[Signature]</i>	Date:

Purchasing Manager - Determination	
Comments:	
Approval/Disapproval of:	
Purchasing Manager Signature: <i>BCE approval -</i>	Date:
PO/Contract No.:	Amount: \$



Medtronic
PHYSIO-CONTROL

To: Chief Stan Human
EMS
Seminole County
Fire Rescue
150 Bush Blvd
Sanford, FL 32773
Phone: (407) 685-5051
Fax: (407) 685-5010
shuman@co.seminole.fl.us

Medtronic Physio-Control Corp.
11811 Willows Road NE
P.O. Box 97023
Redmond, WA 98073-9723 U.S.A
www.physiocontrol.com
www.medtronic.com
tel 800.442.1142
fax 800.732.0956

Quote# 1-22H82
Rev#: 8
Quote Date: 10/20/2003
Sales Consultant: Susan Cote
800-442-1142 x 2485
Redmond, WA

FOB:
Shipping:
Terms: Net 30, all quotes subject to credit approval and the following terms & conditions

Exp Date: 11/24/2003

Contract: None

Line	Part#	Product	Qty	Unit Price	Unit Disc	Unit Net Price	Total
1	Write-In Product	LIFEPAK 12 SYSTEM Includes LIFEPAK 12 defibrillator/monitor with Adaptive Biphasic waveform AED, Pacing, EL Screen, SpO2, 12-Lead, NIBP, EtCo2 and 100mm printer. Also includes BSS2 unit, four 2.4 amp batteries, finger sensor, SpO2 extension cable for sensor, basic carrying case, top pouch, left pouch, large back pouch and trade-in.	6	\$33,105.16	\$10,174.09	\$22,931.07	\$137,586.42
2	RP-CO2	ETCO2 UPGRADE PROMOTION Requires purchase of 10 boxes of FilterLine disposables. ** Valid only through January 23, 2004**	3	\$5,150.00	\$2,155.00	\$2,995.00	\$8,985.00
3	11996-000081	Filterline Set Adult/Pediatric - Includes airway adapter Box of 25, for short term intubated patients	10	\$215.00	\$0.00	\$215.00	\$2,150.00
4	11996-000081	Filterline Set Adult/Pediatric - Includes airway adapter Box of 25, for short term intubated patients	1	\$215.00	\$215.00	\$0.00	\$0.00

GRAND TOTAL \$148,721.42

Pricing Summary Totals

List Price:	\$216,445.98
None Contract Discount:	- \$8,465.00
Cash Discounts:	- \$61,259.54

Purchase Request for Pentamation Entry

26-Nov-03

Budget Information

056100-60-64/00-60-

Requestion No.

2400735

Order Number: 380

Vendor Information 10475

Medtronic Physio-Control Corp.

11811 Willows Rd Ne

Redmond, WA 00401

Contact: Julie Account #

Phone (800) 442-1142 4132FAX (800) 426-8049

Ship To:

EMS Office Fire/Rescue

150 Bush Blvd

Sanford, FL 32773

(407) 665-5051



Item	Description	Vendor PN	Cost	Unit	Qty	Total
1	LIFEPAK 12 System as per quote of October 23, 2003. Quote # 1-22H82 Ship prepaid and add to invoice. Trade-ins BCC #'s 16798, 17025, 21695, 02381, 17024, 17026	LIFEPAK 12 SYSTEM	22931.07	Each	6	\$137,586.42

Budget or BPO Balance

\$149,400.00

Accountant

Spread Sheet

Order Total

\$137,586.42

Person Requiring This Material:

BC Human

Balance After Request

\$11,813.58

Approved

WB 12/18 *JA*

Additional Information

Quote attached

Tailgate delivery only can be accepted



June 17, 2003

Dear Chief Human

In response to your recent request, I am writing to verify that Medtronic Physio-Control Corporation is the only source from which to obtain the LIFEPAK defibrillator/ monitor family of products, its parts and accessories in your marketplace. Medtronic Physio-Control does not utilize the services of any dealers or distributors in the sale of our products in your marketplace.

If you have any questions, please feel free to contact me at 800-442-1142 ext. 4940.

Sincerely,

Murray Lorange
Sr. Pricing and Contracting Manager

MEDTRONIC PHYSIO-CONTROL