

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20040775

1. REQUESTED MOTION:

ACTION REQUESTED: Approve Waiver # W-040502 to waive formal quotation procedure, due to sole source, for the Division of Public Safety (EMS), for the purchase of defibrillator accessories and supplies on an ongoing basis from Zoll Medical Corporation. Estimated annual expenditures for these materials will be approximately \$85,000. Funding will come from the individual departments budget and they will be responsible for monitoring their own expenditures.

WHY ACTION IS NECESSARY: All expenditures over \$50,000 must be board approved.

WHAT ACTION ACCOMPLISHES: Allows the Division of Public Safety (EMS) to acquire these materials.

2. DEPARTMENTAL CATEGORY:

COMMISSION DISTRICT #

A7A

3. MEETING DATE:

06-29-2004

4. AGENDA:

- CONSENT ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

5. REQUIREMENT/PURPOSE:
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. CODE
- OTHER

AC-4-1

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT
- C. DIVISION *Public Safety*

BY: *John Wilson*

BACKGROUND: On June 9, 2004 Lee County Purchasing received a request from the Division of Public Safety (EMS) for an ongoing bid waiver for accessories and supplies sold exclusively through Zoll Medical Corporation. Purchasing has verified that Zoll Medical Corporation is the exclusive distributor of accessories and supplies for Zoll defibrillators. Account String: KF5260100100

Please see attachments:

- (1) Department Request for Bid Waiver
- (2) Sole Source Justification Form
- (3) Vendor's Sole Source Letter

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

| A Department Director | B Purchasing or Contracts | C Human Resources | D Other | E County Attorney | F Budget Services | | | | G County Manager |
|--------------------------|--------------------------------------|----------------------|------------|----------------------|--|--|--|--|--|
| <i>[Signature]</i> | <i>[Signature]</i> <i>6-10-04</i> | | | <i>[Signature]</i> | OA <i>[Signature]</i> <i>6/15/04</i> | OM <i>[Signature]</i> <i>6/15/04</i> | Risk <i>[Signature]</i> <i>6/15/04</i> | GC <i>[Signature]</i> <i>6/15/04</i> | IB <i>[Signature]</i> <i>6/15/04</i> |

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: *6/10/04*
Time: *11:30 AM*
Forwarded To:

RECEIVED BY
COUNTY ADMIN: *[Signature]*
6/10/04
3:30 pm
COUNTY ADMIN
FORWARDED TO: *[Signature]*
6/10/04

HS

ATTACHMENT 1

Chris Hansen - Zoll "M" Series Monitor Support Items

From: John Norton
To: Hansen, Chris
Date: 6/8/2004 1:34 PM
Subject: Zoll "M" Series Monitor Support Items
CC: Kainrad, Dave; Lewis, Patrick; Molina, Philip

Hi Chris,

Please ask Director Wilson to endorse this note and forward it to the Purchasing Division along with the attachments, attention Mr. Chris Jeffcoat. The State contract we used, under our Quote # EX030656, to purchase Zoll ECG Electrodes, Adult and Pedi De-fib Pads, and Monitor Paper will expire on June 18, 2004. Purchasing has to get the Board of County Commissioners to approve sole source for the items above.

Our part of the process is to get this request to Purchasing to ask them to pursue it for us. Chris Jeffcoat has reviewed all of the documents in advance and is anticipating Director Wilson's approval.

Thanks, John.

Please advise how I may serve you today.

John V. Norton
Logistic Manager (North)
Public Safety/EMS
nortonjv@leegov.com
Phone 239-652-6020
Fax 239-652-6018

Approved
Dan D. Wilson
6/9/04

Revision Date:

ITEMS TO BE ATTACHED TO EXISTING LINE, WHICH IS:

ITEMS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

NO PARTS TO BE ATTACHED TO EXISTING EQUIPMENT

ITEMS MUST MATCH EXISTING EQUIPMENT, WHICH IS:

REASON FOR REQUESTING SOLE SOURCE:

TECHNICAL CHARACTERISTICS:

FROM THE SYSTEM

EXHIBITABLE SUPPLY FROM THE SYSTEM

(MAY ALSO BE ATTACHED AS A MEMO)

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:

SOLE SOURCE

SOLE SOURCE NUMBER:

DEPARTMENT: *Log Support*

REGISTRATION NUMBER:

DATE: *JUNE 5, 2007*

JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

ATTACHED
APPROVED: *[Signature]*
DATE: *[Signature]*

TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS BECAUSE:

.....

NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM REQUIREMENTS:

MANUFACTURER'S NAME:

REASON:

MANUFACTURER'S NAME:

REASON:

MANUFACTURER'S NAME:

REASON:

OTHER

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE FROM VENDOR; EITHER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

.....
.....
.....
.....
.....
.....

Revision Date:

B) COST ANALYSIS PERFORMED:

BASED ON:

SIGNATURE AND TITLE OF REQUESTER

I, Chris Jeffcoat AUTHORIZED BUYER,
CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS REFERRED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID/WAIVER APPROVED.

Chris Jeffcoat
BUYER

Frank K. Sheehan 6-10-04
PURCHASING DIRECTOR

Revision Date:

ZOLL

ATTACHMENT 3

ZOLL Medical Corporation

Worldwide Headquarters
269 Mill Road
Chelmsford, Massachusetts 01824-4103
U.S.A.

800-348-2011 Main
978-421-8655 Fax

June 1, 2004

John Norton, Parts Manager
Lee County Public Safety EMS
190 Evergreen Road
N. Fort Myers, FL 33903

Dear Mr. Norton

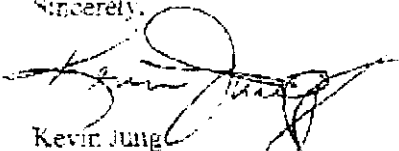
ZOLL Medical Corporation, headquartered in Chelmsford, MA, designs, manufactures and markets an integrated line of proprietary, noninvasive resuscitation devices and disposable electrodes. These innovative products are used by health care professionals to provide pacing and defibrillation in the emergency treatment of cardiac arrest victims in hospitals and pre-hospital settings. ZOLL Medical is the sole manufacturer and distributor of the following:

1. 4 ECG Electrodes/pouch, 120 pouches/case PN: 8900-0004
2. 6 ECG Electrodes/pouch, 100 pouches/case PN: 8900-0006
3. *start* pads HVP Multi-Function Electrodes, 12 pairs/case PN: 8900-2003
4. *pad* pads Multi-Function Electrodes, 6 pairs/case PN: 8900-2005
5. Recorder Paper 80mm Fan Fold, 20 packages PN: 8000-0301

The above items have been clinically tested and are an integral part of the M Series monitor/defibrillator system. Lee County Public Safety EMS has selected.

We at ZOLL Medical Corporation appreciate your support. If you have any questions, please do not hesitate to contact me at 800-242-9150 ext. 9576

Sincerely,



Kevin Jung
EMS Territory Manager
954-614-8028
kjung@zoll.com