

# **Zoll Defibrillators Accessories for Fire/EMS**



**Item # 6**

**December 5, 2024**

**Troy Elliott, CPA, Deputy Chief Financial Officer  
Finance Department**

# Solicitation Summary



- Audit Committee Briefing: March 12, 2024
- Competitive RFO released: March 20, 2024; Deadline, July 26, 2024
- RFO included:
  - Total of 35 line-items to be awarded
  - Award on a line-item basis
  - Product line-items based on part numbers, not manufacturer
  - 2 line-items included substitution option
  - Local Preference up to 5% on a line-item basis
  - Inventory requirements on high volume usage items (30-day supply/inventory for 4 specified items)
  - SBEDA Subcontracting Requirements: 15% M/WBE (Prime self-performance)

# Solicitation Results



- 7 Offers were Received
- 4 Vendors deemed Responsive
  - B&E Medical Supply\*
  - Con10gency Consulting LLC\*
  - Medwheels, Inc.\*
  - Life Assist, Inc. – Received a SBEDA waiver to the 15% subcontracting goal
- 3 Vendors deemed Non-Responsive
  - Bound Tree Medical, LLC – did not meet SBEDA requirements
  - QuadMed, Inc. – did not meet SBEDA requirements
  - Zoll Medical Corporation – exceptions to terms and conditions, and did not meet SBEDA requirements

\*SBEDA Suppliers

# Solicitation Results (continued)



<b>B&amp;E Medical Supply</b>
Dual Lumen NIBP 10' Hose Propaq MD (Zoll)
X-Series Carry Case Premium (Zoll)
Accuvent Flowtube (Zoll)
Cable Assembly Flow Sensor Cntr Accuvent (Zoll)
X-Series Carry Case Premium (Zoll)
12 Lead One Step ECG Cable (Zoll)
Limb Lead ECG Cable (4 Lead) (Zoll)
V Lead ECG Cable (Zoll)
Multifunction Therapy Cable (Zoll)
CPR Connector (Zoll)
AC Power Adapter (Zoll)
US Power Cord (Zoll)
X-Series Power Extension Cable (Zoll)
Pedi Padz II (Zoll)*
AED Pro ECG Cable AAMI (Zoll)
AED Pro Soft Carry Case (Zoll)
Suction Cup for ACD-CPR Device (Zoll)
ResQCPR Carrying Case (Zoll)
Adult Disposable Circuit AEV – 6 foot (Zoll)*
Infant Disposable Circuit AEV - 6 foot (Zoll)*
Ventilator Test Lung (Zoll)
Ventilator Carry Case (Zoll)
<b>Total Items: 22</b>
<b>Total Estimated Annually: \$139,347</b>
<b>Total Estimated 5-Year Term: \$696,735</b>

<b>Life Assist, Inc.</b>
Smart Capnoline Plus O2 Adult (Masimo)**
Filterline Set, Adult/Pediatric (Masimo)
CPR STAT PADZ HVP MULTI-FUNCTION (Zoll)**
Blood Pressure Cuff Large Adult (Welch Allyn)**
Blood Pressure Cuff Child 2 tube (Welch Allyn)
Disposal BP Cuff - Soft Infant - 2-tube (Welch Allyn)
Neonatal BP Cuff Kit (Size 1-5) (Welch Allyn)
Blood Pressure Cuff Thigh (Welch Allyn)
Blood Pressure Cuff Adult (Welch Allyn)
ECG Plain White Paper - 80mm (Leonhard Lang USA)
<b>Total Items: 10</b>
<b>Total Estimated Annually: \$433,365</b>
<b>Total Estimated 5-Year Term: \$2,166,825</b>

<b>Medwheels, Inc.</b>
Patient Sensor Adult Rainbow (Masimo)**
Patient Cable - 4' Rainbow (Masimo)
Patient Sensor Pediatric Rainbow (Masimo)
<b>Total Items: 3</b>
<b>Total Estimated Annually: \$183,514</b>
<b>Total Estimated 5-Year Term: \$917,570</b>

\*Local Preference Program  
 \*\* Inventory Requirements

## Award Recommendation:

- 3 vendors recommended for award
- Total of 35 line-items to be awarded
- Total Annual Cost: \$756,226
- Total 5-Year Term Cost: \$3,781,130



# Solicitation Results (continued)



- RFO required 15% M/WBE subcontracting goal with self-performance by Prime
- Achieved a 43% (\$1,614,305) SBEDA Prime Participation
  - B&E Medical Supply (SBE, MBE, ESBE, HABE & Local)  
\$139,347 annually; \$696,735 for 5-year term
  - Medwheels, Inc. (SBE, MBE, ESBE, HABE & Local)  
\$183,514 annually; \$917,570 for 5-year term
- 57% to Life Assist, Inc., \$433,365 annually; \$2,166,825 for 5-year term
- Total Annual Cost: \$756,226
- Total 5-year term Cost: \$3,781,130



**Thank You**