



CITY OF NORTH PORT PROCUREMENT REQUEST FORM SOLE/SINGLE SOURCE/STANDARDIZATION



Please indicate: Visa Purchase Purchase Order

Single Purchase (For current FY) Blanket Purchase (Ongoing purchases for current FY) Change Order Amendment

DEPARTMENT/DIVISION: Fire Rescue NAME OF REQUESTOR: Nick Herlihy

If Applicable: COMMISSION MEETING DATE: Nov 10,2020 AGENDA ITEM NUMBER: Not yet assigned

Section 2-407 of the City of North Port Procurement Code states a Sole/Single source purchase is defined as a non-competitive purchase of supplies, equipment and contractual services that is either: the only item that will produce the desired results; or is available from only one source of supply who possesses the unique and singularly available capability to meet the requirement of the solicitation (such as technical qualifications, ability to deliver at a particular time, or services from a public utility). Sole Source services must be available only from vendors (firms or individuals) who are uniquely qualified to perform such services. All Sole/Single source requests will be posted on DemandStar & the City's Purchasing site for seven (7) calendar days.

A. Please describe all products and/or services to be procured under this exemption:
(If additional space is needed, please attach a separate memo)
LifePak 15 Version 4 Monitor/Defibrillator -Manual and AED, Trending, noninvasive pacing, SpO2, NIPB, 12 lead ECG, EtCO2, BT. Ship Kits, 4G Modems

B. Briefly explain why it is in the best interest of the City to exempt this procurement from competition:
(If additional space is needed, please attached separate memo)
The LifePaks recommended for purchase are the same model and version as the remaining LifePaks on Fire Rescue units. It is imperative that we maintain the same standardized equipment as these are tools relied upon for life saving procedures.

C. What steps were taken to verify that these goods and/or services are not available elsewhere?
Other brands/manufacturers were examined (please list name and phone numbers, and explain why they are not suitable for use by the City – attach additional pages as necessary, **do not leave blank**):
Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. and Canada for the following products:
New LIFEPAK® 15 monitor/defibrillators

Stryker does not authorize any third-parties to sell these products or services in the markets listed above.



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Other vendors were contacted (please list names and phone numbers, and explain why those contacted would not meet the needs of the City – attach additional pages as necessary, **do not leave blank**):

Stryker does not authorize any third-parties to sell these products or services in the markets listed above.

D. Attach documentation from the manufacturer certifying the vendor selected is the only distributor/dealer/contractor for the products or services in question and/or holds the production, unique capability, copyrights, trademark, and/or patent to the item, and check the following applicable statements:

Patent, copyright or unique design restrictions (**Sole Source**) *Attach verification from Manufacturer*

Proprietary rights in technical data and/or product formulations (e.g. cleaning compounds, lubricating oils, paint, etc.), which can only be determined through extensive laboratory analysis and examination (**Sole Source**) *Must attach verification from Manufacturer*

Only producer, such as utility supplier or construction material supplier, that will meet the specialized needs of the department or perform the intended function (**Sole Source**) * Must attach verification from Manufacturer*

Direct replacement parts, equipment or supplies that must be compatible with original equipment already installed but available only from the original equipment manufacturer. Most manufacturers have more than one dealer or distributor for their products. When this is the case, competition between dealers and/or distributors may be possible, eliminating the “sole or single source” restriction (**Single Source**) * Must attach verification from Manufacturer*

When tests and/or demonstrations of equipment, supplies, part, etc. under actual operating conditions reveal superior quality, performance, design or other characteristics in a brand product(s), which is **available** from only one source. Testing must be performed as often as practical (**Single Source**) * Must attach verification from Manufacturer*

Purchases for a brand product are to be made from one selected **supplier**, even though there are other suppliers that provide similar products. Options, such as pricing, availability, servicing, have been vetted and a supplier has been chosen that best meets the City’s needs (**Single Source**). *Must attach backup/supporting documentation to this form.

Maintenance, repair services or warranty which require specialized test equipment, procedures, and technical expertise available only from the original equipment manufacturer or authorized/licensed dealer/field service representative (**Single Source**) * Must attach verification from Manufacturer*



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The part(s)/equipment are required to permit standardization and operating efficiencies within the organization and the parts and equipment are only available through a sole or single source. If competition is available, the parts and equipment must be competed. **(Standardization)** *Must attach justification to this form. For brand-specific items, quotes should still be obtained*

Other: None or some of the above apply. *Detailed explanation and justification for this sole/single source request must be provided below. Attach additional pages as necessary*

E. Vendor Information

Vendor Name: Stryker Vendor Number: 4150
Address: P.O Box 93308 Chicago IL 60673
Contact: Amanda McBride Phone: 269-760-1106 Email: amanda.mcbride@stryker.com

Vendor Tracking:



Check if Vendor Documents Current

YTD Dept Exp. (Inclusive): \$ 203,570.14

To be completed by Purchasing: 203,570.14
YTD City Wide Exp. (Inclusive): \$ _____

(For Purchasing Division)

Verified By: Keith Raney Date Posted: 10-8-20 - 10-15-20

Sole/Single Source Number: SS21-12 Eff. Date: 10-15-20 Exp. Date: 10-15-21

PURCHASE DETAILS



City of North Port

North Port Fire Rescue District

4980 City Center Boulevard
North Port, Florida 34286

www.cityofnorthport.com

(941) 240-8150

Fax: (941) 240-8182

Re: Justification Letter for Fire Rescue Standardization of Stryker LifePaks

North Port Fire Rescue utilizes Stryker LifePaks as front line life-saving and patient assessment equipment. It is critical to our operations that we continue to utilize the same Stryker LifePaks on each apparatus. Fire Rescue personnel that use this equipment are expected to be proficient with all features and uses. To gain this proficiency, it requires extensive training and use of the LifePak. Having more than one brand of defibrillator would cause an operational issue with equipment compatibility, proper training and logistical support. It would be in the best interest of the City to standardize the purchase of the requested Stryker LifePaks to match the existing models that are currently in service with North Port Fire Rescue.



LP15 V1-V2 upgrade

Quote Number: 10262032

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: NORTH PORT FIRE RESCUE DISTRICT

Rep: Amanda McBride

Attn:

Email: amanda.mcbride@stryker.com

Phone Number:

Quote Date: 10/05/2020

Expiration Date: 12/31/2020

Delivery Address

End User - Shipping - Billing

Bill To Account

Name: NORTH PORT FIRE RESCUE DISTRICT

Name: NORTH PORT FIRE RESCUE DISTRICT

Name: NORTH PORT FIRE RESCUE DISTRICT

Account #: 1501886

Account #: 1501886

Account #: 1501886

Address: 4980 CITY CTR BLVD

Address: 4980 CITY CTR BLVD

Address: 4980 CITY CTR BLVD

NORTH PORT

NORTH PORT

NORTH PORT

Florida 34286

Florida 34286

Florida 34286

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	\$18,165.56	\$163,490.04
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	11996-000471	4G Modem: Verizon Cellular (for use on Stryker data plan; purchased separately)	9	\$723.00	\$6,507.00
Equipment Total:					\$169,997.04

Price Totals:

Grand Total: \$169,997.04

Comments:

Quote reflects 50% hardship discount for replacement of V1 and V2s. The 50% discount also includes the trade-in devices.

Prices: In effect for 60 days.

Terms: Net 30 Days



LP15 V1-V2 upgrade

Quote Number: 10262032

Version: 1

Prepared For: NORTH PORT FIRE RESCUE DISTRICT

Attn:

Remit to: **Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Amanda McBride

Email: amanda.mcbride@stryker.com

Phone Number:

Quote Date: 10/05/2020

Expiration Date: 12/31/2020

Ask your Stryker Sales Rep about our flexible financing options.

AUTHORIZED CUSTOMER SIGNATURE

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.

Terms: Net 30 days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-Stryker.

In the event of any conflict between Stryker Medical's Standard Terms and Conditions and any other terms and conditions, as may be included in any purchase order or purchase contract, Stryker's terms and conditions shall govern.

Cancellation and Return Policy: In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.

October 6, 2020

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. and Canada for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR™ coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe SolutionSM Government Campus Solution
- MultiTech 4G and Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade™

Stryker does not authorize any third-parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,



Matt Van Der Wende, Senior Director, Americas Sales

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GDR 3321967_L

Emergency Care

11811 Willows Road NE, Redmond, WA 98052 USA | P +1 425 867 4000 | Toll-free +1 800 442 1142 | stryker.com

City of North Port

Human Resources Department
Risk Management
4970 City Hall Boulevard
North Port, FL 34286
Phone: 941.429.7200
Fax: 941.429.7135



Print Form

Date submitted: 10/07/2020

Do not use this form for purchase of services performed on site or when utilizing a piggyback

Insurance Requirements Waiver Form for Supplies

Primary Department: Fire Rescue

Secondary Department:

Requested by / Phone#: Nick Herlihy/ 8160

Amount of Purchase: \$ 169,997.04

Provide a DETAILED description of the items being purchased:

LifePak 15 Version 4 Monitor/Defibrillator -Manual and AED, Trending, noninvasive pacing, SpO2, NIPB, 12 lead ECG, EtCO2, BT. Ship Kits, 4G Modems

Is this an online order (delivered) Is this an in store pick-up

Supplies to be purchased (based on Delivery ONLY) - NO INSTALLATION

- Apparel / Uniforms: *(City must provide artwork/logo and approves proof)*
- Tools for the Trade: Hand tools, weapons, cameras, badges, safety apparatus
- Cleaning Supplies: *Examples of acceptable items include - paper towels, hand soap, toilet paper, cleaning detergent, that do not exceed five (5) gallons per unit*
- Business cards, envelopes, stationary: *(City provides logo/artwork and approves proof)*
- City promotional items: *(City provides logo/artwork and approves proof)*
- Going to local store to purchase items: Hobby Lobby, Lowes, Home Depot, Wal-Mart, Michaels, etc.
- Vehicle / Light or Heavy Equipment *(Cannot use this form if under contract with piggyback)*
- Mechanical Parts for Repairs / Maintenance
- Gym or Fitness Equipment
- Office Supplies
- Computer Software *(No remote access, City purchases and IT installs, maintains and troubleshoots)*
- Back Packs & school supplies

If you are uncertain as to whether this form (900.2) applies to your purchase, please submit Insurance Requirements Request Form 900.1, for insurance review at riskservices@cityofnorthport.com

Scrutinized Company Certification Form

Company Name: Stryker Sales Corporation, through its Medical Division

Authorized Representative Name and Title: Todd Taylor, Sales Regional Manager

Address: 3800 E. Centre Ave City: Portage State: MI ZIP: 49002

Phone Number: 407-415-5058 Email Address: todd.taylor@stryker.com

A company is ineligible to, and may not, bid on, submit a proposal for, or enter into or renew a contract with the City of North Port for goods or services of any amount if, at the time of bidding on, submitting a proposal for, or entering into or renewing such contract, the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to Florida Statutes, section 215.4725, or is engaged in a boycott of Israel.

A company is ineligible to, and may not, bid on, submit a proposal for, or enter into or renew a contract with the City of North Port for goods or services of \$1 million or more if, at the time of bidding on, submitting a proposal for, or entering into or renewing such contract, the company is on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, created pursuant to Florida Statutes, section 215.473, or with companies engaged in business operations in Cuba or Syria.

CHOOSE ONE OF THE FOLLOWING

This bid, proposal, contract or contract renewal is for goods or services of less than \$1 million. As the person authorized to sign on behalf of the above-named company, and as required by Florida Statutes, section 287.135(5), I hereby certify that the above-named company is not participating in a boycott of Israel.

This bid, proposal, contract or contract renewal is for goods or services of \$1 million or more. As the person authorized to sign on behalf of the above-named company, and as required by Florida Statutes, section 287.135(5), I hereby certify that the above-named company is not participating in a boycott of Israel, is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and it does not have business operations in Cuba or Syria.

I understand that pursuant to Florida Statutes, section 287.135, the submission of a false certification may result in the termination of the contract if one is entered into, and may subject the above-named company to civil penalties, attorney's fees and costs.

Certified By: Todd Taylor Digitally signed by Todd Taylor
Date: 2020.09.18 13:56:12 -04'00'
AUTHORIZED REPRESENTATIVE SIGNATURE

Print Name and Title: Todd Taylor, Sales Regional Manager

Date Certified: 09/18/2020

Solicitation/Contract/PO Number (Completed by Purchasing): _____

Print Form **Clear All Fields**



City of North Port
FINANCE DEPARTMENT/PURCHASING DIVISION
4970 CITY HALL BLVD
NORTH PORT, FLORIDA 34286
Office: 941.429.7170
Fax: 941.429.7173
Email: purchasing@cityofnorthport.com



NOTICE OF INTENT TO AWARD A SOLE/SINGLE SOURCE PROCUREMENT

Sole/Single Source No: **SS NO. 21-12**

Date Posted: **OCTOBER 8, 2020**

Written Response Due Date: **OCTOBER 15, 2020**

This is **not** a Request for Proposals and there is no solicitation available. The proposed contract action is for product or services for which the City intends to negotiate and award with only one contractor/vendor under the authority of and in accordance with Florida State Statute 287.057(5)(c). 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. Responses will **not** be considered as proposals, bids, or quotes.

☞ **DESCRIPTION OF SERVICE/PRODUCT: LifePak 15 V4 Monitor Defibrillators**

☞ **AMOUNT** (This is an acquisition with an estimated value of): **\$169,997.04**

☞ **VENDOR: Stryker**

Interested firms or individuals may identify their interest and capability to respond to the requirement by submitting in writing their name, address, point of contact, telephone number, e-mail, and a statement regarding capability to provide the specified procurement per the attached specifications. 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 seven (7) calendar days after the date of publication of this synopsis will be reviewed by the City. A determination by the Procurement Manager not to compete this proposed action based on the responses to this notice is solely within the discretion and approval of the Procurement Manager and City Manager.

All sole/single source purchases exceeding the formal threshold indicated in the policies and procedures manual will require Commission Approval.

All responses must be in writing and returned to **ATTENTION: PURCHASING**, City of North Port, 4970 City Hall Boulevard, Suite 337, North Port, Florida, 34286 or by: Fax 941-429-7173, or by e-mail purchasing@cityofnorthport.com. Note the number of the Sole Source Information inquiry on documentation.

Information regarding this Intent may be viewed and downloaded from DemandStar's website at www.demandstar.com. Links to DemandStar are also available from the City website at www.cityofnorthport.com. This Notice of Intent is posted on the City FTP site at <http://apps.cityofnorthport.com/ftpinfo/default.aspx>. If you have any questions, concerns, or problems accessing this request using the link, please contact Keith Raney, Contract Administrator II, at 941.429.7103. Request for additional information or clarification regarding the specifications must

be sent via facsimile to 941.429.7173 or via email to purchasing@cityofnorthport.com. No verbal requests will be honored.