AGENDA
TOWN OF JUPITER
TOWN COUNCIL MEETING
TOWN COUNCIL CHAMBERS
TUESDAY, OCTOBER 7, 2025
7:00 PM

Call To Order

Invocation; Moment of Silence; and Pledge of Allegiance

Roll Call:

Mayor Jim Kuretski
Vice-Mayor Ron Delaney
Councilor Phyllis Choy
Councilor Dan Guisinger
Councilor Malise Sundstrom
Town Manager Frank Kitzerow
Town Attorney Thomas J. Baird

If you would like to speak on any item, please submit a Comment Card.

PROCLAMATION

1. Declaring October 6-10, 2025, as "Customer Service Week." #

CITIZEN COMMENTS

All Non-agenda items are limited to three (3) minutes. Anyone wishing to speak is asked to state his/her name and address for the record prior to addressing the Town Council. Council will not discuss these items this evening. **Any issues will be referred to Staff for investigation; a report will be forwarded to Council; and citizens will be contacted.**

MINUTES

2. September 18, 2025, Town Council Meeting Minutes.

CONSENT AGENDA

All items listed in this portion of the agenda are considered routine by the Town Council and will be enacted by one motion. There will be no separate discussion of these items unless a Councilor or citizen so requests; in which event, the item will be removed and considered at the beginning of the regular agenda.

PUBLIC BUSINESS

3. Approving the purchase of two fire department command vehicles, 2026 Ford F-250 XL 4X4 for $144,492.42 and two 2026 Ford Explorers 4X4 for the Engineering Department, for $80,127.04, using a piggyback of the Bradford County Sheriff's Office purchasing contract.

4. Authorizing the purchase of medical supplies and pharmaceuticals with Bound Tree Medical, LLC, using a piggyback of the Seminole County contract.

5. Authorizing the purchase of medical supplies and pharmaceuticals with Henry Schein, Inc., using a piggyback of the Lake County contract.

6. Authorizing the purchase of medical supplies and pharmaceuticals with Life-Assist, Inc., using a piggyback of the Lake County contract.

7. Approving the purchase of power stretchers, chest compression devices, stair chairs, and accessories with Stryker Sales, LLC., using a piggyback of the Sourcewell contract, in an amount not to exceed $400,000.

8. Approving the purchase of cardiac monitors and accessories with Zoll Medical Corporation, using a piggyback of the Sourcewell contract, in an amount not to exceed $800,000.

REPORTS

TOWN ATTORNEY

TOWN MANAGER

TOWN COUNCIL – LIAISON REPORTS AND COMMENTS

ADJOURNMENT

Town Council Future Meetings:
Tuesday, October 21, 2025, 7:00 p.m. — Town Council Chambers.
Thursday, November 6, 2025, 7:00 p.m. — Town Council Chambers.

Section 2-64; Decorum, disturbing meeting:
While the Town Council is in session, the members thereof and the public present in the Council chambers shall not, by conversation or otherwise, delay or interrupt the proceeding or the peace of the Council. It shall be unlawful for any person to disturb or disrupt a meeting of the Town Council or to refuse to obey the orders of the presiding officer in the conduct of the meeting and such person shall be subject to being summarily ejected from the meeting.

Notices:
*Town Council and CRA Meetings are now webcast in real-time and viewable on your computer or mobile device - www.jupiter.fl.us/Live. Backup materials for the Town Council Meetings are available online one (1) week before the regular meetings.

*# means no backup materials are attached — revisions may occur

*Persons are advised that if they wish to appeal any decision made at this meeting, they will need a record of the proceedings and, for such purpose, they may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based, per Section 286.0105, F.S.

**Persons with disabilities requiring accommodations in order to participate in the meeting should contact the Town Clerk's office at TownClerk@jupiter.fl.us or 561-741-2752 at least 48 hours in advance to request accommodations.*

Note: Persons are advised that if they wish to appeal any decision made at this meeting, they will need a record of the proceedings and for such purpose, they may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based, per Section 286.0105 of the Florida Statute. *Persons with disabilities requiring accommodations in order to participate in the meeting should contact the Town Clerk's office at TownClerk@jupiter.fl.us or 561-741-2752 at least 48 hours in advance to request accommodations.*

FINAL MINUTES AND AGENDA
TOWN OF JUPITER
TOWN COUNCIL MEETING
TOWN COUNCIL CHAMBERS

Mayor Kuretski called the meeting to order at 7:00 P.M.

Roll Call: Mayor Jim Kuretski; Vice-Mayor Ron Delaney; Councilor Phyllis Choy; Councilor Dan Guisinger; Councilor Malise Sundstrom; Town Manager Frank Kitzerow; Assistant Town Attorney Joanne M. O'Connor and Town Clerk Merriane Lahmeur.

PUBLIC HEARING

1. **Ordinance 14-25**, **Second Reading**, Approving the Fiscal Year 2026 Millage Rate.
2. **Ordinance 15-25**, **Second Reading**, Approving the Fiscal Year 2026-2030 Community Investment Program.
3. **Resolution 102-25**, Approving the Town of Jupiter's Fiscal Year 2026 Budget and Pay Plan.

Mr. Scott Reynolds, Director of Finance, provided an update on the proposed FY 2026 Operating and Community Investment Plan (CIP) budget for the second and final public hearing, which included a summary of prior meetings, budget objectives and assumptions, property valuation increase, proposed millage rate compared to rollback, budget overview, General Fund revenues and expenditures, Jupiter Fire Rescue Department (JFRD), Water Fund, Stormwater Fund, Jupiter River Estates Non-Ad Valorem Assessment Fund, Building Fund, Health Insurance Fund, CIP funding summary, General Fund cashflow update, and next steps.

Mr. Reynolds discussed that Council at the previous meeting had requested additional options for the athletic field repair and restoration capital improvements for FY26. He provided the three options with associated costs and funding at Jupiter Community Park (JCP):

- Option One: Repair one turf field and complete maintenance of an irrigation pump.
- Option Two: Repair two turf fields and complete maintenance of an irrigation pump.
- Option Three: Install two new artificial turf fields on fields nine and ten.

He noted that the feedback received favored Option Two. Council unanimously supported Option Two.

Mayor Kuretski asked whether the rollback rate considered inflation. Mr. Reynolds responded that it did not.

Mayor Kuretski further explained that staff had previously noted residents would see tax savings due to debt repayment. He asked how much debt the Town currently had in the General Fund. Mr. Reynolds confirmed there was currently no debt.

Mayor Kuretski reiterated his support for Option Two.

Title for Ordinance 14-25 read by Ms. O'Connor.

Vice-Mayor Delaney moved to approve Ordinance 14-25, Second Reading; seconded by Councilor Choy; motion passed.

Kuretski	Delaney	Choy	Guisinger	Sundstrom
Yes	Yes	Yes	Yes	Yes

Title for Ordinance 15-25 read by Ms. O'Connor.

Mayor Kuretski stated he was voting no to the adoption of the Town's CIP plan due to the unresolved projects and his fiscal management concerns. He noted it was the third consecutive year with carryforward and unspent CIP project funds totaling about $120 million. He felt it was unlikely to improve unless there was a change in the Town's policy for better project and fiscal management practices. He explained he had unresolved budget issues on 37 separate capital projects in the plan.

Mayor Kuretski expressed concerns that carryforward funds remain on several projects already placed into service and noted those funds should have been swept. He explained that reliance on lump-sum single-year budgeting for multi-year projects ties up funds years in advance of actual need. He also noted that many CIP projects have construction schedules lasting 1–3 years, which could create unacceptable impacts on residents and businesses.

Mayor Kuretski stressed the need for accountability in CIP project sheets, emphasizing that project sponsors must ensure sheets are accurate and updated, as some significant changes have not been incorporated into current documents. He also raised concerns that unjustified requests for additional funds continue to be approved for projects that already held high carryforward balances.

Mayor Kuretski highlighted two major Utility CIP projects, each forecasted to take 8 and 15 years with costs of approximately $20 million. He noted both projects have construction phases fully funded three years before their forecasted in-service dates, unnecessarily locking up funds. He stated he had other unresolved concerns with the CIP plan.

Mayor Kuretski noted that he had spent about half of his professional career in project and fiscal management of capital improvement projects. He emphasized that having annual carryforward, unencumbered, and unspent funds for capital improvement projects equating to nearly five years of actual CIP spending was problematic.

He stated that he had been advocating for improvements in project and fiscal management practices for several years, and each year he was told progress was being made and that improvements would be evident in the following year. He said he could not accept that explanation again this year.

Mayor Kuretski explained that he had suggested policy changes this year to strengthen project and fiscal management practices with little immediate success. He expressed hope that the Town Manager would consider implementing at least some of these changes over the coming year, and prior to the start of work on the next CIP plan update.

Councilor Sundstrom moved to approve Ordinance 15-25, Second Reading; seconded by Councilor Guisinger; motion passed.

Kuretski	Delaney	Choy	Guisinger	Sundstrom
No	Yes	Yes	Yes	Yes

Councilor Guisinger moved to approve Resolution 102-25; seconded by Councilor Choy; motion passed.

Kuretski	Delaney	Choy	Guisinger	Sundstrom
No	Yes	Yes	Yes	Yes

Mayor Kuretski said he appreciated all the work done by Staff, especially the Finance Department.

PRESENTATION

4. Jupiter Fire Rescue Department (JFRD) Update.

Fire Chief Donatto provided a presentation on the Department update, and he explained that JFRD only had a year left until they would be scheduled to begin providing fire and emergency medical services to the community. He briefly reviewed the project timeline, including upcoming milestones, and the various phases of construction and training of Staff. He continued his presentation and reviewed the current status for the fire apparatus and provided an update on the Piatt and Cinquez Fire Station construction progress. Fire Chief Donatto confirmed that JFRD remains on schedule and on budget.

Councilor Guisinger asked what the status of recruiting firefighters and paramedics was and the number of applicants received to date. Fire Chief Donatto stated Staff had not begun recruiting, however, they had over 1000 names on an interest list, and expected to start recruiting in January. Councilor Guisinger and Fire Chief Donatto discussed what the level of experience would be for personnel on day one and how JFRD capabilities would compare to Palm Beach County Fire Rescue.

There was a brief discussion between Fire Chief Donatto and Mayor Kuretski regarding the construction and schedule of the Piatt and Cinquez Stations.

CITIZEN COMMENTS

Mr. Andy Weston, resident of Dolphin Drive, discussed his concerns regarding Dolphin Drive and asked Council to widen the road.

MINUTES

5. September 4, 2025, Town Council Meeting Minutes.

Vice-Mayor Delaney moved to approve the September 4, 2025, Town Council Meeting Minutes; seconded by Councilor Choy; motion passed.

Kuretski	Delaney	Choy	Guisinger	Sundstrom
Yes	Yes	Yes	Yes	Yes

CONSENT AGENDA

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Councilor Sundstrom moved to approve the Consent Agenda; seconded by Councilor Guisinger; motion passed.

Kuretski	Delaney	Choy	Guisinger	Sundstrom
Yes	Yes	Yes	Yes	Yes

PUBLIC HEARING

6. **Ordinance 16-25, Second Reading,** non-renewal of the consent to continuing participation in the Jupiter-Municipal Service Taxing Unit (the Jupiter MSTU) for the purpose of receiving fire-rescue and emergency medical services from Palm Beach County.

Title of 16-25 read by Ms. O'Connor.

PUBLIC BUSINESS

7. Approving the 2026 Town Council Meeting Schedule.

REPORTS

TOWN ATTORNEY – NONE

TOWN MANAGER –

- Budget - Mr. Kitzerow expressed gratitude to Mr. Reynolds, Dawn Clark and everyone in the Finance Department for preparing this year's budget and all of their hard work. He also thanked the Council for their input and advice on moving forward.
- Chief of Police – Mr. Kitzerow announced Chief Barbera's retirement ceremony would take place October 2 at 10:00 a.m. in the Council Chambers. Mr. Kitzerow announced the appointment of Deputy Chief Don Hennessy as the Interim Chief of Policy for the Jupiter Police Department (JPD).
- Employee Recognition - Mr. Kitzerow congratulated four employees who recently celebrated significant employment milestones with the Town:
    - 25 years - Daisy Sand, HR Department
    - 30 years - Angie Carpentiere, Building Department; Paul Harrington,

Police Department; and Charlayne Pittman-Stone, Police Department.

- Playgrounds - Mr. Kitzerow noted the Ribbon Cutting Ceremonies for the playgrounds at Jupiter Community Park and Indian Creek Park. He stated that he was hearing great things about the newly renovated playgrounds, and he thanked Mr. Hoffman, Ms. George, and the Parks and Recreation staff for all of their hard work.
- Indiantown Road - Mr. Kitzerow announced that FDOT would be holding a Public Information Workshop concerning the second phase of roadway improvements (from Central Blvd to Chasewood Plaza) on September 30 at 6:00 p.m. in the Jupiter Community Center.
- E-bikes - Mr. Kitzerow reported that JPD continues to educate parents and youth about e-bike safety, and that Officers had recently visited Jupiter Middle School and Independence Middle School.
- JPD Employee Recognition - Mr. Kitzerow congratulated Jupiter Police Officer First Class Matt Owens, who was promoted to the rank of Chief Petty Officer in the Navy Reserves after completing one of the most demanding leadership programs in the U.S. Military.

TOWN COUNCIL – LIAISON REPORTS AND COMMENTS –

COUNCILOR GUISINGER:

- Chief of Police - Councilor Guisinger thanked Police Chief Barbera for his excellent service to the Town of Jupiter and its residents.
- Budget - Councilor Guisinger expressed appreciation to Mr. Reynolds and the Town Staff for all of the hard work on putting together the Community Investment Plan, along with the Operating Budget. He expressed his gratitude to his colleagues for his appointment to the Council and their confidence in him to dive right into the Town's budget process.

COUNCILOR SUNDSTROM:

- Chief of Police - Councilor Sundstrom stated she looked forward to celebrating Chief Barbera, and provided a hearty welcome to new Interim Chief Hennessy.
- Playgrounds - Councilor Sundstrom noted that she had received feedback that parking was currently an issue at the newly renovated playgrounds, because they had become so popular. She was happy to hear that they were so popular, and thought the initial parking issue would calm down.

VICE-MAYOR DELANEY:

- Chief of Police - Vice-Mayor Delaney congratulated new Interim Chief Hennessy.
- Budget - Vice-Mayor Delaney expressed gratitude to Mr. Reynolds and his team for preparing this year's budget and all of their hard work and getting through the budget process.
- Playgrounds - Vice-Mayor Delaney stated he has heard all of the excitement about the playgrounds, and thanked Staff and the Town Manager for their work.

COUNCILOR CHOY:

- Chief of Police - Councilor Choy welcomed and congratulated new Interim Police Chief Hennessy.
- Budget - Councilor Choy expressed gratitude to Mr. Reynolds and all of the Department heads and Staff for this year's budget and the guidance and assistance that was provided.
- Employee Recognition – Councilor Choy expressed how proud she was to serve the Town and for the culture of the Town with having employees having served so long. She noted Officer Owen's remarkable achievement.

MAYOR KURETSKI:

- Chief of Police - Mayor Kuretski congratulated new Interim Police Chief Hennessy.
- Playgrounds - Mayor Kuretski stated that everyone he encountered had been thankful for the playground upgrades as well. He also noted that many families and neighbors have been seen gathering at the playgrounds, which had not happened for a long time, and that such gatherings have been what has kept Jupiter uniquely special.
- Jupiter Community Park - Mayor Kuretski expressed the desire to see wayfinding signs at the park, and noted examples of how signage would be helpful due to its size. He hoped that staff would be able to find funding for the signs.
- School Zones - Mayor Kuretski stated that he noticed some school zones do not have a flashing sign for during school hours. He explained the importance of a flashing school zone sign, and provided examples of school zones without them. There was a brief discussion of the signs on Maplewood and those on Central Boulevard at Jupiter Elementary. He requested the Engineering Staff to look into the issue.
- E-bikes - Mayor Kuretski expressed a desire for the Council to look at considering an age limit.

ADJOURNMENT – 7:59 P.M.

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Merriane Lahmeur, Town Clerk

TOWN OF JUPITER
Purchase of Vehicles for Fire Rescue and Engineering

DATE	October 7, 2025
TO	Honorable Mayor and Members of Town Council
THRU	Frank Kitzerow, Town Manager
FROM	Darrel Donatto, Fire Chief
SUBJECT	Authorizing the Purchase of two Fire Department Command Vehicles & two Engineering Fleet Vehicles, using a piggyback of the Bradford County, Florida Sheriff's Office Vehicle Purchasing Contract

EXECUTIVE SUMMARY

Staff is seeking approval from the Town Council to purchase two 2026 Ford Super Duty F-250 Crew Cab XL 4X4 Fire Department command vehicles that will be fully equipped, at a total cost of $144,492.42. Additionally, the staff is requesting the purchase of two 2026 Ford Explorer Active 4WD vehicles for $80,127.04 for the Engineering Department. The funds for the fire department purchases are appropriated in the FY2026 Fire Rescue operating budget. Furthermore, funds for one of the engineering vehicles is appropriated in the FY2026 Engineering Department's operating budget. An additional amount of $40,063.52 is requested from the FY2026 Other General Government operating budget.

The fire department command vehicles will be assigned to the on-duty Battalion Chief and will serve as the primary transport units for mobile command and control at emergency scenes. These vehicles are essential for incident management and ensuring safety at the site. Functioning as a mobile office, they will facilitate communication and accountability, allowing for rapid response and reconnaissance while managing equipment and resources. Additionally, the vehicles will be equipped for off-road capabilities and high-water response. Overall, they will enhance our operational response and contribute to the safety and accountability of our personnel.

The engineering department will use one of the vehicles to replace a decommissioned pool vehicle that is no longer in service. This vehicle is essential for supporting the department's oversight of capital projects, coordinating with external agencies, and attending community meetings. The second vehicle is designated for the newly approved full-time Engineering Inspector position. This role requires daily travel to various capital project sites and private development locations to conduct inspections. Having a dedicated vehicle is necessary for effective field operations.

ANALYSIS

In accordance with the Town's Procurement Policy, each component of the vehicle's purchase will be as follows:

1. The two fire department command vehicles will be purchased and outfitted with emergency lights, a truck bed topper painted to match the exterior of the vehicle, and a customized in-vehicle command and pull-out storage system to secure equipment and provide security and

functionality.

2. The two engineering department vehicles are equipped with four-wheel drive capabilities due to the oversight of construction activities, enhanced access, safety, and versatility on construction sites that may not have stabilized pathways.

All vehicles will be purchased under the current Bradford County, Florida Sheriff's Office Vehicle Purchasing Contract (BCSO) 22-27-1.0, which is valid through 9/12/27. The BCSO follows a detailed competitive bidding process. A copy of the vehicle pricing, including the fire department's emergency lighting package, truck bed topper, and in-vehicle pull-out storage system, is attached to the quote.

STRATEGIC PRIORITY

- Fiscal Responsibility
- Safety
- Organizational Excellence

ATTACHMENTS

1. Duval Ford quote for two 2026 Ford Super Duty F-250 Crew Cab XL 4x4 Battalion Chief command vehicles
2. Duval Ford quote for two 2026 Ford Explore Active 4WD vehicles for Engineering Department
3. BCSO Vehicle Contract 22-27-1.0 Duval Ford

FUNDING SOURCE

Amount of this Request	$224,619.46	
Amount Approved in Budget	$144,492.42 $40,063.52	Sources: 04534122-564000 & 04534126-564000 FY2026 Operating Budget 00131041-564000 FY2026 Operating Budget
Additional Funding Requested	$40,063.52	Sources: 00190019-564000 FY2026 Other General Government Operating

For more information or copies of the attachments, please contact Kevin D. Martin at kevinm@jupiter.fl.us or 561-741-2482.

DUVAL | Ford

• Since 1916 •

Jupiter Fire Department

Prepared for:

Jupiter Fire Department
Chief Kevin Martin
kevinm@jupiter.fl.us
561-741-2482

JFRD

Contract Holder 9/4/2025

Duval Ford
Jared Davis
(Work) 904-381-6595
jared.davis@duvalmotor.com
405 Lane Ave N
Jacksonville, FL 32254

Pricing through Bradford County Sheriff's Contract BCSO 22-27-1.0. Please note any items in red as they may require additional customer information or clarification. When submitting purchase order, please note billing address, delivery address, and any titling instructions. Thank you!

Labor Hours. ($90/ Hr)	Parts Quantity	Code	Equipment		BCSO Contract Price	
		2026 W2B	**2026 Ford Super Duty F-250 Crew Cab XL, 160" wheelbase**	$ 50,056.00	$ 45,746.92	Section One: VEHICLE
		OEM freight	Factory Destination	$ 2,195.00	$ 2,231.22	
		PQ	Race Red exterior (only red available with 17S)	$ 360.00	$ 365.94	
		1S	Medium Dark Slate cloth interior, 40/20/40	$ -	$ -	
		99A.44F	6.8L gas/10-spd auto	$ -	$ -	
		17S	STX Appearance Package to incl--	$ 2,834.00	$ 2,880.76	
			Includes: • 360-Degree Camera Package (874) • Automatic High Beam • BLIS® with Cross-Traffic Alert/ BLIS® with Trailer Coverage • Pre-Collision Assist with Automatic Emergency Brakeing (AEB) • Reverse Brake Assist • Reverse Sensing System • F-250 Greater than 10K GVWR Package (68U) • Four (4) pickup box tie-down plates • Body-color Front and Rear Bumpers • Cloth 40/20/40 Split Bench w/center armrest, cupholder and storage; manual lumbar (driver's side only) • Floor Covering, color-coordinated full carpet with floor mats • LED Box Lighting • LED Center High-Mounted Stop Lamp (CHMSL) • LED Fog Lamps • LED Reflector Lamps • Painted Grille • STX Fender Vent Badge • Upgraded Interior Door Panels • 18" Ebony Black Painted Aluminum Wheels (64S) • LT275/70Rx18E BSW A/T, 4x4 (TDX)			
		TCW	LT275 20 All-terrain tires	$ -	$ -	
		642	Dark carbonized wheels, 20"	$ 1,292.00	$ 1,313.32	
		67B	410 amp, dual alternator	$ 195.00	$ 198.22	
		67H	Heavy service front suspension	$ 114.00	$ 115.88	
		85S	Spray-in bedliner	$ 569.00	$ 578.39	
		86M	Dual batteries	$ 191.00	$ 194.15	
					$ -	
		Discount	Government Concession reflected in Base Vehicle Price			
		Ceiling Markup	Primary Awardee Ceiling Markup	1.65%		
		Discount	Discount off invoice reflected in Base Vehicle Price	$ (2,235.00)		
		Ceiling Percentage Markup: Lighting		20%		
13	1	MP LB PKG	SOI 55" Exterior Lightbar + Perimeter Lighting Package (RED/WHITE ALTERNATING)	$ 2,282.00	$ 2,738.40	
			(1) 55" mpower lightbar on roof, fixed		$ -	
			(2) 3" mpower lights in grille, (2) 4" mpower lights on rear bumper		$ -	
			(1) nERGY 400 series handheld siren controller, in cab		$ -	
			(1) 100J Series composite speaker and bracket, behind grille		$ -	
2	2	EMPSC07M1-D	7x3 on front lower bumper, black trim; RED/WHITE ALTERNATING	$ 261.00	$ 626.40	
2	2	EMPSC07M1-D	7x3 on front lower bumper, black trim; RED/WHITE ALTERNATING	$ 261.00	$ 626.40	
2	2	EMPSA05BT-D	4x2 mpower in front of F-250 grille vent; RED/WHITE ALTERNATING	$ 174.00	$ 417.60	
2	2	EMPSA05BT-D	4x2 mpower on bottom rear corners of topper; RED/WHITE ALTERNATING	$ 174.00	$ 417.60	
		Ceiling Percentage Markup: Accessories		29%		
4	1	57-924105	HDX Grille Guard with winch mount, requires 67H for stiffer front suspension	$ 952.00	$ 1,228.08	Sectio
4	1	103254	Warn VR EVO 12k winch	$ 584.00	$ 753.36	
0	1	LEER	Leer cab high fiberglass topper with solid painted windoors (sides only)	$ 3,158.00	$ 4,073.82	
2	1	TRUCKVAULT	Truck Vault single vault, G-CUS1-4845-PW-ZC15771A	$ 3,275.00	$ 4,224.75	
		Final Delivery				
31		Labor	Total Labor Hours for installation of parts	$ 2,790.00	$ 2,790.00	Section 4: FINAL DELIVERY
		Freight	Freight on Parts	$ -	$ -	
	276	33458	Destination & Fuel to end user zip code (calculated from 32210 to EU zip Code)	$ 2.00	$ 552.00	
		Tag	New FL Tag (City) incl FedEx processing and handling	$ 173.00	$ 173.00	
		Warranty	Extended Warranty excluded	$ -	$ -	
				$ -	$ -	
				$ -	$ -	
		NOTE				

UNIT COST $ 72,246.21

TOTAL QUANTITY 2 *TOTAL PURCHASE* $ 144,492.42

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CNGP530                    VEHICLE ORDER CONFIRMATION            09/12/25 11:21:37
==>                                                                 Dealer: F24081
                                2026 F-SERIES SD                     Page: 1 of 2
Order No: 9999    Priority: K1  Ord FIN: QK599  Order Type: 5B Price Level: 630
Ord Code: 600A Cust/Flt Name: ME                  PO Number:
                        RETAIL   DLR INV                          RETAIL   DLR INV
W2B  F250 4X4 CREW/C $52690 $50056.00        10000# GVWR PKG
     160" WHEELBASE                      425  50 STATE EMISS       NC        NC
PQ   RACE RED            395    360.00   512  SPARE TIRE/WHL2      NC        NC
S    MED DARK SLATE                           JACK
600A PREF EQUIP PKG                      642  DRK CARB ALUM20    1420   1292.00
     .XL TRIM                            67B  410 AMP ALTRNTR     215    195.00
572  .AIR CONDITIONER     NC        NC  67H  HVY SER FRT SUS     125    114.00
     .AMFM/MP3/CLK                       85S  TOUGH BED           625    569.00
99A  .6.8L DEV V8 ENG     NC        NC
44F  10-SPD AUTOMATC      NC        NC  TOTAL BASE AND OPTIONS 61390  56602.00
TCW  LT275 BSW AT 20      NC        NC  TOTAL                  61390  56602.00
X37  3.73 REG AXLE        NC        NC  *THIS IS NOT AN INVOICE*
     JOB #1 BUILD
17S  STX APPEAR PKG     3115   2834.00  * MORE ORDER INFO NEXT PAGE *
     .CLTH 40/20/40                                  F8=Next
F1=Help                 F2=Return to Order                 F3/F12=Veh Ord Menu
F4=Submit     F5=Add to Library
S006 - MORE DATA IS AVAILABLE.                                          QD04863
CNGP530                    VEHICLE ORDER CONFIRMATION            09/12/25 11:24:35
==>                                                                 Dealer: F24081
                                2026 F-SERIES SD                     Page: 2 of 2
Order No: 9999    Priority: K1  Ord FIN: QK599  Order Type: 5B Price Level: 630
Ord Code: 600A Cust/Flt Name: ME                  PO Number:
                        RETAIL   DLR INV                          RETAIL   DLR INV
86M  DUAL BATTERY       $210    $191.00
     CONNECT PKG 1YR
     SP FLT ACCT CR           (1617.00)
     FUEL CHARGE                 13.00
     DEST AND DELIV     2595   2595.00

TOTAL BASE AND OPTIONS 61390  56602.00
TOTAL                  61390  56602.00
*THIS IS NOT AN INVOICE*
```

DUVAL | Ford

• Since 1916 •

Jupiter Fire Department

Prepared for:

Jupiter Fire Department
Chief Kevin Martin
kevinm@jupiter.fl.us
561-741-2482

ToJ Engineering

Contract Holder | **REV: 9/10/2025**

Duval Ford
Jared Davis
(Work) 904-381-6595
jared.davis@duvalmotor.com
405 Lane Ave N
Jacksonville, FL 32254

Pricing through Bradford County Sheriff's Contract BCSO 22-27-1.0. Please note any items in red as they may require additional customer information or clarification. When submitting purchase order, please note billing address, delivery address, and any titling instructions. Thank you!

Labor Hours. $90/ Hr

Parts Quantity	Code	Equipment		BCSO Contract Price	
	2026 K8D	**2026 Ford Explorer Active 4WD**	$ 40,882.00	$ 37,615.55	Section One: VEHICLE
	OEM freight	Factory Destination	$ 1,695.00	$ 1,722.97	
	YZ	Oxford White exterior	$ -	$ -	
	8H	Space Gray cloth interior	$ -	$ -	
	99H.44T	2.3L Ecoboost/10-spd auto	$ -	$ -	
	200A	200A Active Equipment Group to include--		$ -	
		Power liftgate, active noise cancellation, 10-way power driver's seats, first row heated seats, power and heated sideview mirrors, USB ports in first, second, and third rows			
	Discount	Government Concession reflected in Base Vehicle Price			
	Ceiling Markup	Primary Awardee Ceiling Markup	1.65%		
	Discount	Discount off invoice reflected in Base Vehicle Price	$ (1,641.00)		
	Ceiling Percentage Markup: Lighting		20%		
	Ceiling Percentage Markup: Accessories		29%		
	Final Delivery				Sec
0	Labor	Total Labor Hours for installation of parts	$ -	$ -	
	Freight	Freight on Parts	$ -	$ -	
276	33458	Destination & Fuel to end user zip code (calculated from 32210 to EU zip Code)	$ 2.00	$ 552.00	Section 4: FINAL DELIVERY
	Tag	New FL Tag (City) incl FedEx processing and handling	$ 173.00	$ 173.00	
	Warranty	Extended Warranty excluded	$ -	$ -	
			$ -	$ -	
			$ -	$ -	
	NOTE				

UNIT COST $ 40,063.52

TOTAL QUANTITY 2 *TOTAL PURCHASE* $ 80,127.04

```
CNGP530                  VEHICLE ORDER CONFIRMATION          09/12/25 11:15:22
==> _________ ____________________________________________        Dealer: F24081
                            2026 EXPLORER 4-DOOR                  Page: 1 of 1
Order No: 9999    Priority: L3  Ord FIN: QK599  Order Type: 5B Price Level: 625
Ord Code: 200A Cust/Flt Name: ME                  PO Number:
                     RETAIL   DLR INV                          RETAIL   DLR INV
K8D  4DR 4WD ACTIVE  $42585 $40882.00  TOTAL BASE AND OPTIONS$44280 $41419.00
     .119" WHEELBASE                   TOTAL                   44280  41419.00
YZ   OXFORD WHITE                      *THIS IS NOT AN INVOICE*
8    CLOTH TRIM SEAT
H    SPACE GRAY
200A EQUIP GRP
99H  .2.3L ECOBOOST      NC        NC
44T  .10SPD AUTO TRAN    NC        NC
     .P255/65R18 A/S
     18" PNTD ALUM
     INF KIT-DLT SPR
91M  CONN PACK-1YEAR     NC        NC
     SP FLT ACCT CR          (1171.00)
     FUEL CHARGE                13.00
     DEST AND DELIV    1695   1695.00
F1=Help                  F2=Return to Order                F3/F12=Veh Ord Menu
F4=Submit     F5=Add to Library
S099 - PRESS F4 TO SUBMIT                                          QD04863
```

Gordon Smith, Sheriff

SHERIFF

Bradford County

09/12/2022

To whom it may concern,

The Bradford County Sheriff's Office received sealed bids after posting the Request for Proposal in the Bradford County Telegraph and on our website. On 09/06/22, in the lobby of the Sheriff's Office @ 10:00 am the following bids were received.

1) Bozard Ford
2) Duval Ford
3) Duval Chevrolet

Following a Command Staff review of the proposals, the following contracts were awarded based on the evaluation table described in the Request for Proposal.

Ford vehicles;
Primary Contract Awarded to Duval Ford
Alternate Awarded to Bozard Ford

Chevrolet vehicles:
Primary Contract Awarded to Duval Chevrolet
Alternate- No Bid

Other manufacturers:
No Bid

Information regarding the Contract (BCSO 22-27-1.0) and the Proposals will be listed on our website (bradfordsheriff.org) under the Finance section. For any questions or concerns please contact me during regular business hours.

Thanks,

Major George L. Konkel Jr.
Chief of Operations
Bradford County Sheriff's Office
945-B North Temple Ave.
Starke, Fl. 32091
Office (904)966-6306

Sheriff Gordon Smith
945-B North Temple Avenue
Starke, FL 32091

BRADFORD COUNTY
SHERIFF'S OFFICE
Gordon Smith
Sheriff

TITLE:	BRADFORD COUNTY SHERIFF'S OFFICE VEHICLE PURCHASING CONTRACT BCSO (22-27-1.0)
EXECUTED:	09/13/22
EFFECTIVE:	September 12, 2022
TERM:	FIVE (5) Years with Option to Extend/Renew
ATTACHMENTS:	A. SPECIFICATIONS B. PRICING AND DISCOUNTS

TERMS AND CONDITIONS

This AGREEMENT is established by and between **Duval Ford**, (hereinafter referred to as "VENDOR") whose address is **1616 Cassat Avenue (Jacksonville, Fl.)** and any duly authorized appointee of the Bradford County Sheriff's Office, an independent constitutional officer with administrative offices at 945B N TEMPLE AVE; STARKE, Florida (hereinafter referredto as "SHERIFF") (collectively hereinafter referred to as "PARTIES").

WHEREAS; VENDOR wishes to enter into a contractual relationship with SHERIFF for the provision of goods or services;

WHEREAS; VENDOR agrees to provide goods and services to SHERIFF, as he may request from time to time, based upon all terms and conditions contained in official Purchase Orders referencing this AGREEMENT which are incorporated herein; and

WHEREAS; SHERIFF requires all VENDORS to agree with and comply with, the terms and conditions of this AGREEMENT as detailed herein.

NOW THEREFORE, as a condition precedent to entering into a contractual relationship with the SHERIFF, the VENDOR agrees as follows:

A. GENERAL

VENDOR understands that this is not an exclusive contract with SHERIFF for the provision of goods and services. SHERIFF may utilize other vendors without penalty or cost to SHERIFF.

The PARTIES agree that to the extent VENDOR's Contract/Invoice, or any subsequent contract,

invoice, or addendum, contains any terms or conditions which are in conflict with or require any action that conflicts with the terms contained in this AGREEMENT, the terms of this AGREEMENT shall control - regardless of the order of execution of these documents.

The VENDOR shall not change the terms and conditions contained herein unless such change is in writing and executed by the PARTIES. Failure to deliver or to comply with any of the terms and conditions of this AGREEMENT may disqualify VENDOR from receiving future orders.

B. QUALITY

All materials or services furnished by VENDOR must be as specified, and subject to inspection and approval by SHERIFF within a reasonable time after delivery at destination. Variations in materials or services from those specified in this order must not be made without written authorization from SHERIFF. Materials rejected will be returned at the VENDOR's risk and expense.

C. QUANTITY/PRICE

The quantity of materials ordered, or the prices specified, must not be exceeded without written authorization being first obtained from SHERIFF. Prices quoted will include a discount off MSRP and/ or the percentage markup over vendor cost as contained in the vendor bid document. Discounts off manufacturer's price lists will be reflected on quotes per vendor's bid submission and will be extended to manufacturer and dealer installed options. Quotes must follow the outline set forth in the quote template section "m" contained in the bid announcement, terms and conditions. [see attachments]

D. INDEMNITY AND INSURANCE

SHERIFF agrees to be responsible for the acts or omissions of his employees to the extent permitted under Florida law. Nothing herein shall operate as a waiver of SHERIFF'S sovereign immunity. SHERIFF does not agree to indemnify or hold harmless VENDOR. There are no intended third-party beneficiaries arising out of or in any way connected to this AGREEMENT, and nothing herein shall be construed to grant any person, firm, or other entity which is not a signatory to this AGREEMENT any rights, benefits, or privileges to rely on or demand performance of any provision of this AGREEMENT. VENDOR further agrees to provideworkers' compensation coverage for all of VENDOR'S employees, and to maintain such generaland auto liability insurance as is deemed necessary by SHERIFF for the circumstances and operations of VENDOR. VENDOR further agrees to provide SHERIFF with Certificates of Insurance, indicating the amount of coverage in force, upon request.

E. PACKING

Packages must be plainly marked with shipper's name and Purchase Order number. Charges are not allowed for boxing or crating unless previously agreed upon in writing.

F. DELIVERY

All materials must be shipped F.O.B. Destination. SHERIFF will not pay freight or express charges. If a specific purchase is negotiated on the basis of F.O.B. shipping point, VENDOR IS TO PREPAY SHIPPING CHARGES AND ADD TO INVOICE.

Upon receipt of a Purchase Order under this AGREEMENT, the VENDOR shall contact the SHERIFF to confirm the order and a mutually agreeable delivery date. Deliveries shall be made between 8:30 A.M. and 4:30 P.M. Monday through Friday, except for holidays, unless otherwise stated.

G. MATERIAL SAFETY DATA SHEET VENDOR agrees to furnish SHERIFF with a current Material Safety Data Sheet (MSDS) on or before delivery as required by Florida Statute.

H. OSHA REQUIREMENT

VENDOR hereby guarantees SHERIFF that all materials, supplies and equipment as listed on the purchase order meet the requirements, specifications and standards as provided for under the Federal Occupations Safety and Health Act of 1970, as from time to time amended and in force atthe date hereof.

I. PUBLIC ENTITY CRIMES

Pursuant to Section 287.133 (2) Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO ($25,000) for a period of 36 months following the date of being placed on the convicted vendor list. VENDOR hereby swears or affirms that it isn't currently on any such list or otherwise been suspended or barred from providing services or products by any local, state of federal regulatory or governmental entity.

J. PROMPT PAYMENT ACT

Contained below are provisions of Chapter 218, Florida Statutes, which regulates payments made by local governmental entities for non-construction services or goods. As an Independent Elected Constitutional Office, SHERIFF is bound by the provisions of this Chapter and all contracts entered into between SHERIFF and private vendors are governed by its terms. This section shall extend to the eligible governmental agencies as qualified users of this agreement which are statutorily referred to as: "Governmental agency" means a county, a municipality, a district school board, or any other unit of local government or political subdivision in this state.

Attached below are the pertinent parts of Chapter 218, Florida Statutes, relating to payments made by SHERIFF. These requirements supersede any terms in agreements entered into between the SHERIFF and any vendor or contractor doing business with SHERIFF.

The time at which payment is due for purchases made by SHERIFF shall be calculated from:

1. The date on which a proper invoice is received by the chief disbursement officer of the

local governmental entity after approval by the governing body, if required; or

2. If a proper invoice is not received by the local governmental entity, the date:
   a. On which delivery of personal property is accepted by the local governmental entity;
   b. On which services are completed;
   c. On which the rental period begins; or
   d. On which SHERIFF and VENDOR agree in a contract that provides dates relative to payment periods; whichever date is latest.
3. SHERIFF shall establish procedures whereby each payment request or invoice received by it is marked as received on the date on which it is delivered to an agent or employee of SHERIFF or of a facility or office of the SHERIFF.
4. The payment due date for contracts for the purchase of goods or services is 45 days after the date specified in s. 218.73. The payment due date for the purchase of construction services is specified in s. 218.735.
5. If the terms under which a purchase is made allow for partial deliveries and a payment request or proper invoice is submitted for a partial delivery, the time for payment for the partial delivery must be calculated from the time of the partial delivery and the submission of the payment request or invoice in the same manner as provided in s. 218.73 or s. 218.735.
6. All payments, due from SHERIFF and not made within the time specified by this section bear interest from 30 days after the due date at the rate of 1 percent per month on the unpaid balance. VENDOR must invoice the local governmental entity for any interest accrued in order to receive the interest payment. Any overdue period of less than 1 month isconsidered as 1 month in computing interest. Unpaid interest is compounded monthly. Forthe purposes of this section, the term "1 month" means a period beginning on any day of one month and ending on the same day of the following month.

K. SCRUTINIZED VENDOR LIST

By executing this Agreement, VENDOR certifies that: it is not on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, Florida Statutes, or engaged in a boycott of Israel; and, for bids, proposals or contracts for goods or services of one million ($1,000,000) dollars or more, that it is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaged in business operations in Cuba or Syria, per Section 287.135, Florida Statutes. If SHERIFF determines, using credible information available to the public, that VENDOR has submitted a false certification, SHERIFF shall provide VENDOR with written notice of its determination. VENDOR shall have ninety (90) days following receipt of the notice to respond in writing and to demonstrate that the determination of false certification was made in error. If VENDOR does not make such demonstration within ninety (90) days after receipt of the notice, SHERIFF shall bring a civil action against VENDOR. If a civil action is brought and the court determines that VENDOR has submitted a false certification, VENDOR shall pay a civil penalty equal to the greater of two million ($2,000,000) dollars or twice the amount of the contract for which the false certification was submitted, and all reasonable attorney fees and costs, including any costs for investigations that led to the finding of false certification; and, VENDOR will be ineligible to bid on any contract with an agency or local governmental entity for three (3) years after the date SHERIFF determined that VENDOR submitted a false certification, pursuant Section 287.135(5)(a), Florida Statutes

L. GOVERNING LAW, JURISDICTION AND VENUE

The terms and conditions of this agreement shall be construed in accordance with and governed by the laws of the State of Florida. All actions, whether sounding in contract or in tort, relating tothe validity, construction, interpretation, and enforcement of this AGREEMENT shall be institutedand litigated in the courts of the State of Florida, located in Bradford County, Florida, without regardto conflicts of laws principles. In accordance herewith, the parties to this AGREEMENT submit to the jurisdiction of the courts of the State of Florida located in Bradford County, Florida.

M. ARBITRATION/MEDIATION

SHERIFF does not agree to binding arbitration or mediation nor waive SHERIFF'S right to use the courts in the event that a breach or other circumstance necessitates litigation as a tool to ensurethat the rights of the agency and the citizenry are protected.

N. WARRANTY

SHERIFF does not agree to waive direct, special or exemplary damages.

O. SECURITY

Due to the confidential and sensitive nature of the work performed by SHERIFF, VENDOR and contractors may be subjected to background checks upon SHERIFF'S request. VENDOR and contractors may be required to provide information about themselves, their employees, and subcontractors, in order to permit SHERIFF to conduct background checks on persons entering secure areas, accessing secure information or otherwise providing supplies or services to SHERIFF. SHERIFF retains the right to limit or refuse access to any person at his sole discretion and vendors and contractors agree to abide that decision without cost or penalty to SHERIFF.

P. TERMINATION

This AGREEMENT may be terminated at any time by SHERIFF, for any reason or no reason at all, upon providing thirty (30) days advance written notice to the VENDOR. SHERIFF shall payfor all supplies and services provided by VENDOR as of the date of termination.

Q. APPROPRIATION

This AGREEMENT is subject to availability and annual appropriation of funds by the County, County Council, (Council). If funding for vehicle purchasing is not appropriated by the Council for any fiscal period during the term hereof, then SHERIFF shall immediately terminate this AGREEMENT upon written notice to VENDOR. In the event of suchtermination, VENDOR shall be entitled to receive just and equitable compensation for any satisfactory work performed as of the termination date. Such termination by SHERIFF shall not be deemed a Breach of Contract by SHERIFF, and VENDOR shall have no right to any actual, general, specific, incidental, consequential, or any other damages whatsoever of any description or amount.

R. MISCELLANEOUS

None of the following terms shall have any effect or be enforceable against SHERIFF or any of his employees or agents:

1. Any term requiring SHERIFF to maintain any type of insurance for the benefit of either SHERIFF or VENDOR.
2. Any term granting VENDOR any security interest in property owned or controlled by SHERIFF, including facilities provided by the County Board of County Commissioners for use by SHERIFF.
3. Any term obligating SHERIFF to pay the costs of collection or attorney's fees.
4. Any term allowing VENDOR to make unilateral modification to any contract entered into or relied upon by the Parties.
5. Any term requiring or stating that the terms of VENDOR'S standard form contract shall prevail over the terms of this Agreement in the event of a conflict.
6. Any term granting VENDOR the right to audit or examine the books, records or accounts of SHERIFF other than as required by law.

S. PUBLIC RECORDS LAW

Chapter 119, FS, is Florida's Public Records Act. Under this law, all records, including contracts are subject to disclosure to the public on demand. There are certain exemptions that can be claimedby SHERIFF to shield certain protected information, but VENDOR is hereby put on notice that the terms and conditions of any agreement entered into between VENDOR and SHERIFF are likely be disclosed if a public demand is made. SHERIFF does not agree to the confidentiality ofany information contained within any documents created or developed as part of any agreement. The Public Records law will always supersede any agreements to the contrary.

The NOTICE provided below is required to be part of any agreement entered into by SHERIFF.

NOTICE

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS FOR THE COUNTY.

In compliance with 119.0701, Florida Statutes, and 119.011(2), Florida Statutes, the following definitions shall apply to this agreement:

"Contractor" means an individual, partnership, corporation, or business entity that enters into a contract for services with a public agency and is acting on behalf of the public agencyas provided under s. 119.011(2).

"Public agency" means a state, county, district, authority, or municipal officer, or department, division, board, bureau, commission, or other separate unit of government created or established by law.

Note that in accordance with Florida law the contractor shall:

1. Keep and maintain public records that ordinarily and necessarily would be required by the public agency in order to perform the service.
2. Upon request from the public agency's custodian of public records, provide the public agency with a copy of the requested records or allow the access to public records to be inspected or copied within a reasonable time on the same terms and conditions that the public agency would provide the records and at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.
3. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract if the contractor does not transfer the records to the public agency.
4. Upon completion of the contract, transfer, at no cost, to the public agency all public records in possession of the contractor or meet all requirements for retaining public records and transfer, at no cost, to the public agency all public records in possession of the contractor or keep and maintain public records required by the public agency to perform the service.
5. If the contractor transfers all public records to the public agency upon completion of the contract, the contractor shall upon termination of the contract destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements.
6. If the contractor keeps and maintains public records upon completion of the contract, the contractor shall meet all applicable requirements for retaining public records.
7. All records stored electronically must be provided to the public agency, upon request from the public agency's custodian of public records, in a format that is compatible with the information technology systems of the public agency.
8. The Contractor understands that a request made to inspect or copy public records relating to a public agency's contract for services must be made directly to the public agency; however if the public agency does not possess the requested records, the public agency shall immediately notify the contractor of the request, and the contractor must provide the records to the public agency or allow the records to be inspected or copied within areasonable time.
9. If a contractor does not comply with the public agency's records request for records, the public agency shall enforce the contract provisions in accordance with the contract.

A contractor who fails to provide the public records to the public agency within a reasonable time may be subject to penalties under s.119.10, which include the filing of a civil action against a contractor to compel production of public records relating to a public agency's contract for services. The court shall assess and award against the contractor the reasonable costs of enforcement, including reasonable attorney fees, if:

1. The court determines that the contractor unlawfully refused to comply with the public records request within a reasonable time; and
2. At least eight (8) business days before filing the action, the plaintiff provided written notice of the public records request, including a statement that the contractor has not complied with the request, to the public agency and to the contractor.
    a. A notice complies with the requirements of this chapter if it is sent to the public agency's custodian of public records and to the contractor at the contractor's address listed on its contract with the public agency or to the contractor's registered agent.
    b. Such notices must be sent by common carrier delivery service or by registered,

Global Express Guaranteed, or certified mail, with postage or shipping paid by the sender and with evidence of delivery, which may be in an electronic format.

A contractor who complies with a public records request within eight (8) business days after the notice is sent is not liable for the reasonable costs of enforcement.

T. E-VERIFY

1. The terms contained in this paragraph shall be defined in accordance with Florida Statute Section 448.095 "Employment Eligibility."
2. "E-Verify system" means an Internet-based system operated by the United States Department of Homeland Security that allows participating employers to electronically verify the employment eligibility of newly hired employees.
3. As of January 1, 2021, a public employer (e.g., Sheriff's Office) may not enter into a contract with a contractor, or subcontractor unless each party to the contract registers with and uses the E-Verify system. Every contractor who has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration; or subcontractor who is a person or entity that provides labor, supplies, or services to or for a contractor or other subcontractor in exchange for salary, wages, or other remuneration, shall register with and use the E-Verify system to verify the work authorization status of all newly hired employees.
4. If a contractor enters into a contract with a subcontractor, the subcontractor must provide the contractor with an affidavit stating that the subcontractor does not employ, contract with, or subcontract with an unauthorized alien.
5. A contract terminated for violating paragraph 3 above or sections 448.095 subsections (2)(c) 1 or 2, FS, is not a breach of contract and may not be considered as such. Additionally,a contractor whose contract that is terminated as provided for in this paragraph may not be awarded a public contract for at least 1 year after the date on which the contract was terminated.
6. VENDOR shall, upon request, provide evidence of compliance with this provision to SHERIFF. Failure to comply with this provision is a material breach of the Agreement, and the SHERIFF may choose to terminate the Agreement at any time at its sole discretion. VENDOR may be liable for all costs associated with SHERIFF securing the same services, inclusive, but not limited to, higher costs for the same services and rebidding costs (if necessary). VENDOR, by virtue of acceptance of the Purchase Order certifies that:

1. VENDOR and its Subcontractors are aware of the requirements of Florida Statute 448.095, and upon request from the Sheriff's Office, provide evidence of such compliance.

2. VENDOR and its Subcontractors are registered with and using the E-Verify system to verify the work authorization status of newly hired employees.

3. VENDOR will not enter into a contract with any Subcontractor unless each party to the contract registers with and uses the E-Verify system.

4. The Subcontractor will provide VENDOR with an affidavit stating that the Subcontractor does not employ, contract with, or subcontract with unauthorized alien.

5. VENDOR must maintain a copy of such affidavit.

6. SHERIFF may terminate this Contract on the good faith belief that the VENDOR or its Subcontractors knowingly violated Florida Statutes 448.09(1) or 448.095(2)(c).

7. If this Contract is terminated pursuant to Florida Statute 448.095(2)(c), VENDOR may not be awarded a public contract for at least 1 year after the date on which this Contract was terminated.

8. VENDOR is liable for any additional cost incurred by SHERIFF as a result of the termination of this Contract.

U. FOREIGN INFLUENCE

VENDOR represents and warrants that it has made any applicable disclosures to SHERIFF which are required under Section 286.101(3)(a), Florida Statutes, pertaining to business transactions with a foreign country of concern as more fully defined within said statute.

V. GRANTS

Any purchases funded through Federal Grants, including but not limited to UASI, SCHGP, and any other federal grants shall require the VENDOR to comply with the provisions listed in 2 C.F.R. Part 200.

W. SUBCONTRACTORS

VENDOR agrees that as the signatory to this agreement, it is solely responsible for the satisfactory provision of goods and services hereunder. SHERIFF does not authorize subcontractors, joint ventures or third parties to provide goods or services in the performance of this agreement except as identified by VENDOR in its proposal to SHERIFF. All subcontractors, joint ventures or third parties providing goods or services in furtherance of this agreement shall be specifically identified by VENDOR and the Scope of Work will clearly identify the specific goods and or services to be provided by said subcontractors, joint ventures or third parties.

If the services provided by any subcontractor, joint venture or third party requires a specific licensure, certificate, degree or other governmental authorization to provide the services, proof of such licensure, certificate, degree or authorization will be provided by VENDOR to SHERIFF prior to the commencement of work or the payment of any sums due to VENDOR.

X. PROMPT PAYMENT DISCOUNT and FEE CALCULATION

Where SHERIFF and/ or eligible users of this contract pays the VENDOR within 30 days of delivery of a vehicle, the VENDOR shall remit a fee to the Bradford County Sheriff's Office at one half of one percent of the total purchase amount excluding tag fees, extended warranty purchases, and trade in allowances; per unit, that is promptly paid for. Vendor fee reporting to be submitted **monthly** with payment due the 20th of the month following the reporting cycle for all deliveries made within month reporting.

Y. OUT-OF-SERVICE VEHICLES

Sheriff Gordon Smith
945-B North Temple Avenue
Starke, FL 32091

The SHERIFF has the option to dispose of out-of-service vehicles through the VENDOR. Should the SHERIFF decide to do so, the VENDOR agrees to auction off those vehicles and payto the SHERIFF the net auction proceeds minus transport costs and $400 vendor fee per unit.

Z. ENTIRE AGREEMENT

This Agreement contains the entire understanding between the parties regarding this Agreement and supersedes all prior communications. The parties acknowledge and agree that neither of them has made any representation with respect to the subject matter of this Agreement or any representations except such representations as are specifically set forth herein, and the parties acknowledge that they have relied on their own judgment in entering into the same. The parties further acknowledge that any statements or representations that may have been made by either of them to the other are void and of no effect and that neither of them has relied on such statements or representations in connection with its dealings with the other. No alteration of these terms and conditions is binding on SHERIFF unless signed by SHERIFF.

Z. TERM AND EXTENSION

The term for this AGREEMENT ("BCSO 22-27-1.0") shall remain in effect for five (5) years from the date of contract execution by the SHERIFF and may be renewed for five (5) years or extended. by the PARTIES upon mutual agreement, in writing and executed by the PARTIES, before the expiration of the original term or any extension thereof. SHERIFF does not agree to automatic renewals or extensions. AGREEMENT may be extended to other governmental agencies located in the State of Florida with vendor approval.

IN WITNESS THEREOF, the PARTIES have caused this AGREEMENT to be duly executed as of the last day set forth below by the undersigned authorized representatives of the PARTIES.

Bradford County Sheriff's Office

Name

9/13/22
Date

VENDOR (Duval Ford)

Name Richard Tackett: GM

9/13/2022
Date

Approved as to Form and Legality,
for the Reliance of the Bradford County
Sheriff, Florida

[Tab 4] Price Proposal

Attachment 1: FORD OEM PRODUCTS: ALL MODELS AND PACKAGES: 1.65%

Attachment 2: Duval Ford AMO percent markup table

Attachment (2a): Exclusions: Ford SVT, ST

Attachment 3: Mileage Statement

Tab 4: Part 1, OEM percent Markup

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
	>2022	Medium Truck Chassis			
2	>2022	F650	F6A-F650 REG CAB	All Oem Pkg's Packages	1.65%
3	>2022	F650	F6B-F650 REG CAB LO	All Oem Pkg's	1.65%
4	>2022	F650	F6C-F650 REG CAB	All Oem Pkg's	1.65%
5	>2022	F650	F6D-F650 REG CAB	All Oem Pkg's	1.65%
6	>2022	F650	F6E-F650 REG CAB LO	All Oem Pkg's	1.65%
7	>2022	F650	F6T-F650 REG CAB TR	All Oem Pkg's	1.65%
8	>2022	F750	F7A-F750 REG CAB	All Oem Pkg's	1.65%
9	>2022	F750	F7D-F750 REG CAB	All Oem Pkg's	1.65%
10	>2022	F750	F7T-F750 REG CAB TR	All Oem Pkg's	1.65%
11	>2022	F650	W6A-F650 CREW CAB	All Oem Pkg's	1.65%
12	>2022	F650	W6B-F650 CRW CAB LO	All Oem Pkg's	1.65%
13	>2022	F650	W6D-F650 CREW CAB	All Oem Pkg's	1.65%
14	>2022	F650	W6E-F650 CRW CAB LO	All Oem Pkg's	1.65%
15	>2022	F650	W6T-F650 CRW CAB TR	All Oem Pkg's	1.65%
16	>2022	F750	W7A-F750 CREW CAB	All Oem Pkg's	1.65%
17	>2022	F750	W7D-F750 CREW CAB	All Oem Pkg's	1.65%
18	>2022	F750	W7T-F750 CRW CAB TR	All Oem Pkg's	1.65%
19	>2022	F650	X6A-F650 SUPER CAB	All Oem Pkg's	1.65%
20	>2022	F650	X6B-F650 SPR CAB LO	All Oem Pkg's	1.65%
21	>2022	F650	X6D-F650 SUPER CAB	All Oem Pkg's	1.65%
22	>2022	F650	X6E-F650 SPR CAB LO	All Oem Pkg's	1.65%
23	>2022	F650	X6T-F650 SPR CAB TR	All Oem Pkg's	1.65%
24	>2022	F750	X7A-F750 SUPER CAB	All Oem Pkg's	1.65%
25	>2022	F750	X7D-F750 SUPER CAB	All Oem Pkg's	1.65%
26	>2022	F750	X7T-F750 SPR CAB TR	All Oem Pkg's	1.65%
	>2022	E-Series Chassis and Cutaway			
28	>2022	ECONOLINE	E3F-COM CUTAWAY VAN	All Oem Pkg's	1.65%
29	>2022	ECONOLINE	E3K-COMM STRIP CHAS	All Oem Pkg's	1.65%
30	>2022	ECONOLINE	E4F-COM CUTAWAY VAN	All Oem Pkg's	1.65%
31	>2022	ECONOLINE	E4K-COMM STRIP CHAS	All Oem Pkg's	1.65%
	>2022	Mustang			
33	>2022	Mustang	P8C-GT COUPE	All Oem Pkg's Excluding SVT	1.65%
34	>2022	Mustang	P8F-GT CONV PREM	All Oem Pkg's Excluding SVT	1.65%
35	>2022	Mustang	P8J-HB COUPE	All Oem Pkg's Excluding SVT	1.65%
36	>2022	Mustang	P8K-BULLITT COUPE	All Oem Pkg's Excluding SVT	1.65%
37	>2022	Mustang	P8R-MACH 1 COUPE	All Oem Pkg's Excluding SVT	1.65%
38	>2022	Mustang	P8S-SHELBY GT500	All Oem Pkg's Excluding SVT	1.65%
39	>2022	Mustang	P8T-MUST ECO COUPE	All Oem Pkg's Excluding SVT	1.65%
40	>2022	Mustang	P8U-ECO CONVERTIBLE	All Oem Pkg's Excluding SVT	1.65%

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
	>2022	Expedition			
42	>2022	Expedition	K1F-4X2 XL MAX	All Oem Pkg's	1.65%
43	>2022	Expedition	K1G-4X4 XL MAX	All Oem Pkg's	1.65%
44	>2022	Expedition	K1H-4X2 XLT MAX	All Oem Pkg's	1.65%
45	>2022	Expedition	K1J-4X4 XLT MAX	All Oem Pkg's	1.65%
46	>2022	Expedition	K1K-4X2 LIMITED MAX	All Oem Pkg's	1.65%
47	>2022	Expedition	K1L-4X2 PLATINUM MX	All Oem Pkg's	1.65%
48	>2022	Expedition	K1M-4X4 PLATINUM MX	All Oem Pkg's	1.65%
49	>2022	Expedition	K1N-4X2 K.RANCH MAX	All Oem Pkg's	1.65%
50	>2022	Expedition	K1P-4X4 K.RANCH MAX	All Oem Pkg's	1.65%
51	>2022	Expedition	K2A-4X4 LIMITED MAX	All Oem Pkg's	1.65%
52	>2022	Expedition	U1F-4X2 XL	All Oem Pkg's	1.65%
53	>2022	Expedition	U1G-4X4 XL	All Oem Pkg's	1.65%
54	>2022	Expedition	U1H-4X2 XLT	All Oem Pkg's	1.65%
55	>2022	Expedition	U1J-4X4 XLT	All Oem Pkg's	1.65%
56	>2022	Expedition	U1K-4X2 LIMITED	All Oem Pkg's	1.65%
57	>2022	Expedition	U1L-4X2 PLATINUM	All Oem Pkg's	1.65%
58	>2022	Expedition	U1M-4X4 PLATINUM	All Oem Pkg's	1.65%
59	>2022	Expedition	U1N-4X2 KING RANCH	All Oem Pkg's	1.65%
60	>2022	Expedition	U1P-4X4 KING RANCH	All Oem Pkg's	1.65%
61	>2022	Expedition	U1R-4X4 TIMBERLINE	All Oem Pkg's	1.65%
62	>2022	Expedition	U2A-4X4 LIMITED	All Oem Pkg's	1.65%
	>2022	Bronco Sport SUV			
64	>2022	Bronco Sport SUV	R9A-BRONCO SPT BASE	All Oem Pkg's	1.65%
65	>2022	Bronco Sport SUV	R9B-BRONCO SPT BIG	All Oem Pkg's	1.65%
66	>2022	Bronco Sport SUV	R9C-BRONCO SPT OB	All Oem Pkg's	1.65%
67	>2022	Bronco Sport SUV	R9D-BRONCO SPT BD	All Oem Pkg's	1.65%
	>2022	Transit Connect Van			
69	>2022	Transit Connect Van	E6S-TRAN CON-VAN-XL	All Oem Pkg's	1.65%
70	>2022	Transit Connect Van	E6T-TRAN CN-VAN-XLT	All Oem Pkg's	1.65%
71	>2022	Transit Connect Van	E7S-TRAN CON-VAN-XL	All Oem Pkg's	1.65%
72	>2022	Transit Connect Van	E7T-TRAN CN-VAN-XLT	All Oem Pkg's	1.65%
73	>2022	Transit Connect Van	S6S-TRAN CON-VAN-XL	All Oem Pkg's	1.65%
74	>2022	Transit Connect Van	S6T-TRAN CN-VAN-XLT	All Oem Pkg's	1.65%
75	>2022	Transit Connect Van	S7S-TRAN CON-VAN-XL	All Oem Pkg's	1.65%
76	>2022	Transit Connect Van	S7T-TRAN CN-VAN-XLT	All Oem Pkg's	1.65%
	>2022	Superduty			
78	>2022	F250	F2A-F250 4X2 SD R/C	All Oem Pkg's	1.65%
79	>2022	F250	F2B-F250 4X4 SD R/C	All Oem Pkg's	1.65%
80	>2022	F350	F3A-F350 4X2SDR/CSR	All Oem Pkg's	1.65%
81	>2022	F350	F3B-F350 4X4SDR/CSR	All Oem Pkg's	1.65%
82	>2022	F350	F3C-F350 4X2 SD R/C	All Oem Pkg's	1.65%

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
83	>2022	F350	F3D-F350 4X4 SD R/C	All Oem Pkg's	1.65%
84	>2022	F350	F3E-F350 4X2CHAS/CS	All Oem Pkg's	1.65%
85	>2022	F350	F3F-F350 4X4CHAS/CS	All Oem Pkg's	1.65%
86	>2022	F350	F3G-F350 4X2 CHAS/C	All Oem Pkg's	1.65%
87	>2022	F350	F3H-F350 4X4 CHAS/C	All Oem Pkg's	1.65%
88	>2022	F450	F4C-F450 4X2 SD R/C	All Oem Pkg's	1.65%
89	>2022	F450	F4D-F450 4X4 SD R/C	All Oem Pkg's	1.65%
90	>2022	F450	F4G-F450 4X2 CHAS/C	All Oem Pkg's	1.65%
91	>2022	F450	F4H-F450 4X4 CHAS/C	All Oem Pkg's	1.65%
92	>2022	F550	F5G-F550 4X2 CHAS/C	All Oem Pkg's	1.65%
93	>2022	F550	F5H-F550 4X4 CHAS/C	All Oem Pkg's	1.65%
94	>2022	F600	F6K-F600 4X2 CHAS/C	All Oem Pkg's	1.65%
95	>2022	F600	F6L-F600 4X4 CHAS/C	All Oem Pkg's	1.65%
96	>2022	F250	W2A-F250 4X2 CREW/C	All Oem Pkg's	1.65%
97	>2022	F250	W2B-F250 4X4 CREW/C	All Oem Pkg's	1.65%
98	>2022	F350	W3A-F350 4X2CREW/CS	All Oem Pkg's	1.65%
99	>2022	F350	W3B-F350 4X4CREW/CS	All Oem Pkg's	1.65%
100	>2022	F350	W3C-F350 4X2 CREW/C	All Oem Pkg's	1.65%
101	>2022	F350	W3D-F350 4X4 CREW/C	All Oem Pkg's	1.65%
102	>2022	F350	W3E-F350 4X2CRWCCSR	All Oem Pkg's	1.65%
103	>2022	F350	W3F-F350 4X4CRWCCSR	All Oem Pkg's	1.65%
104	>2022	F350	W3G-F350 4X2 CRW CC	All Oem Pkg's	1.65%
105	>2022	F350	W3H-F350 4X4 CRW CC	All Oem Pkg's	1.65%
106	>2022	F450	W4C-F450 4X2 CRW PU	All Oem Pkg's	1.65%
107	>2022	F450	W4D-F450 4X4 CRW PU	All Oem Pkg's	1.65%
108	>2022	F450	W4G-F450 4X2 CRW CC	All Oem Pkg's	1.65%
109	>2022	F450	W4H-F450 4X4 CRW CC	All Oem Pkg's	1.65%
110	>2022	F550	W5G-F550 4X2 CRW CC	All Oem Pkg's	1.65%
111	>2022	F550	W5H-F550 4X4 CRW CC	All Oem Pkg's	1.65%
112	>2022	F250	X2A-F250 4X2 S/C	All Oem Pkg's	1.65%
113	>2022	F250	X2B-F250 4X4 S/C	All Oem Pkg's	1.65%
114	>2022	F350	X3A-F350 4X2 S/C	All Oem Pkg's	1.65%
115	>2022	F350	X3B-F350 4X4 S/C	All Oem Pkg's	1.65%
116	>2022	F350	X3C-F350 4X2 S/C DR	All Oem Pkg's	1.65%
117	>2022	F350	X3D-F350 4X4 S/C DR	All Oem Pkg's	1.65%
118	>2022	F350	X3E-F350 4X2S/CCCSR	All Oem Pkg's	1.65%
119	>2022	F350	X3F-F350 4X4S/CCCSR	All Oem Pkg's	1.65%
120	>2022	F350	X3G-F350 4X2 S/C CC	All Oem Pkg's	1.65%
121	>2022	F350	X3H-F350 4X4 S/C CC	All Oem Pkg's	1.65%
122	>2022	F450	X4G-F450 4X2 S/C CC	All Oem Pkg's	1.65%
123	>2022	F450	X4H-F450 4X4 S/C CC	All Oem Pkg's	1.65%
124	>2022	F550	X5G-F550 4X2 S/C CC	All Oem Pkg's	1.65%
125	>2022	F550	X5H-F550 4X4 S/C CC	All Oem Pkg's	1.65%
	>2022	Mustang Mach-E			
127	>2022	Mustang Mach-E	K1R-SELECT RWD	All Oem Pkg's	1.65%
128	>2022	Mustang Mach-E	K1S-SELECT AWD	All Oem Pkg's	1.65%
129	>2022	Mustang Mach-E	K2R-CAL ROUTE 1 RWD	All Oem Pkg's	1.65%
130	>2022	Mustang Mach-E	K2S-CAL ROUTE 1 AWD	All Oem Pkg's	1.65%
131	>2022	Mustang Mach-E	K3R-PREMIUM RWD	All Oem Pkg's	1.65%
132	>2022	Mustang Mach-E	K3S-PREMIUM AWD	All Oem Pkg's	1.65%
133	>2022	Mustang Mach-E	K4S-GT AWD	All Oem Pkg's	1.65%

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
	>2022	F150 SERIES			
135	>2022	F150	F1C-F150 4X2 R/C	All Oem Pkg's	1.65%
136	>2022	F150	F1E-F150 4X4 R/C	All Oem Pkg's	1.65%
137	>2022	F150	W1C-F150 4X2 CREW	All Oem Pkg's	1.65%
138	>2022	F150	W1E-F150 4X4 CREW	All Oem Pkg's	1.65%
139	>2022	F150	W1P-F150 POL RESP	All Oem Pkg's	1.65%
140	>2022	F150	W1S-F150 4X2 CREW	All Oem Pkg's	1.65%
141	>2022	F150	W1T-F150 4X4 CREW	All Oem Pkg's	1.65%
142	>2022	F150	X1C-F150 4X2 S/C	All Oem Pkg's	1.65%
143	>2022	F150	X1E-F150 4X4 S/C	All Oem Pkg's	1.65%
	>2022	Bronco Full Size			
145	>2022	Bronco Full Size	E5A-BRONCO 2DR 4X4	All Oem Pkg's Excluding SVT	1.65%
146	>2022	Bronco Full Size	E5B-BRONCO 4DR 4X4	All Oem Pkg's Excluding SVT	1.65%
147	>2022	Bronco Full Size	E5C-2DR ADVANCD 4X4	All Oem Pkg's Excluding SVT	1.65%
148	>2022	Bronco Full Size	E5D-4DR ADVANCD 4X4	All Oem Pkg's Excluding SVT	1.65%
149	>2022	Bronco Full Size	E5E-4DR ADVANCD 4X4	All Oem Pkg's Excluding SVT	1.65%
150	>2022	Bronco Full Size	E5F-2DR ADVANCD 4X4	All Oem Pkg's Excluding SVT	1.65%
151	>2022	Bronco Full Size	E5G-2 DR ADV AWD HL	All Oem Pkg's Excluding SVT	1.65%
152	>2022	Bronco Full Size	E5H-4 DR ADV AWD HL	All Oem Pkg's Excluding SVT	1.65%
153	>2022	Bronco Full Size	E5J-4DR ADVANCD 4X4	All Oem Pkg's Excluding SVT	1.65%
	>2022	Maverick Pickup			
155	>2022	Maverick Pickup	W8E-MAVERICK FWD	All Oem Pkg's	1.65%
156	>2022	Maverick Pickup	W8F-MAVERICK AWD	All Oem Pkg's	1.65%
	>2022	Explorer SUV			
158	>2022	Explorer SUV	K7B-4DR RWD BASE	All Oem Pkg's Excluding ST	1.65%
159	>2022	Explorer SUV	K7D-4DR RWD XLT	All Oem Pkg's Excluding ST	1.65%
160	>2022	Explorer SUV	K7F-4DR RWD LIMITED	All Oem Pkg's Excluding ST	1.65%
161	>2022	Explorer SUV	K7G-4DR RWD ST	All Oem Pkg's Excluding ST	1.65%
162	>2022	Explorer SUV	K7H-4DR RWD PLTNM	All Oem Pkg's Excluding ST	1.65%
163	>2022	Explorer SUV	K7K-4DR RWD ST-LINE	All Oem Pkg's Excluding ST	1.65%
164	>2022	Explorer SUV	K7L-4DR RWD K RANCH	All Oem Pkg's Excluding ST	1.65%
165	>2022	Explorer SUV	K8B-4DR 4WD BASE	All Oem Pkg's Excluding ST	1.65%
166	>2022	Explorer SUV	K8D-4DR 4WD XLT	All Oem Pkg's Excluding ST	1.65%

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
167	>2022	Explorer SUV	K8F-4DR 4WD LIMITED	All Oem Pkg's Excluding ST	1.65%
168	>2022	Explorer SUV	K8G-4DR 4WD ST	All Oem Pkg's Excluding ST	1.65%
169	>2022	Explorer SUV	K8H-4DR 4WD PLTNM	All Oem Pkg's Excluding ST	1.65%
170	>2022	Explorer SUV	K8J-4DR 4WD TMBLINE	All Oem Pkg's Excluding ST	1.65%
171	>2022	Explorer SUV	K8K-4DR 4WD ST-LINE	All Oem Pkg's Excluding ST	1.65%
172	>2022	Explorer SUV	K8L-4DR RWD K RANCH	All Oem Pkg's Excluding ST	1.65%
	>2022	Transit Van			
174	>2022	Transit Van	E1C-MR CARGO RWD	All Oem Pkg's	1.65%
175	>2022	Transit Van	E1D-MR CREW RWD	All Oem Pkg's	1.65%
176	>2022	Transit Van	E1Y-LR CARGO RWD	All Oem Pkg's	1.65%
177	>2022	Transit Van	E1Z-LR CREW RWD	All Oem Pkg's	1.65%
178	>2022	Transit Van	E2C-MR CARGO AWD	All Oem Pkg's	1.65%
179	>2022	Transit Van	E2D-MR CREW AWD	All Oem Pkg's	1.65%
180	>2022	Transit Van	E2Y-LR CARGO AWD	All Oem Pkg's	1.65%
181	>2022	Transit Van	E9Z-LR CREW AWD	All Oem Pkg's	1.65%
182	>2022	Transit Van	F1P-LR CUTAWAY RWD	All Oem Pkg's	1.65%
183	>2022	Transit Van	F1Y-LR CARGO RWD	All Oem Pkg's	1.65%
184	>2022	Transit Van	F1Z-LR CHASSIS RWD	All Oem Pkg's	1.65%
185	>2022	Transit Van	F2P-LR CUTAWAY AWD	All Oem Pkg's	1.65%
186	>2022	Transit Van	F2Y-LR CARGO AWD	All Oem Pkg's	1.65%
187	>2022	Transit Van	F2Z-LR CHASSIS AWD	All Oem Pkg's	1.65%
188	>2022	Transit Van	F4U-HR CARGO AWD	All Oem Pkg's	1.65%
189	>2022	Transit Van	F4V-HR CREW RWD	All Oem Pkg's	1.65%
190	>2022	Transit Van	F4W-HR CREW AWD	All Oem Pkg's	1.65%
191	>2022	Transit Van	F4X-HR CARGO RWD	All Oem Pkg's	1.65%
192	>2022	Transit Van	F5X-HR CARGO RWD	All Oem Pkg's	1.65%
193	>2022	Transit Van	F6P-LR CUTAWAY RWD	All Oem Pkg's	1.65%
194	>2022	Transit Van	F6X-HR CARGO AWD	All Oem Pkg's	1.65%
195	>2022	Transit Van	F6Z-LR CHASSIS RWD	All Oem Pkg's	1.65%
196	>2022	Transit Van	F7C-MR CARGO RWD	All Oem Pkg's	1.65%
197	>2022	Transit Van	F7X-HR CARGO RWD	All Oem Pkg's	1.65%
198	>2022	Transit Van	F8C-MR CARGO AWD	All Oem Pkg's	1.65%
199	>2022	Transit Van	F8P-LR CUTAWAY AWD	All Oem Pkg's	1.65%
200	>2022	Transit Van	F8X-HR CARGO AWD	All Oem Pkg's	1.65%
201	>2022	Transit Van	F8Z-LR CHASSIS AWD	All Oem Pkg's	1.65%
202	>2022	Transit Van	R1C-MR CARGO RWD	All Oem Pkg's	1.65%
203	>2022	Transit Van	R1D-MR CREW RWD W	All Oem Pkg's	1.65%
204	>2022	Transit Van	R1V-HR CREW RWD W	All Oem Pkg's	1.65%
205	>2022	Transit Van	R1X-HR CARGO RWD	All Oem Pkg's	1.65%
206	>2022	Transit Van	R1Y-LR CARGO RWD	All Oem Pkg's	1.65%
207	>2022	Transit Van	R1Z-LR CREW RWD	All Oem Pkg's	1.65%
208	>2022	Transit Van	R2C-MR CARGO AWD	All Oem Pkg's	1.65%
209	>2022	Transit Van	R2D-MR CREW AWD	All Oem Pkg's	1.65%
210	>2022	Transit Van	R2V-HR CREW AWD	All Oem Pkg's	1.65%
211	>2022	Transit Van	R2X-HR CARGO AWD	All Oem Pkg's	1.65%

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
212	>2022	Transit Van	R2Y-LR CARGO AWD	All Oem Pkg's	1.65%
213	>2022	Transit Van	R2Z-LR CREW AWD	All Oem Pkg's	1.65%
214	>2022	Transit Van	R3U-HR CARGO AWD	All Oem Pkg's	1.65%
215	>2022	Transit Van	R3X-HR CARGO RWD	All Oem Pkg's	1.65%
216	>2022	Transit Van	R5P-LR CUTAWAY RWD	All Oem Pkg's	1.65%
217	>2022	Transit Van	R5Z-LR CHASSIS RWD	All Oem Pkg's	1.65%
218	>2022	Transit Van	R7P-LR CUTAWAY AWD	All Oem Pkg's	1.65%
219	>2022	Transit Van	R7Z-LR CHASSIS AWD	All Oem Pkg's	1.65%
220	>2022	Transit Van	S4U-HR CARGO AWD	All Oem Pkg's	1.65%
221	>2022	Transit Van	S4V-HR CREW RWD	All Oem Pkg's	1.65%
222	>2022	Transit Van	S4W-HR CREW AWD	All Oem Pkg's	1.65%
223	>2022	Transit Van	S4X-HR CARGO RWD	All Oem Pkg's	1.65%
224	>2022	Transit Van	S6P-LR CUTAWAY RWD	All Oem Pkg's	1.65%
225	>2022	Transit Van	S6Z-LR CHASSIS RWD	All Oem Pkg's	1.65%
226	>2022	Transit Van	S8P-LR CUTAWAY AWD	All Oem Pkg's	1.65%
227	>2022	Transit Van	S8Z-LR CHASSIS AWD	All Oem Pkg's	1.65%
228	>2022	Transit Van	U4X-HR PASS XL RWD	All Oem Pkg's	1.65%
229	>2022	Transit Van	U5X-HR PASS XL AWD	All Oem Pkg's	1.65%
230	>2022	Transit Van	U6P-LR CUTAWAY RWD	All Oem Pkg's	1.65%
231	>2022	Transit Van	U6Z-LR CHASSIS RWD	All Oem Pkg's	1.65%
232	>2022	Transit Van	U8P-LR CUTAWAY AWD	All Oem Pkg's	1.65%
233	>2022	Transit Van	U8U-HR CARGO AWD	All Oem Pkg's	1.65%
234	>2022	Transit Van	U8X-HR CARGO RWD	All Oem Pkg's	1.65%
235	>2022	Transit Van	U8Z-LR CHASSIS AWD	All Oem Pkg's	1.65%
236	>2022	Transit Van	W1D-MR CREW RWD	All Oem Pkg's	1.65%
237	>2022	Transit Van	W1V-HR CREW RWD	All Oem Pkg's	1.65%
238	>2022	Transit Van	W1X-HR CARGO RWD	All Oem Pkg's	1.65%
239	>2022	Transit Van	W1Y-LR CARGO RWD	All Oem Pkg's	1.65%
240	>2022	Transit Van	W1Z-LR CREW RWD	All Oem Pkg's	1.65%
241	>2022	Transit Van	W2C-MR CARGO AWD	All Oem Pkg's	1.65%
242	>2022	Transit Van	W2D-MR CREW AWD	All Oem Pkg's	1.65%
243	>2022	Transit Van	W2V-HR CREW AWD	All Oem Pkg's	1.65%
244	>2022	Transit Van	W2X-HR CARGO AWD	All Oem Pkg's	1.65%
245	>2022	Transit Van	W2Y-LR CARGO AWD	All Oem Pkg's	1.65%
246	>2022	Transit Van	W2Z-LR CREW AWD	All Oem Pkg's	1.65%
247	>2022	Transit Van	W3U-HR CARGO AWD	All Oem Pkg's	1.65%
248	>2022	Transit Van	W3X-HR CARGO RWD	All Oem Pkg's	1.65%
249	>2022	Transit Van	W4X-HR PASS XL RWD	All Oem Pkg's	1.65%
250	>2022	Transit Van	W4Z-MR PASS XL RWD	All Oem Pkg's	1.65%
251	>2022	Transit Van	W5P-LR CUTAWAY RWD	All Oem Pkg's	1.65%
252	>2022	Transit Van	W5Z-LR CHASSIS RWD	All Oem Pkg's	1.65%
253	>2022	Transit Van	W7P-LR CUTAWAY AWD	All Oem Pkg's	1.65%
254	>2022	Transit Van	W7Z-LR CHASSIS AWD	All Oem Pkg's	1.65%
255	>2022	Transit Van	W9C-MR CARGO RWD	All Oem Pkg's	1.65%
256	>2022	Transit Van	X2C-MR PASS XL RWD	All Oem Pkg's	1.65%
257	>2022	Transit Van	X2X-HR PASS XL RWD	All Oem Pkg's	1.65%
258	>2022	Transit Van	X2Y-LR PASS XL RWD	All Oem Pkg's	1.65%
259	>2022	Transit Van	X9C-MR PASS XL AWD	All Oem Pkg's	1.65%
260	>2022	Transit Van	X9X-HR PASS XL AWD	All Oem Pkg's	1.65%
261	>2022	Transit Van	X9Y-LR PASS XL AWD	All Oem Pkg's	1.65%
	>2022	Edge Suv			

ITEM NUMBER	Model Year	Vehicle Type	Model Code	Package Availability	Contract % Markup over Invoice
263	>2022	Edge Suv	K3G-EDGE FWD-SE	All Oem Pkg's	1.65%
264	>2022	Edge Suv	K3J-EDGE FWD-SEL	All Oem Pkg's	1.65%
265	>2022	Edge Suv	K3K-EDGE FWD-TITAN	All Oem Pkg's	1.65%
266	>2022	Edge Suv	K4A-EDGE AWD-ST	All Oem Pkg's	1.65%
267	>2022	Edge Suv	K4G-EDGE AWD-SE	All Oem Pkg's	1.65%
268	>2022	Edge Suv	K4J-EDGE AWD-SEL	All Oem Pkg's	1.65%
269	>2022	Edge Suv	K4K-EDGE AWD-TITAN	All Oem Pkg's	1.65%
	>2022	Transit Connect			
271	>2022	43-TRAN CONNCT WAG	E8F-TRANCON-WGN-XLT	All Oem Pkg's	1.65%
272	>2022	43-TRAN CONNCT WAG	E8G-TRANCON-WGN-TTN	All Oem Pkg's	1.65%
273	>2022	43-TRAN CONNCT WAG	E9E-TRANCON-WGN-XL	All Oem Pkg's	1.65%
274	>2022	43-TRAN CONNCT WAG	E9F-TRANCON-WGN-XLT	All Oem Pkg's	1.65%
275	>2022	43-TRAN CONNCT WAG	E9G-TRANCON-WGN-TTN	All Oem Pkg's	1.65%
276	>2022	43-TRAN CONNCT WAG	S8F-TRANCON-WGN-XLT	All Oem Pkg's	1.65%
277	>2022	43-TRAN CONNCT WAG	S9E-TRANCON-WGN-XL	All Oem Pkg's	1.65%
278	>2022	43-TRAN CONNCT WAG	S9F-TRANCON-WGN-XLT	All Oem Pkg's	1.65%
	>2022	Escape SUV			
280	>2022	45-ESCAPE	U0B-SE FHEV FWD	All Oem Pkg's	1.65%
281	>2022	45-ESCAPE	U0C-SEL FHEV FWD	All Oem Pkg's	1.65%
282	>2022	45-ESCAPE	U0D-TIT FHEV FWD	All Oem Pkg's	1.65%
283	>2022	45-ESCAPE	U0E-PHEV FWD	All Oem Pkg's	1.65%
284	>2022	45-ESCAPE	U0F-BASE FWD	All Oem Pkg's	1.65%
285	>2022	45-ESCAPE	U0G-ACTIVE FWD	All Oem Pkg's	1.65%
286	>2022	45-ESCAPE	U0H-SEL FWD	All Oem Pkg's	1.65%
287	>2022	45-ESCAPE	U0J-PLATINUM FWD	All Oem Pkg's	1.65%
288	>2022	45-ESCAPE	U0K-SEL PHEV FWD	All Oem Pkg's	1.65%
289	>2022	45-ESCAPE	U0L-TIT PHEV FWD	All Oem Pkg's	1.65%
290	>2022	45-ESCAPE	U9B-SE FHEV AWD	All Oem Pkg's	1.65%
291	>2022	45-ESCAPE	U9C-SEL FHEV AWD	All Oem Pkg's	1.65%
292	>2022	45-ESCAPE	U9D-TIT FHEV AWD	All Oem Pkg's	1.65%
293	>2022	45-ESCAPE	U9F-BASE AWD	All Oem Pkg's	1.65%
294	>2022	45-ESCAPE	U9G-ACTIVE AWD	All Oem Pkg's	1.65%
295	>2022	45-ESCAPE	U9H-SEL AWD	All Oem Pkg's	1.65%
296	>2022	45-ESCAPE	U9J-PLATINUM AWD	All Oem Pkg's	1.65%
	>2022	Police Vehicles			
298	>2022	Police SUV	K8A-4DR AWD POLICE	All Oem Pkg's	1.65%
299	>2022	Police F150	W1P-F150 POL RESP	All Oem Pkg's	1.65%

Tab 4: Part 2, AMO percent Markup

Note (1): Package Discounts will be listed as a single line item on quote, when available. Parts freight added at true cost as single line item on quote per bid instructions. Note (2): If Brand not listed, AMO ceiling price to be less than category's maximum % listed below, call dealer.

AMO. ITEM #	Category	OEM Brand	Ceiling % Markup	Note
1	CRANES	Auto Crane	13%	
2	CRANES	Stellar	13%	
3	CRANES	Liftmoore	13%	
4	CRANES	Venturo	13%	
5	CRANES	Tiger	14%	
6	CRANES	VMAC	14%	
7	Machines	Vanair	14%	
8	Machines	Boss	14%	
9	Machines	CAS	14%	
10	Machines	American Hydraulic	14%	
11	Machines	VMAC	14%	
12	Machines	Wachs	14%	
13	Machines	Cues	14%	
14	Machines	Muncie	14%	
15	Machines	Chelsea	14%	
16	Service Body	Knapheide	14%	
17	Service Body	CM	14%	
18	Service Body	Godwin	14%	
19	Service Body	Crysteel	14%	
20	Service Body	Rugby	14%	
21	Service Body	Blue Ridge	14%	
22	Service Body	Duraclass- Brand FX	14%	
23	Service Body	Stellar- Hooklift	14%	
24	Service Body	Switch N Go	14%	
25	Service Body	Venco	14%	
26	Service Body	TPL- Lube Body & Skids	14%	
27	Service Body	Reading	14%	
28	Service Body	Palfinger	19%	
29	Service Body	Dakota Body	14%	
30	Service Body	Auto Crane	14%	
31	Service Body	Terex	30%	Extended Lead time
32	Service Body	Peterson	34%	Extended Lead time
33	Service Body	Altec	34%	Extended Lead time
34	DogBody	Mavron	22%	
35	DogBody	Bowie International	20%	Extended Lead time
36	LIFTGATES	Tommy Gate	18%	
37	LIFTGATES	Waltco Liftgate	18%	
38	LIFTGATES	Maxon Liftgates	18%	
39	LIFTGATES	Dhollandia Liftgates	18%	
40	LIFTGATES	Anteo Liftgates	18%	
41	LIFTGATES	Thieman Liftgates	18%	
42	LIFTGATES	Theiman	18%	
43	Accessory	Buyers Products	29%	

AMO. ITEM #	Category	OEM Brand.	Ceiling % Markup	Note
44	Accessory	UWS	29%	
45	Accessory	Curt	29%	
46	Accessory	Betterbuilt	29%	
47	Accessory	Enpak/Miller	29%	
48	Accessory	US Tarp	29%	
49	Accessory	Chelsea	29%	
50	Accessory	Muncie	29%	
51	Accessory	Decked	29%	
52	Accessory	Kussmall	29%	
53	Accessory	Tigertough	29%	
54	Accessory	Warn	29%	
55	Accessory	Weatherguard	29%	
56	Accessory	Roll n Lock	29%	
57	Accessory	Retrax	29%	
58	Accessory	ARE	29%	
59	Accessory	Ranch	29%	
60	Accessory	Century	29%	
61	Accessory	LineX	29%	
62	Accessory	Toff Brand	29%	
63	Accessory	Aervoe	29%	
64	Accessory	Amerex	29%	
65	Accessory	Keystone Automotive	29%	
66	Accessory	Meyer Distributing	29%	
67	Accessory	Wanco (Arrow/Message Boards) Speed Trailers	29%	
68	Accessory	Bak Flip	29%	
69	Accessory	Cargo Glide	29%	
70	Accessory	JBC Safety: Traffic Safety Products	29%	
71	VAN BODY	Rockport	14%	
72	VAN BODY	Complete Van Body	14%	
73	VAN BODY	Conyers Mfg.	14%	
74	VAN BODY	Supreme Corporation	14%	
75	VANS	Masterack	22%	
76	VANS	Legend	22%	
77	VANS	Kargo Master	22%	
78	VANS	Prime Design	22%	
79	VANS	Weatherguard	22%	
80	VANS	Ranger	22%	
81	AERIAL	Duralift Aerial Devices	22%	Package Disc available
82	AERIAL	Axion Aerial Devices	22%	Package Disc available
83	AERIAL	Challenger Aerial Devices	22%	Package Disc available
84	AERIAL	ALTEC	33%	Package Disc available
85	AERIAL	Stamm Mfg	24%	Package Disc available
86	LIGHTING	Trafcon Signals	20%	
87	LIGHTING	WHELEN	20%	
88	LIGHTING	Soundoff	20%	
89	LIGHTING	Brookings	20%	
90	LIGHTING	Metra	20%	
91	LIGHTING	Code 3	20%	

AMO. ITEM #	Category	OEM Brand.	Ceiling % Markup	Note
92	LIGHTING	hg2	20%	
93	LIGHTING	Unity	20%	
94	LIGHTING	Streamlight	20%	
95	LIGHTING	Ecco	20%	
96	LIGHTING	SpeedTech	20%	
97	LIGHTING	Bayco	20%	
98	LIGHTING	Able 2 Products	20%	
99	LIGHTING	Go Light	20%	
100	LIGHTING	Maxxima	20%	
101	LIGHTING	Star	20%	
102	LIGHTING	Pelican Products	20%	
103	LE DEVICE	Phillips Aed's	20%	
104	LE DEVICE	Zoll Aed's	20%	
105	LE DEVICE	Watchgaurd	20%	
106	LE DEVICE	Digital Ally	20%	
107	LE DEVICE	Mag light	20%	
108	LE DEVICE	Stalker	20%	
109	LE DEVICE	AceK9	20%	
110	LE DEVICE	Panasonic	20%	
111	LE DEVICE	Intermotive	20%	
112	LE DEVICE	Dell	20%	
113	LE DEVICE	Angel Armor	20%	
114	LE DEVICE	Brother Printers and Accessories	20%	
115	LE DEVICE	ISBI Window Ballistics	20%	
116	LE DEVICE	Zebra printers and Tablets	20%	
117	LE DEVICE	Tremco	20%	
118	LE DEVICE	Santa Cruz	20%	
119	LE DEVICE	Big Sky Gun Racks	20%	
120	LE Metal	Gamber Johnson	20%	
121	LE Metal	Havis	20%	
122	LE Metal	Pro-Gard	20%	
123	LE Metal	Setina	20%	
124	LE Metal	Troy	20%	
125	LE Metal	Jotto	20%	
126	LE Metal	American Aluminum	20%	
127	LE Metal	Westin	20%	
128	LE Metal	GoRhino	20%	
129	LE Metal	Sterling	20%	
130	LE Metal	RanchHand	20%	
131	LE Metal	Highway Safety Products	20%	
132	LE Metal	Ram Mount	20%	
133	LE Metal	Plastix Plus	20%	
134	LE Metal	Tuffy Products	20%	
135	LE Metal	Tufloc-Esmet	20%	
136	LE Metal	Lund	20%	
137	LE Metal	Ops Products	20%	
138	LE Metal	Ray Allen K9	20%	
139	LE Metal	Laguna	20%	
140	LE Metal	LEM Solutions: Printer Mounts	20%	

AMO. ITEM #	Category	OEM Brand.	Ceiling % Markup	Note
141	WheelChair	Braun	15%	
142	WheelChair	Century	15%	
143	WheelChair	Mobility Works	15%	
144	WheelChair	Mathews Bus	15%	

Mileage Statement: Part 3

Per section [L] tab 4, part 3, Duval Ford will deliver all completed vehicles to BCSO at no charge, F.O.B. purchased off this agreement. For deliveries to agencies other than BCSO, Duval Ford will charge $2 per mile from zip code 32210 to agency zip code per mileage posted on Mapquest or similar site data. This charge will include the fuel and may be achieved via motor carrier or contract driver.

Richard Tackett
President / General Manager
Duval Fleet
Duval Ford, Duval Chevrolet
richard.tackett@duvalfleet.com

Date: 9/5/2022

Tab 5: Drug Free Workplace Statement

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that

__DUVAL FORD_____does:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the work place and specifying the actions that will be taken against employees for violations of such prohibition.

2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).

4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.

5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.

6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Contract Number BCSO 22-27-1.0

Bidder's Signature

9/5/22

DEALER PARTNERSHIP STATEMENT

Duval Ford, upon BCSO approval, may engage partnered dealerships for purposes of providing expedited delivery of products not currently available in inventory. When available, the transaction price will become the bid percentage submitted plus a $400 administrative fee. In cases where the end product is an alternative brand (i.e. Dodge, Honda etc.) the partnered dealer will be named, posted and held to the terms and conditions of the BCSO contract and recognized as a transactional subcontractor of the awarded dealership. In no way will the resulting transaction between the dealer and agency be indirect, or a "brokered" sale. The transaction is original and direct between entities adhering to the Manufacturer's franchise agreements and the manufacturer's statement of origin is assigned directly to the end user as a new, unused, non-brokered, direct agency sale, matching the named entity on the agency purchase order, binding those entities per agency purchasing guidelines.

Richard Tackett
President / General Manager
Duval Fleet
Duval Ford, Duval Chevrolet
richard.tackett@duvalfleet.com

Date: 9/5/2022

[CATEGORY 1.0] PRICING

CLICK SORT TO SEE RANKING

		Enter Bidder Name	Enter Bidder % over cost for vehicles bid	RANKING
Ranking: First	DEALER	Duval Ford	1.65	1
Ranking: Second		Bozard	4.75	2
Ranking: Third		No Bid	0	3
Ranking: Fourth		No Bid	0	4
Ranking: Fifth		No Bid	0	5
Ranking: Sixth		No Bid	0	6

Lowest % Markup = 56 pts	56
Second Finish = 44	44
Third and beyond = 0	0

STEP ONE: ENTER DEALER NAME AND BID %

STEP TWO: SORT BY CLICKING SORT BUTTON ON PERCENT ASCENDING

PROPOSAL POINTS TOOL

		TAB ONE			TAB 2				TAB 3		TOTAL
		EXECUTIVE SUMMARY	BUSINESS LOCATION	REFERENCES	OEM CERTIFICATION	DEALER REGISTRATION	REPRESENTATATIONS & CERTIFICATION	LOCAL VENDOR AFFIDAVIT	FINANCIALS	W9	
	POINTS VALUE	4	3	3	4	2	2	2	3	2	
DEALER	DEALER										
	Duval Ford	4	3	3	4	2	2	2	3	2	25
	Bozard	4	3	3	4	2	2	2	3	2	25
	No Bid	0									0
	No Bid	0									0
	No Bid	0									0
	No Bid	0									0

STEP THREE: VALIDATE DOCUMENTS WERE RECEIVED IN NOTEBOOK TABS 1-3

	DEALER	Category 1 Points		CAT2: Florida: YES/NO	Category 2 points	DEALER COUNTY	Bradford/ Clay/ Duval/St Johns or Nassau	Category 3 Points	Cat 4 highest volume	Category 4 Points	Category 5 Points	TOTAL POINTS
DEALER	Duval Ford	56		YES	5	DUVAL	YES	4	HIGHEST	35	25	125
	Bozard	44		YES	5	ST JOHNS	YES	4		0	20	73
	No Bid	0		NO	0		NO	0		0	0	0
	No Bid	0		NO	0		NO	0		0	0	0
	No Bid	0		NO	0		NO	0		0	0	0
	No Bid	0		NO	0		NO	0		0	0	0

STEP 4: CLICK YES/NO

STEP FIVE: CLICK COUNTY DEALER IS REGISTERED IN

BRADFORD COUNTY TELEGRAPH

Published Weekly
Starke, Bradford County, Florida

Before the undersigned authority personally appeared, Mary Goodge, personally known to me, who on oath says that she is the publisher's assistant of the ***Bradford County Telegraph***, a weekly newspaper published in Starke, Bradford County, Florida that: **BRADFORD COUNTY SHERIFF'S Office, 945-B N. Temple Ave., Starke, FL 32091, Request for Proposal for Purchase of Motor Vehicles.** Published in said newspaper in the issue(s) of: **8/25 & 9/1/22 BCT.**

Affiant further says that the said ***Bradford County Telegraph*** is a newspaper published in Starke, in Bradford County, Florida, and that the said newspaper has heretofore been continuously published in said Bradford County, Florida, each week and has been entered as second-class mail matter at the post office in Starke, Bradford County, Florida for a period of one year next preceding the first publication of the attached copy of advertisement. Affiant further says that she has never paid nor promised any person, firm, or corporation any discount, rebate, commission, or refund for the purpose of securing this advertisement for publication of said newspaper.

M Goodge

Mary Goodge, Publisher's Assistant

STATE OF **FLORIDA**
COUNTY OF **BRADFORD**

The foregoing instrument was acknowledged before me this 2nd day of September, 2022.

By: Mary Goodge who is ✓ **personally** known to me who did (did not) take an oath.

Notary Public - **HEATHER WHEELER**

STATE OF FLORIDA
My Commission expires: **July 17, 2026**

SEAL

HEATHER WHEELER
Commission # HH 242059
Expires July 17, 2026

REQUEST FOR PROPOSAL
The Bradford County Sheriff's Office requests proposals for the purchase of motor vehicles and related vehicle components for the Fleet Management Division and it's eligible users. Deadline for sealed proposals is September 6th, 2022 @ 10:00 AM. Please email Major George Konkel (george_konkel@bradfordsheriff.org) for Proposal packets or see our website; bradfordsheriff.org
8/25 2tchg 9/1-BCT

DUVAL | Ford

CURRENT AND AVAILABLE MODELS AS OF 9/13/2024

ITEM NUMBER	MODEL YEAR	VEHICLE YPE	MODEL CODE	PACKAGE AVAILABILITY	CONTRACT % MARKUP OVER INVOICE
	13-MEDIUM TRK				
1	2026	13-MEDIUM TRK	F6A-F650 REG CAB	All OEM packages	1.65%
2	2026	13-MEDIUM TRK	F6B-F650 REG CAB LO	All OEM packages	1.65%
3	2026	13-MEDIUM TRK	F6C-F650 REG CAB	All OEM packages	1.65%
4	2026	13-MEDIUM TRK	F6D-F650 REG CAB	All OEM packages	1.65%
5	2026	13-MEDIUM TRK	F6E-F650 REG CAB LO	All OEM packages	1.65%
6	2026	13-MEDIUM TRK	F7A-F750 REG CAB	All OEM packages	1.65%
7	2026	13-MEDIUM TRK	F7D-F750 REG CAB	All OEM packages	1.65%
8	2026	13-MEDIUM TRK	W6A-F650 CREW CAB	All OEM packages	1.65%
9	2026	13-MEDIUM TRK	W6B-F650 CRW CAB LO	All OEM packages	1.65%
10	2026	13-MEDIUM TRK	W6D-F650 CREW CAB	All OEM packages	1.65%
11	2026	13-MEDIUM TRK	W6E-F650 CRW CAB LO	All OEM packages	1.65%
12	2026	13-MEDIUM TRK	W7A-F750 CREW CAB	All OEM packages	1.65%
13	2026	13-MEDIUM TRK	W7D-F750 CREW CAB	All OEM packages	1.65%
14	2026	13-MEDIUM TRK	X6A-F650 SUPER CAB	All OEM packages	1.65%
15	2026	13-MEDIUM TRK	X6B-F650 SPR CAB LO	All OEM packages	1.65%
16	2026	13-MEDIUM TRK	X6D-F650 SUPER CAB	All OEM packages	1.65%
17	2026	13-MEDIUM TRK	X6E-F650 SPR CAB LO	All OEM packages	1.65%
18	2026	13-MEDIUM TRK	X6T-F650 SPR CAB TR	All OEM packages	1.65%
19	2026	13-MEDIUM TRK	X7A-F750 SUPER CAB	All OEM packages	1.65%
20	2026	13-MEDIUM TRK	X7D-F750 SUPER CAB	All OEM packages	1.65%
	29-ECONOLINE				
21	2026	29-ECONOLINE	E3F-COM CUTAWAY VAN	All OEM packages	1.65%
22	2026	29-ECONOLINE	E3K-COMM STRIP CHAS	All OEM packages	1.65%
23	2026	29-ECONOLINE	E4F-COM CUTAWAY VAN	All OEM packages	1.65%
24	2026	29-ECONOLINE	E4K-COMM STRIP CHAS	All OEM packages	1.65%
	05-MUSTANG				
25	2025	05-MUSTANG	P8C-GT COUPE	All OEM packages	1.65%
26	2025	05-MUSTANG	P8F-GT CONV PREM	All OEM packages	1.65%
27	2025	05-MUSTANG	P8T-ECO COUPE	All OEM packages	1.65%
28	2025	05-MUSTANG	P8U-ECO CONVERTIBLE	All OEM packages	1.65%
	10-EXPEDITION				
29	2025	10-EXPEDITION	K1G-4X4 XL MAX	All OEM packages	1.65%
30	2025	10-EXPEDITION	K1H-4X2 ACTIVE MAX	All OEM packages	1.65%
31	2025	10-EXPEDITION	K1J-4X4 ACTIVE MAX	All OEM packages	1.65%
32	2025	10-EXPEDITION	K1M-4X4 PLATINUM MX	All OEM packages	1.65%
33	2025	10-EXPEDITION	K1P-4X4 K.RANCH MAX	All OEM packages	1.65%
34	2025	10-EXPEDITION	U1G-4X4 XL	All OEM packages	1.65%
35	2025	10-EXPEDITION	U1H-4X2 ACTIVE	All OEM packages	1.65%
36	2025	10-EXPEDITION	U1J-4X4 ACTIVE	All OEM packages	1.65%
37	2025	10-EXPEDITION	U1M-4X4 PLATINUM	All OEM packages	1.65%
38	2025	10-EXPEDITION	U1P-4X4 KING RANCH	All OEM packages	1.65%
39	2025	10-EXPEDITION	U1R-4X4 TIMBERLINE	All OEM packages	1.65%
	12-BRONCO SPORT				
40	2025	12-BRONCO SPORT	R9B-BRONCO SPT BIG BEND	All OEM packages	1.65%
41	2025	12-BRONCO SPORT	R9C-BRONCO SPT OUTER BANKS	All OEM packages	1.65%

42	2025	12-BRONCO SPORT	R9D-BRONCO SPT BADLANDS	All OEM packages	1.65%
	14-RANGER				
43	2025	14-RANGER	R4B-RANGER XL 4X2	All OEM packages	1.65%
44	2025	12-BRONCO SPORT	R4G-RANGER XLT 4X2	All OEM packages	1.65%
45	2025	12-BRONCO SPORT	R4H-RANGER XLT 4X4	All OEM packages	1.65%
46	2025	12-BRONCO SPORT	R4J-RANGER LARIAT 4X2	All OEM packages	1.65%
47	2025	12-BRONCO SPORT	R4K-RANGER LARIAT 4X4	All OEM packages	1.65%
48	2025	12-BRONCO SPORT	R4P-RANGER XL 4X4	All OEM packages	1.65%
	22-SUPER DUTY				
49	2025	22-SUPER DUTY	F2A-F250 4X2 SD REGULAR CAB SRW	All OEM packages	1.65%
50	2025	22-SUPER DUTY	F2B-F250 4X4 SD REGULAR CAB SRW	All OEM packages	1.65%
51	2025	22-SUPER DUTY	F3A-F350 4X2 SD REGULAR CAB SRW	All OEM packages	1.65%
52	2025	22-SUPER DUTY	F3B-F350 4X4 SD REGULAR CAB SRW	All OEM packages	1.65%
53	2025	22-SUPER DUTY	F3C-F350 4X2 SD REGULAR CAB DRW	All OEM packages	1.65%
54	2025	22-SUPER DUTY	F3D-F350 4X4 SD REGULAR CAB DRW	All OEM packages	1.65%
55	2025	22-SUPER DUTY	F3E-F350 4X2 CHASSIS CAB SRW	All OEM packages	1.65%
56	2025	22-SUPER DUTY	F3F-F350 4X4 CHASSIS CAB SRW	All OEM packages	1.65%
57	2025	22-SUPER DUTY	F3G-F350 4X2 CHASSIS CAB DRW	All OEM packages	1.65%
58	2025	22-SUPER DUTY	F3H-F350 4X4 CHASSIS CAB DRW	All OEM packages	1.65%
59	2025	22-SUPER DUTY	F4C-F450 4X2 SD REGULAR CAB DRW	All OEM packages	1.65%
60	2025	22-SUPER DUTY	F4D-F450 4X4 SD REGULAR CAB DRW	All OEM packages	1.65%
61	2025	22-SUPER DUTY	F4G-F450 4X2 CHASSIS CAB DRW	All OEM packages	1.65%
62	2025	22-SUPER DUTY	F4H-F450 4X4 CHASSIS CAB DRW	All OEM packages	1.65%
63	2025	22-SUPER DUTY	F5G-F550 4X2 CHASSIS CAB DRW	All OEM packages	1.65%
64	2025	22-SUPER DUTY	F5H-F550 4X4 CHASSIS CAB DRW	All OEM packages	1.65%
65	2025	22-SUPER DUTY	F6K-F600 4X2 CHASSIS CAB DRW	All OEM packages	1.65%
66	2025	22-SUPER DUTY	F6L-F600 4X4 CHASSIS CAB DRW	All OEM packages	1.65%
67	2025	22-SUPER DUTY	W2A-F250 4X2 CREW CAB SRW	All OEM packages	1.65%
68	2025	22-SUPER DUTY	W2B-F250 4X4 CREW CAB SRW	All OEM packages	1.65%
69	2025	22-SUPER DUTY	W3A-F350 4X2 CREW CAB SRW	All OEM packages	1.65%
70	2025	22-SUPER DUTY	W3B-F350 4X4 CREW CAB SRW	All OEM packages	1.65%
71	2025	22-SUPER DUTY	W3C-F350 4X2 CREW CAB DRW	All OEM packages	1.65%
72	2025	22-SUPER DUTY	W3D-F350 4X4 CREW CAB DRW	All OEM packages	1.65%
73	2025	22-SUPER DUTY	W3E-F350 4X2 CHASSIS CREW CAB SRW	All OEM packages	1.65%
74	2025	22-SUPER DUTY	W3F-F350 4X4 CHASSIS CREW CAB SRW	All OEM packages	1.65%
75	2025	22-SUPER DUTY	W3G-F350 4X2 CHASSIS CREW CAB DRW	All OEM packages	1.65%
76	2025	22-SUPER DUTY	W3H-F350 4X4 CHASSIS CREW CAB DRW	All OEM packages	1.65%
77	2025	22-SUPER DUTY	W4C-F450 4X2 CREW CAB DRW	All OEM packages	1.65%
78	2025	22-SUPER DUTY	W4D-F450 4X4 CREW CAB DRW	All OEM packages	1.65%
79	2025	22-SUPER DUTY	W4G-F450 4X2 CHASSIS CREW CAB DRW	All OEM packages	1.65%
80	2025	22-SUPER DUTY	W4H-F450 4X4 CHASSIS CREW CAB DRW	All OEM packages	1.65%
81	2025	22-SUPER DUTY	W5G-F550 4X2 CHASSIS CREW CAB DRW	All OEM packages	1.65%
82	2025	22-SUPER DUTY	W5H-F550 4X4 CHASSIS CREW CAB DRW	All OEM packages	1.65%
83	2025	22-SUPER DUTY	X2A-F250 4X2 SUPERCAB (EXTENDED) SRW	All OEM packages	1.65%
84	2025	22-SUPER DUTY	X2B-F250 4X4 SUPERCAB (EXTENDED) SRW	All OEM packages	1.65%
85	2025	22-SUPER DUTY	X3A-F350 4X2 SUPERCAB (EXTENDED) SRW	All OEM packages	1.65%
86	2025	22-SUPER DUTY	X3B-F350 4X4 SUPERCAB (EXTENDED) SRW	All OEM packages	1.65%
87	2025	22-SUPER DUTY	X3C-F350 4X2 SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
88	2025	22-SUPER DUTY	X3D-F350 4X4 SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
89	2025	22-SUPER DUTY	X3E-F350 4X2 CHASSIS SUPERCAB (EXTENDED) SRW	All OEM packages	1.65%
90	2025	22-SUPER DUTY	X3F-F350 4X4 CHASSIS SUPERCAB (EXTENDED) SRW	All OEM packages	1.65%
91	2025	22-SUPER DUTY	X3G-F350 4X2 CHASSIS SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
92	2025	22-SUPER DUTY	X3H-F350 4X4 CHASSIS SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
93	2025	22-SUPER DUTY	X4G-F450 4X2 CHASSIS SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
94	2025	22-SUPER DUTY	X4H-F450 4X4 CHASSIS SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%

95	2025	22-SUPER DUTY	X5G-F550 4X2 CHASSIS SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
96	2025	22-SUPER DUTY	X5H-F550 4X4 CHASSIS SUPERCAB (EXTENDED) DRW	All OEM packages	1.65%
	23-MUSTANG MACH-E				
97	2025	23-MUSTANG MACH-E	K1R-SELECT RWD	All OEM packages	1.65%
98	2025	23-MUSTANG MACH-E	K1S-SELECT AWD	All OEM packages	1.65%
99	2025	23-MUSTANG MACH-E	K3R-PREMIUM RWD	All OEM packages	1.65%
100	2025	23-MUSTANG MACH-E	K3S-PREMIUM AWD	All OEM packages	1.65%
101	2025	23-MUSTANG MACH-E	K4S-GT AWD	All OEM packages	1.65%
	24-F-150				
102	2025	24-F-150	F1K-4X2 REG CAB XL	All OEM packages	1.65%
103	2025	24-F-150	F1L-4X4 REG CAB XL	All OEM packages	1.65%
104	2025	24-F-150	W1B-4X4 CREW CAB LIGHTNING PRO	All OEM packages	1.65%
105	2025	24-F-150	W1F-4x4 CREW CAB HYBRID XL	All OEM packages	1.65%
106	2025	24-F-150	W1K-4X2 CREW CAB XL	All OEM packages	1.65%
107	2025	24-F-150	W1L-4X4 CREW CAB XL	All OEM packages	1.65%
108	2025	24-F-150	W1P-F150 POLICE RESPONDER	All OEM packages	1.65%
109	2025	24-F-150	W2K-4X2 CREW CAB STX	All OEM packages	1.65%
110	2025	24-F-150	W2L-4X4 CREW CAB STX	All OEM packages	1.65%
111	2025	24-F-150	W3K-4X2 CREW CAB XLT	All OEM packages	1.65%
112	2025	24-F-150	W3L-4X4 CREW CAB XLT	All OEM packages	1.65%
113	2025	24-F-150	W4L-4X4 CREW CAB TREMOR	All OEM packages	1.65%
114	2025	24-F-150	W5L-4X4 CREW CAB LARIAT	All OEM packages	1.65%
115	2025	24-F-150	W6L-4X4 KING RANCH	All OEM packages	1.65%
116	2025	24-F-150	W7L-4X4 PLATINUM	All OEM packages	1.65%
117	2025	24-F-150	X1K-4X2 SUPERCAB XL	All OEM packages	1.65%
118	2025	24-F-150	X1L-4X4 SUPERCAB XL	All OEM packages	1.65%
119	2025	24-F-150	X2K-4X2 SUPERCB STX	All OEM packages	1.65%
120	2025	24-F-150	X2L-4X4 SUPERCB STX	All OEM packages	1.65%
121	2025	24-F-150	X3K-4X2 SUPERCB XLT	All OEM packages	1.65%
122	2025	24-F-150	X3L-4X4 SUPERCB XLT	All OEM packages	1.65%
123	**25-BRONCO**				
124	2025	25-BRONCO	E6A-BASE 2-DOOR	All OEM packages	1.65%
125	2025	25-BRONCO	E6B-BASE 4-DOOR	All OEM packages	1.65%
126	2025	25-BRONCO	E7B-BIG BEND 4-DOOR	All OEM packages	1.65%
127	2025	25-BRONCO	E8B-OUTER BANKS 4-DOOR	All OEM packages	1.65%
128	2025	25-BRONCO	E9A-BADLANDS 2-DOOR	All OEM packages	1.65%
129	2025	25-BRONCO	E9B-BADLANDS 4-DOOR	All OEM packages	1.65%
130	**26-MAVERICK**				
131	2025	26-MAVERICK	W8A-MAVERICK FWD	All OEM packages	1.65%
132	2025	26-MAVERICK	W8B-MAVERICK AWD	All OEM packages	1.65%
133	2025	26-MAVERICK	W8H-MAVERICK XLT FWD	All OEM packages	1.65%
134	2025	26-MAVERICK	W8J-MAVERICK XLT AWD	All OEM packages	1.65%
135	2025	26-MAVERICK	W8S-MAVERICK LARIAT AWD	All OEM packages	1.65%
136	**27-EXPLORER 4**				
137	2025	27-EXPLORER 4	K7D-4DR RWD ACTIVE	All OEM packages	1.65%
138	2025	27-EXPLORER 4	K7G-4DR RWD ST	All OEM packages	1.65%
139	2025	27-EXPLORER 4	K7H-4DR RWD PLATINUM	All OEM packages	1.65%
140	2025	27-EXPLORER 4	K7K-4DR RWD ST-LINE	All OEM packages	1.65%
141	2025	27-EXPLORER 4	K8D-4DR 4WD ACTIVE	All OEM packages	1.65%
142	2025	27-EXPLORER 4	K8G-4DR 4WD ST	All OEM packages	1.65%
143	2025	27-EXPLORER 4	K8H-4DR 4WD PLATINUM	All OEM packages	1.65%
144	2025	27-EXPLORER 4	K8K-4DR 4WD ST-LINE	All OEM packages	1.65%
	32-TRANSIT NA				

145	2025	32-TRANSIT NA	E1C-MID ROOF CARGO RWD	All OEM packages	1.65%
146	2025	32-TRANSIT NA	E1Y-LOW ROOF CARGO RWD	All OEM packages	1.65%
147	2025	32-TRANSIT NA	E2C-MID ROOF CARGO AWD	All OEM packages	1.65%
148	2025	32-TRANSIT NA	E2Y-LOW ROOF CARGO AWD	All OEM packages	1.65%
149	2025	32-TRANSIT NA	F1P-LOW ROOF CUTAWAY RWD	All OEM packages	1.65%
150	2025	32-TRANSIT NA	F1Y-LOW ROOF CARGO RWD	All OEM packages	1.65%
151	2025	32-TRANSIT NA	F1Z-LOW ROOF CHASSIS RWD	All OEM packages	1.65%
152	2025	32-TRANSIT NA	F2P-LOW ROOF CUTAWAY AWD	All OEM packages	1.65%
153	2025	32-TRANSIT NA	F2Y-LOW ROOF CARGO AWD	All OEM packages	1.65%
154	2025	32-TRANSIT NA	F2Z-LOW ROOF CHASSIS AWD	All OEM packages	1.65%
155	2025	32-TRANSIT NA	F4U-HIGH ROOF CARGO AWD	All OEM packages	1.65%
156	2025	32-TRANSIT NA	F4X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
157	2025	32-TRANSIT NA	F5X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
158	2025	32-TRANSIT NA	F6P-LOW ROOF CUTAWAY RWD	All OEM packages	1.65%
159	2025	32-TRANSIT NA	F6X-HIGH ROOF CARGO AWD	All OEM packages	1.65%
160	2025	32-TRANSIT NA	F6Z-LOW ROOF CHASSIS RWD	All OEM packages	1.65%
161	2025	32-TRANSIT NA	F7C-MID ROOF CARGO RWD	All OEM packages	1.65%
162	2025	32-TRANSIT NA	F7X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
163	2025	32-TRANSIT NA	F8C-MID ROOF CARGO AWD	All OEM packages	1.65%
164	2025	32-TRANSIT NA	F8P-LOW ROOF CUTAWAY AWD	All OEM packages	1.65%
165	2025	32-TRANSIT NA	F8X-HIGH ROOF CARGO AWD	All OEM packages	1.65%
166	2025	32-TRANSIT NA	F8Z-LOW ROOF CHASSIS AWD	All OEM packages	1.65%
167	2025	32-TRANSIT NA	R1C-MID ROOF CARGO RWD	All OEM packages	1.65%
168	2025	32-TRANSIT NA	R1X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
169	2025	32-TRANSIT NA	R1Y-LOW ROOF CARGO RWD	All OEM packages	1.65%
170	2025	32-TRANSIT NA	R2C-MID ROOF CARGO AWD	All OEM packages	1.65%
171	2025	32-TRANSIT NA	R2X-HIGH ROOF CARGO AWD	All OEM packages	1.65%
172	2025	32-TRANSIT NA	R2Y-LOW ROOF CARGO AWD	All OEM packages	1.65%
173	2025	32-TRANSIT NA	R3U-HIGH ROOF CARGO AWD	All OEM packages	1.65%
174	2025	32-TRANSIT NA	R3X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
175	2025	32-TRANSIT NA	R5P-LOW ROOF CUTAWAY RWD	All OEM packages	1.65%
176	2025	32-TRANSIT NA	R5Z-LOW ROOF CHASSIS RWD	All OEM packages	1.65%
177	2025	32-TRANSIT NA	R7P-LOW ROOF CUTAWAY AWD	All OEM packages	1.65%
178	2025	32-TRANSIT NA	R7Z-LOW ROOF CHASSIS AWD	All OEM packages	1.65%
179	2025	32-TRANSIT NA	U4X-HIGH ROOF PASSENGER XL RWD	All OEM packages	1.65%
180	2025	32-TRANSIT NA	U5X-HIGH ROOF PASSENGER XL AWD	All OEM packages	1.65%
181	2025	32-TRANSIT NA	U6P-LOW ROOF CUTAWAY RWD	All OEM packages	1.65%
182	2025	32-TRANSIT NA	U6Z-LOW ROOF CHASSIS RWD	All OEM packages	1.65%
183	2025	32-TRANSIT NA	U8P-LOW ROOF CUTAWAY AWD	All OEM packages	1.65%
184	2025	32-TRANSIT NA	U8U-HIGH ROOF CARGO AWD	All OEM packages	1.65%
185	2025	32-TRANSIT NA	U8X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
186	2025	32-TRANSIT NA	U8Z-LOW ROOF CHASSIS AWD	All OEM packages	1.65%
187	2025	32-TRANSIT NA	W1X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
188	2025	32-TRANSIT NA	W1Y-LOW ROOF CARGO RWD	All OEM packages	1.65%
189	2025	32-TRANSIT NA	W2C-MID ROOF CARGO AWD	All OEM packages	1.65%
190	2025	32-TRANSIT NA	W2X-HIGH ROOF CARGO AWD	All OEM packages	1.65%
191	2025	32-TRANSIT NA	W2Y-LOW ROOF CARGO AWD	All OEM packages	1.65%
192	2025	32-TRANSIT NA	W3U-HIGH ROOF CARGO AWD	All OEM packages	1.65%
193	2025	32-TRANSIT NA	W3X-HIGH ROOF CARGO RWD	All OEM packages	1.65%
194	2025	32-TRANSIT NA	W5P-LOW ROOF CUTAWAY RWD	All OEM packages	1.65%
195	2025	32-TRANSIT NA	W5Z-LOW ROOF CHASSIS RWD	All OEM packages	1.65%
196	2025	32-TRANSIT NA	W7P-LOW ROOF CUTAWAY AWD	All OEM packages	1.65%
197	2025	32-TRANSIT NA	W7Z-LOW ROOF CHASSIS AWD	All OEM packages	1.65%
198	2025	32-TRANSIT NA	W9C-MID ROOF CARGO RWD	All OEM packages	1.65%
199	2025	32-TRANSIT NA	X2C-MID ROOF PASSENGER XL RWD	All OEM packages	1.65%
200	2025	32-TRANSIT NA	X2X-HIGH ROOF PASSENGER XL RWD	All OEM packages	1.65%

201	2025	32-TRANSIT NA	X2Y-LOW ROOF PASSENGER XL RWD	All OEM packages	1.65%
202	2025	32-TRANSIT NA	X9C-MID ROOF PASSENGER XL AWD	All OEM packages	1.65%
203	2025	32-TRANSIT NA	X9X-HIGH ROOF PASSENGER XL AWD	All OEM packages	1.65%
204	2025	32-TRANSIT NA	X9Y-LOW ROOF PASSENGER XL AWD	All OEM packages	1.65%
	99 - Police Vehicles				
205	2025	99 - Police Vehicles	K8A-4DR AWD POLICE INTERCEPTOR UTILITY	All OEM packages	1.65%

TOWN OF JUPITER
Purchase of Medical Supplies and Pharmaceuticals from Bound Tree Medical, LLC

DATE	October 7, 2025
TO	Honorable Mayor and Members of Town Council
THRU	Frank Kitzerow, Town Manager
FROM	Darrel Donatto, Fire Chief
SUBJECT	Authorizing the purchase of medical supplies and pharmaceuticals with Bound Tree Medical, LLC, and FY2026 spending limit, using a piggyback of the Seminole County contract

EXECUTIVE SUMMARY

Bound Tree Medical, LLC is a distributor of pre-hospital medical supplies and pharmaceuticals. Staff seeks authorization for the purchase of medical supplies and pharmaceuticals from Bound Tree Medical, LLC, using and piggybacking Seminole County contract 8DCB-5BEC-54EC, which has an initial term of 04/28/23 - 04/28/26.

ANALYSIS

In support of the Fire Rescue department's operational start, staff is seeking approval to purchase large quantities of medical supplies and pharmaceuticals. These purchases for the FY2026 budget are up to, but not exceeding, $500,000. Staff requests authorization to use Bound Tree Medical, LLC, based on the best pricing and product requirements for medical and pharmaceutical supplies, as one of three vendors. Staff will utilize and piggyback the Seminole County contract 8DCB-5BEC-54EC.

STRATEGIC PRIORITY

- Fiscal Responsibility
- Safety

ATTACHMENTS

1. Seminole County Contract - Executed IFB-604500-23

FUNDING SOURCE

Amount of this Request	$500,000	FY2026 Operating Supplies 04534126-552000
Amount Approved in Budget	$951,600	Sources: FY2026 Operating Supplies 04534126-552000
Additional Funding Requested	$ 0.00	Sources:

For more information or copies of the attachments, please contact Tim Roche at TimRo@jupiter.fl.us or 561-741-2481.

EXHIBIT "A"

TERM CONTRACT FOR EMS MEDICAL SUPPLIES AND RELATED COMPONENTS (IFB-604500-23/GCM)

THIS AGREEMENT is dated as of the 28 day of April 2023, by and between **BOUND TREE MEDICAL, LLC**, duly authorized to conduct business in the State of Florida, whose address is 5000 Tuttle Crossing Boulevard, Dublin, OH 43016, in this Agreement referred to as "CONTRACTOR", and **SEMINOLE COUNTY**, a charter county and political subdivision of the State of Florida, whose address is Seminole County Services Building, 1101 E. 1st Street, Sanford, Florida 32771, in this Agreement referred to as "COUNTY".

W I T N E S S E T H:

WHEREAS, COUNTY desires to retain the services of a competent and qualified contractor to provide medical supplies and equipment to Seminole County; and

WHEREAS, COUNTY has requested and received expressions of interest for the retention of services of contractors; and

WHEREAS, CONTRACTOR is competent and qualified to provide materials to COUNTY, and desires to provide materials according to the terms and conditions stated in this Agreement,

NOW, THEREFORE, in consideration of the mutual understandings and covenants set forth in this Agreement, COUNTY and CONTRACTOR agree as follows:

Section 1. Materials. COUNTY hereby retains CONTRACTOR to provide materials as further described in the Scope of Services attached as Exhibit A and made a part of this Agreement. CONTRACTOR is also bound by all requirements as contained in the solicitation package, all addenda to this package, and CONTRACTOR's submission in response to this solicitation. Required materials will be specifically enumerated, described, and depicted in the Release Orders

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida
Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
eCertified Id: 8DCB-5BEC-54EC
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authorizing purchase of specific materials. This Agreement standing alone does not authorize the purchase of materials or require COUNTY to place any orders for materials.

Section 2. Term. This Agreement takes effect on the date of its execution by COUNTY and continues for a period of three (3) years. At the sole option of COUNTY, this Agreement may be renewed for two (2) successive periods not to exceed one (1) year each. Expiration of the term of this Agreement will have no effect upon Release Orders issued pursuant to this Agreement and prior to the expiration date. Obligations entered by both parties under such Release Orders will remain in effect until delivery and acceptance of the materials authorized by the respective Release Order. The first three (3) months of the initial term are considered probationary. During the probationary period, COUNTY may immediately terminate this Agreement at any time, with or without cause, upon written notice to CONTRACTOR.

Section 3. Authorization for Materials. Authorization for provision of materials by CONTRACTOR under this Agreement must be in the form of written Release Orders issued and executed by COUNTY. A sample Release Order is attached as Exhibit B. Each Release Order will describe the materials required, state the dates for delivery of materials, and establish the amount and method of payment. The Release Orders must be issued under and incorporate the terms of this Agreement. COUNTY makes no covenant or promise as to the number of available Release Orders or that CONTRACTOR will perform any Release Order for COUNTY during the life of this Agreement. COUNTY reserves the right to contract with other parties for the services contemplated by this Agreement when it is determined by COUNTY to be in the best interest of COUNTY to do so.

Section 4. Time for Completion. The materials to be provided by CONTRACTOR will be delivered, as specified in such Release Orders as may be issued under this Agreement, within the time specified in the Release Order.

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida
Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
eCertified Id: 8DCB-5BEC-54EC
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Section 5. Compensation. COUNTY shall compensate CONTRACTOR for the materials provided for under this Agreement on a Fixed Fee basis at the rates as outlined in Exhibit C. When a Release Order is issued on a Fixed Fee basis, then the applicable Release Order Fixed Fee amount will include any and all reimbursable expenses and will be based on the unit pricing attached to this Agreement, or as reduced in the quoting process leading to specific Release Orders.

Section 6. Payment and Billing.

(a) CONTRACTOR shall supply all materials required by the Release Order, but in no event will CONTRACTOR be paid more than the negotiated Fixed Fee amount stated within each Release Order.

(b) For Release Orders issued on a Fixed Fee basis, CONTRACTOR may invoice the amount due based on the percentage of total Release Order materials actually provided, but in no event may the invoice amount exceed a percentage of the Fixed Fee amount equal to a percentage of the total services actually completed.

(c) COUNTY shall make payments to CONTRACTOR when requested as materials are provided, but not more than once monthly. Each Release Order will be invoiced separately. At the close of each calendar month, CONTRACTOR shall render to COUNTY an itemized invoice, properly dated, describing any materials provided, the cost of the materials provided, the name and address of CONTRACTOR, Release Order Number, Contract Number, and any other information required by this Agreement.

(d) Submittal instructions for invoices are as follows:

(1) The original invoice must be emailed to:

AP@SeminoleClerk.org

(2) The original invoice may also be mailed or delivered to:

Director of County Comptroller's Office
Seminole County Board of County Commissioners

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida
Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
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P.O. Box 8080
Sanford, FL 32772-8080

(3) A copy of the invoice must be sent to:

Seminole County Fire Department
150 Eslinger Way
Sanford, FL 32773

(e) Upon review and approval of CONTRACTOR's invoice, COUNTY shall pay CONTRACTOR the approved amount in accordance with the terms as set forth in Chapter 218, Part VII, Florida Statutes.

Section 7. General Terms of Payment and Billing.

(a) Upon satisfactory delivery of materials required under this Agreement and upon acceptance of the materials by COUNTY, CONTRACTOR may invoice COUNTY for the full amount of compensation provided for under the terms of this Agreement less any amount already paid by COUNTY.

(b) COUNTY may perform or have performed an audit of the records of CONTRACTOR at any time during the term of this Agreement and after final payment to support final payment under this Agreement. Audits may be performed at a time mutually agreeable to CONTRACTOR and COUNTY. Total compensation to CONTRACTOR may be determined subsequent to an audit as provided for in this Section and the total compensation so determined will be used to calculate final payment to CONTRACTOR. Performance of this audit will not delay final payment as provided by subsection (a) of this Section.

(c) CONTRACTOR shall maintain all books, documents, papers, accounting records, and other evidence pertaining to materials provided under this Agreement in such a manner as will readily conform to the terms of this Agreement. CONTRACTOR shall make such materials available at CONTRACTOR's office at all reasonable times during the term of this Agreement

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Seminole County Clerk of the Circuit Court and Comptroller
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and for five (5) years from the date of final payment under the contract for audit or inspection as provided for in subsection (b) of this Section.

(d) In the event any audit or inspection conducted after final payment but within the period provided in paragraph (c) of this Section reveals any overpayment by COUNTY under the terms of the Agreement, CONTRACTOR shall refund such overpayment to COUNTY within thirty (30) days of notice by COUNTY.

Section 8. No Waiver by Forbearance. COUNTY's review of, approval and acceptance of, or payment for the materials or services required under this Agreement does not operate as a waiver of any rights under this Agreement, or of any cause of action arising out of the performance of this Agreement. CONTRACTOR is and will always remain liable to COUNTY in accordance with applicable law for any and all damages to COUNTY caused by CONTRACTOR's negligent or wrongful provision of any of the materials or services provided under this Agreement.

Section 9. Termination.

(a) COUNTY may, by written notice to CONTRACTOR, terminate this Agreement or any Release Order issued under this Agreement, in whole or in part, at any time, either for COUNTY's convenience or because of the failure of CONTRACTOR to fulfill its obligations under this Agreement. Upon receipt of such notice, CONTRACTOR shall immediately discontinue all services affected, unless the notice directs otherwise, and deliver to COUNTY all data, drawings, specifications, reports, estimates, summaries, and any and all such other information and materials of whatever type or nature as may have been accumulated by CONTRACTOR in performing this Agreement, whether completed or in process.

(b) If the termination is for the convenience of COUNTY, CONTRACTOR will be paid compensation for services performed to the date of termination.

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida
Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
eCertified Id: 8DCB-5BEC-54EC
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(c) If the termination is due to the failure of CONTRACTOR to fulfill its obligations under this Agreement, COUNTY may take over the work and carry it to completion by other agreements or otherwise. In such case, CONTRACTOR will be liable to COUNTY for all reasonable additional costs associated with CONTRACTOR's failure to fulfill its obligations under this Agreement.

(d) CONTRACTOR will not be liable for such additional costs if the failure to perform the Agreement arises without any fault or negligence of CONTRACTOR, but CONTRACTOR will be responsible and liable for the actions by its subcontractors, agents, employees, persons, and entities of a similar type or nature. Matters beyond the fault or negligence of CONTRACTOR include acts of God or of the public enemy, acts of COUNTY in its sovereign or contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather, but in every case the failure to perform must be beyond the control and without any fault or negligence of CONTRACTOR.

(e) If after notice of termination for CONTRACTOR's failure to fulfill its obligations under this Agreement it is determined that CONTRACTOR had not so failed, the termination will be conclusively deemed to have been effected for the convenience of COUNTY. In such event, adjustment in the Agreement price will be made as provided in subsection (b) of this Section.

(f) The rights and remedies of COUNTY provided for in this Section are in addition and supplemental to any and all other rights and remedies provided by law or under this Agreement.

Section 10. Conflict with Contract Documents. Wherever the terms of this Agreement conflict with any Release Order issued pursuant to it or any other contract documents, including proposals submitted by CONTRACTOR, this Agreement will prevail. For the avoidance of doubt,

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proposals and any other documents submitted by CONTRACTOR are not incorporated into this Agreement, unless expressly stated otherwise.

Section 11. Equal Opportunity Employment. CONTRACTOR shall not discriminate against any employee or applicant for employment for work under this Agreement because of race, color, religion, sex, age, disability, or national origin. CONTRACTOR shall take steps to ensure that applicants are employed and employees are treated during employment without regard to race, color, religion, sex, age, disability, or national origin. This provision includes, but is not limited to the following: employment, upgrading, demotion or transfer, recruitment advertising, layoff or termination, rates of pay or other forms of compensation and selection for training including apprenticeship.

Section 12. No Contingent Fees. CONTRACTOR warrants that it has not employed or retained any company or person other than a bona fide employee working solely for CONTRACTOR to solicit or secure this Agreement and that it has not paid or agreed to pay any person, company, corporation, individual, or firm, other than a bona fide employee working solely for CONTRACTOR, any fee, commission, percentage, gift, or other consideration contingent upon or resulting from award or making of this Agreement. For the breach or violation of this provision, COUNTY will have the right to terminate the Agreement at its sole discretion without liability and to deduct from the Agreement price or otherwise recover the full amount of such fee, commission, percentage, gift, or consideration.

Section 13. Conflict of Interest.

(a) CONTRACTOR shall not engage in any action that would create a conflict of interest in the performance of its obligations pursuant to this Agreement with COUNTY or violate or cause others to violate the provisions of Chapter 112, Part III, Florida Statutes, relating to ethics in government.

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(b) CONTRACTOR hereby certifies that no officer, agent, or employee of COUNTY has any material interest (as defined in Section 112.312(15), Florida Statutes, as over 5%), either directly or indirectly, in the business of CONTRACTOR to be conducted under this Agreement and that no such person will have any such interest at any time during the term of this Agreement.

Section 14. Assignment. Neither this Agreement nor any interest in it may be assigned, transferred, or otherwise encumbered under any circumstances by either party without prior written consent of the other party and in such cases only by a document of equal dignity with this Agreement.

Section 15. Subcontractors. CONTRACTOR shall first secure the prior written approval of COUNTY before engaging or contracting for the services of any subcontractors under this Agreement. CONTRACTOR will remain fully responsible to COUNTY for the services of any subcontractors under this Agreement.

Section 16. Indemnification of COUNTY. To the fullest extent permitted by law, CONTRACTOR shall hold harmless, release, and indemnify COUNTY, its commissioners, officers, employees, and agents from any and all claims, losses, damages, costs, attorney fees, and lawsuits for damages arising from, allegedly arising from, or related to CONTRACTOR's provision of materials or services under this Agreement caused by CONTRACTOR's act or omission in the performance of this Agreement.

Section 17. Insurance.

(a) General. CONTRACTOR shall procure and maintain insurance required under this Section at CONTRACTOR's own cost.

(1) CONTRACTOR shall provide COUNTY with a Certificate of Insurance on a current ACORD Form signed by an authorized representative of the insurer evidencing the insurance required by this Section (Professional Liability, Workers' Compensation/Employer's

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Liability, Commercial General Liability, and Business Auto). **The Certificate must have the Agreement number for this Agreement clearly marked on its face.** COUNTY, its officials, officers, and employees must be named additional insureds under the Commercial General Liability, Umbrella Liability and Business Auto policies. If the policy provides for a blanket additional insured coverage, CONTRACTOR shall provide a copy of the section of the policy along with the Certificate of Insurance. If the coverage does not exist, the policy must be endorsed to include the named additional insureds as described in this subsection. The Certificate of Insurance must provide that COUNTY will be provided, by policy endorsement, not less than thirty (30) days written notice prior to the cancellation or non-renewal, or by a method acceptable to COUNTY. Until such time as the insurance is no longer required to be maintained by CONTRACTOR, CONTRACTOR shall provide COUNTY with a renewal or replacement Certificate of Insurance before expiration or replacement of the insurance for which a previous Certificate of Insurance has been provided.

(2) In addition to providing the Certificate of Insurance on a current ACORD Form, upon request as required by COUNTY, CONTRACTOR shall provide COUNTY with a certified copy of each of the policies of insurance providing the coverage required by this Section within thirty (30) days after receipt of the request. Certified copies of policies may only be provided by the insurer, not the agent or broker.

(3) Neither approval by COUNTY nor failure to disapprove the insurance provided by CONTRACTOR will relieve CONTRACTOR of its full responsibility for performance of any obligation, including its indemnification of COUNTY, under this Agreement.

(b) Insurance Company Requirements. Insurance companies providing the insurance under this Agreement must meet the following requirements:

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(1) Companies issuing policies must be authorized to conduct business in the State of Florida and prove such authorization by maintaining Certificates of Authority or Letters of Eligibility issued to the companies by the Florida Office of Insurance Regulation. Alternatively, policies required by this Agreement for Workers' Compensation/Employer's Liability, may be those authorized as a group self-insurer by Section 624.4621, Florida Statutes.

(2) In addition, such companies must have and maintain, at a minimum, a Best's Rating of "A-" and a minimum Financial Size Category of "VII" according to A.M. Best Company.

(3) If, during the period that an insurance company is providing the insurance coverage required by this Agreement, an insurance company (i) loses its Certificate of Authority, or (ii) fails to maintain the requisite Best's Rating and Financial Size Category, the CONTRACTOR shall immediately notify COUNTY as soon as CONTRACTOR has knowledge of any such circumstance and immediately replace the insurance coverage provided by the insurance company with a different insurance company meeting the requirements of this Agreement. Until such time as CONTRACTOR has replaced the unacceptable insurer with an insurer acceptable to COUNTY, CONTRACTOR will be deemed to be in default of this Agreement.

(c) Specifications. Without limiting any of the other obligations or liability of CONTRACTOR, CONTRACTOR shall procure, maintain, and keep in force amounts and types of insurance conforming to the minimum requirements set forth in this subsection, at CONTRACTOR's sole expense. Except as otherwise specified in this Agreement, the insurance will become effective upon execution of this Agreement by CONTRACTOR and must be maintained in force until the expiration of this Agreement's term or the expiration of all Orders issued under this Agreement, whichever comes last. Failure by CONTRACTOR to maintain this required insurance coverage within the stated period will constitute a material breach of this

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Agreement, for which COUNTY may immediately terminate this Agreement. The amounts and types of insurance must conform to the following minimum requirements:

(1) Workers' Compensation/Employer's Liability.

(A) CONTRACTOR's insurance must cover it for liability that would be covered by the latest edition of the standard Workers' Compensation policy as filed for use in Florida by the National Council on Compensation Insurance without restrictive endorsements. CONTRACTOR is also responsible for procuring proper proof of coverage from its subcontractors of every tier for liability that is a result of a Workers' Compensation injury to the subcontractor's employees. The minimum required limits to be provided by both CONTRACTOR and its subcontractors are outlined in subsection (C) below. In addition to coverage for the Florida Workers' Compensation Act, where appropriate, coverage must be included for the United States Longshoremen and Harbor Worker's Compensation Act, Federal Employee's Liability Act, and any other applicable Federal or State law.

(B) Subject to the restrictions of coverage found in the standard Workers' Compensation policy, there will be no maximum limit on the amount of coverage for liability imposed by the Florida Workers' Compensation Act, the United States Longshoremen's and Harbor Worker's Compensation Act, or any other coverage customarily insured under Part One of the standard Workers' Compensation policy.

(C) The minimum amount of coverage under Part Two of the standard Workers' Compensation policy is required to be the following:

$500,000.00 (Each Accident)
$500,000.00 (Disease-Policy Limit)
$500,000.00 (Disease-Each Employee)

(2) Commercial General Liability.

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(A) CONTRACTOR's insurance must cover it for those sources of liability that would be covered by the latest edition of the standard Commercial General Liability Coverage Form (ISO Form CG 00 01), as filed for use in the State of Florida by the Insurance Services Office. Coverage must not contain any endorsements excluding or limiting Products/Completed Operations, Contractual Liability, or Separation of Insureds.

(B) CONTRACTOR shall maintain these minimum insurance limits:

General Aggregate	Two Times (2x) the Each Occurrence Limit
Personal & Advertising Injury Limit	$1,000,000.00
Each Occurrence Limit	$1,000,000.00
Pollution Liability	$1,000,000.00

(3) Professional Liability Insurance. CONTRACTOR shall carry Professional Liability Insurance with limits of not less than One Million and No/100 Dollars ($1,000,000.00).

(4) Business Auto Policy.

(A) CONTRACTOR's insurance must cover CONTRACTOR for those sources of liability which would be covered by Section II of the latest edition of the standard Business Auto Policy (ISO Form CA 00 01), as filed for use in the State of Florida by the Insurance Services Office. Coverage must include owned, non-owned, and hired autos or any auto used by CONTRACTOR. In the event CONTRACTOR does not own automobiles, CONTRACTOR shall maintain coverage for hired and non-owned auto liability for autos used by CONTRACTOR, which may be satisfied by way of endorsement to the Commercial General Liability policy or separate Business Auto Liability policy. If the contract involves operations governed by Sections 29 or 30 of the Motor Carrier Act of 1980, endorsement MCS-90 is required.

(B) The minimum limits to be maintained by CONTRACTOR must be per-accident combined single limit for bodily injury liability and property damage liability.

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(C) The minimum amount of coverage under the Business Auto Policy is required to be the following:

Combined Single Limit $1,000,000.00

(d) Coverage. The insurance provided by CONTRACTOR pursuant to this Agreement must apply on a primary and non-contributory basis, and any other insurance or self-insurance maintained by COUNTY or COUNTY's officials, officers, or employees must be in excess of and not contributing to the insurance provided by or on behalf of CONTRACTOR.

(e) Occurrence Basis. The Workers' Compensation policy, the Commercial General Liability, and the Umbrella policy required by this Agreement must be provided on an occurrence rather than a claims-made basis. The Professional Liability insurance policy may be on an occurrence basis or claims-made basis. If a claims-made basis, the coverage must respond to all claims reported within three (3) years following the period for which coverage is required and which would have been covered had the coverage been on an occurrence basis.

(f) Obligations. Compliance with the foregoing insurance requirements will not relieve CONTRACTOR, its employees, or its agents of liability from any obligation under this Section or any other Section of this Agreement.

Section 18. Dispute Resolution.

(a) In the event of a dispute related to any performance or payment obligation arising under this Agreement, the parties shall exhaust COUNTY administrative dispute resolution procedures prior to filing a lawsuit or otherwise pursuing legal remedies. COUNTY administrative dispute resolution procedures for proper invoice and payment disputes are set forth in Section 22.15, "Prompt Payment Procedures," Seminole County Administrative Code. COUNTY administrative dispute resolution procedures for contract claims related to this Agreement, other

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than for proper invoice and payment disputes, are set forth in Section 3.5541, "Contract Claims," Seminole County Administrative Code.

(b) In any lawsuit or legal proceeding arising under this Agreement, CONTRACTOR hereby waives any claim or defense based on facts or evidentiary materials that were not presented for consideration in COUNTY administrative dispute resolution procedures set forth in subsection (a) above of which CONTRACTOR had knowledge and failed to present during COUNTY administrative dispute resolution procedures.

(c) In the event that COUNTY administrative dispute resolution procedures are exhausted and a lawsuit or legal proceeding is filed, the parties shall exercise best efforts to resolve disputes through voluntary mediation and to select a mutually acceptable mediator. The parties participating in the voluntary mediation shall share the costs of mediation equally.

Section 19. Representatives of COUNTY and CONTRACTOR.

(a) It is recognized that questions in the day to day conduct of performance pursuant to this Agreement may arise. Upon request by CONTRACTOR, COUNTY shall designate and advise CONTRACTOR in writing of one or more of its employees to whom to address all communications pertaining to the day to day conduct of this Agreement. The designated representative will have the authority to transmit instructions, receive information, and interpret and define COUNTY's policy and decisions pertinent to the work covered by this Agreement.

(b) At all times during the normal work week, CONTRACTOR shall designate or appoint one or more representatives who are authorized to act on behalf of CONTRACTOR and bind CONTRACTOR regarding all matters involving the conduct of the performance pursuant to this Agreement, and who will keep COUNTY continually and effectively advised of such designation.

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Section 20. All Prior Agreements Superseded. This Agreement incorporates and includes all prior negotiations, correspondence, conversations, agreements, or understandings applicable to the matters contained in this Agreement and the parties agree that there are no commitments, agreements, or understandings concerning the subject matter of this Agreement that are not contained or referred to in this document. Accordingly, it is agreed that no deviation from the terms of this Agreement may be predicated upon any prior representations or agreements, whether oral or written.

Section 21. Modifications, Amendments, or Alterations. No modification, amendment, or alteration in the terms or conditions contained in this Agreement will be effective unless contained in a written amendment executed with the same formality and of equal dignity with this Agreement.

Section 22. Independent Contractor. Nothing in this Agreement is intended or may be construed as in any manner creating or establishing a relationship of co-partners between the parties, or as constituting CONTRACTOR (including its officers, employees, and agents) as an agent, representative, or employee of COUNTY for any purpose or in any manner whatsoever. CONTRACTOR is and will remain forever an independent contractor with respect to all services performed under this Agreement.

Section 23. Employee Status. Persons employed by CONTRACTOR in the performance of services and functions pursuant to this Agreement have no claim to pension, workers' compensation, unemployment compensation, civil service, or other employee rights or privileges granted to COUNTY's officers and employees, either by operation of law or by COUNTY.

Section 24. Services Not Provided For. No claim for services provided by CONTRACTOR not specifically provided for in this Agreement will be honored by COUNTY.

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Section 25. Public Records Law.

(a) CONTRACTOR acknowledges COUNTY's obligations under Article 1, Section 24, Florida Constitution and Chapter 119, Florida Statutes, to release public records to members of the public upon request. CONTRACTOR acknowledges that COUNTY is required to comply with Article 1, Section 24, Florida Constitution and Chapter 119, Florida Statutes, in the handling of the materials created under this Agreement and this statute controls over the terms of this Agreement. Upon COUNTY's request, CONTRACTOR shall provide COUNTY with all requested public records in CONTRACTOR's possession, or shall allow COUNTY to inspect or copy the requested records within a reasonable time and at a cost that does not exceed costs as provided under Chapter 119, Florida Statutes.

(b) CONTRACTOR specifically acknowledges its obligations to comply with Section 119.0701, Florida Statutes, with regard to public records and shall perform the following:

(1) CONTRACTOR shall keep and maintain public records that ordinarily and necessarily would be required by COUNTY in order to perform the services required under this Agreement,

(2) CONTRACTOR shall provide COUNTY with access to public records on the same terms and conditions that COUNTY would provide the records and at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law.

(3) CONTRACTOR shall ensure public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed, except as authorized by law.

(c) Upon termination of this Agreement, CONTRACTOR shall transfer, at no cost to COUNTY, all public records in possession of CONTRACTOR, or keep and maintain public records required by COUNTY under this Agreement. If CONTRACTOR transfers all public

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records to COUNTY upon completion of this Agreement, CONTRACTOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If CONTRACTOR keeps and maintains the public records upon completion of this Agreement, CONTRACTOR shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to COUNTY, upon request of COUNTY, in a format that is compatible with the information technology systems of COUNTY.

(d) Failure to comply with this Section will be deemed a material breach of this Agreement for which COUNTY may terminate this Agreement immediately upon written notice to CONTRACTOR. CONTRACTOR may also be subject to statutory penalties as set forth in Section 119.10, Florida Statutes.

(e) IF CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO CONTRACTOR's DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTRACTOR MAY CONTACT THE CUSTODIAN OF PUBLIC RECORDS, THE SEMINOLE COUNTY PURCHASING AND CONTRACTS MANAGER, AT 407-665-7116, PURCH@SEMINOLECOUNTYFL.GOV, PURCHASING AND CONTRACTS DIVISION, 1301 E. SECOND STREET, SANFORD, FL 32771.

Section 26. Governing Law, Jurisdiction, and Venue. The laws of the State of Florida govern the validity, enforcement, and interpretation of this Agreement. The sole jurisdiction and venue for any legal action in connection with this Agreement will be in the courts of Seminole County, Florida.

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Section 27. Compliance with Laws and Regulations. In providing all services pursuant to this Agreement, CONTRACTOR shall abide by all statutes, ordinances, rules, and regulations pertaining to or regulating the provision of such services, including those now in effect and subsequently adopted. Any violation of these statutes, ordinances, rules, or regulations will constitute a material breach of this Agreement and will entitle COUNTY to terminate this Agreement immediately upon delivery of written notice of termination to CONTRACTOR.

Section 28. Patents and Royalties. Unless otherwise provided, CONTRACTOR is solely responsible for obtaining the right to use any patented or copyrighted materials in the performance of this Agreement. CONTRACTOR, without exception, shall indemnify and save harmless COUNTY and its employees from liability of any nature or kind, including costs and expenses for or on account of any copyrighted, patented, or unpatented invention, process, or article manufactured or supplied by CONTRACTOR. In the event of any claim against COUNTY of copyright or patent infringement, COUNTY shall promptly provide written notification to CONTRACTOR. If such a claim is made, CONTRACTOR shall use its best efforts to promptly purchase for COUNTY the legitimate version of any infringing products or services or procure a license from the patent or copyright holder at no cost to COUNTY that will allow continued use of the service or product. If none of these alternatives are reasonably available, COUNTY shall return the article on request to CONTRACTOR and receive reimbursement, if any, as may be determined by a court of competent jurisdiction.

Section 29. Notices. Whenever either party desires to give notice to the other, it must be given by written notice, sent by registered or certified United States mail, return receipt requested, addressed to the party for whom it is intended at the place last specified. The place for giving of notice will remain such until it has been changed by written notice in compliance with the

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provisions of this Section. For the present, the parties designate the following as the respective places for giving of notice:

For COUNTY:

Seminole County Fire Department
150 Eslinger Way
Sanford, FL 32773

With a copy to:

Seminole County Purchasing & Contracts Division
1301 E. Second Street
Sanford, FL 32771

For CONTRACTOR:

Bound Tree Medical, LLC
5000 Tuttle Crossing Boulevard
Dublin, Ohio 43016

Section 30. Rights At Law Retained. The rights and remedies of COUNTY provided for under this Agreement are in addition and supplemental to any other rights and remedies provided by law.

Section 31. Headings and Captions. All headings and captions contained in this Agreement are provided for convenience only, do not constitute a part of this Agreement, and may not be used to define, describe, interpret or construe any provision of this Agreement.

Section 32. E-Verify System Registration.

(a) CONTRACTOR must register with and use the E-Verify system to verify the work authorization status of all new employees prior to entering into this Agreement with COUNTY. If COUNTY provides written approval to CONTRACTOR for engaging with or contracting for the services of any subcontractors under this Agreement, CONTRACTOR must require certification from the subcontractor that at the time of certification, the subcontractor does not employ, contract,

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or subcontract with an unauthorized alien. CONTRACTOR must maintain a copy of the foregoing certification from the subcontractor for the duration of the agreement with the subcontractor.

(b) If COUNTY has a good faith belief that CONTRACTOR has knowingly violated this Section, COUNTY shall terminate this Agreement. If COUNTY terminates this Agreement with CONTRACTOR, CONTRACTOR may not be awarded a public contract for at least one (1) year after the date on which this Agreement is terminated. If COUNTY has a good faith belief that a subcontractor knowingly violated this Section, but CONTRACTOR otherwise complied with this Section, COUNTY must promptly notify CONTRACTOR and order CONTRACTOR to immediately terminate its agreement with the subcontractor.

(c) CONTRACTOR shall execute and return the Affidavit of E-Verify Requirements Compliance, attached to this Agreement as Exhibit D, to COUNTY.

IN WITNESS WHEREOF, the parties have made and executed this Agreement for the purposes stated above.

ATTEST:

Witness

Heather Legg

Print Name

Witness

Jennelle Mendenhall

Print Name

BOUND TREE MEDICAL, LLC

By: _____

~~JEFFREY PRESTEL~~, Corey Case

Authorized Representative

Date: 4/20/2023

[*Balance of page left intentionally blank*]

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SEMINOLE COUNTY, FLORIDA

Witness

Gladys Marrozos
Print Name

Witness

Maria A Green
Print Name

By: Tammy Roberts
TAMMY ROBERTS,
Procurement Administrator

Date: April 28, 2023

For the use and reliance of Seminole County only.

Approved as to form and legal sufficiency.

County Attorney
GK/sfa
04/04/2023
T:\Users\Legal Secretary CSB\Purchasing 2023\IFB-604500-23 (Bound Tree Medical, LLC) docx

Within the authority delegated by the County Manager pursuant to Section 3.554, Seminole County Administrative Code.

Attachments:
Exhibit A - Scope of Services
Exhibit B - Sample Release Order
Exhibit C - Contract Pricing
Exhibit D - Affidavit of E-Verify Requirements Compliance

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Exhibit A

Scope of Services

The Seminole County Fire Department is looking for a Vendor to provide EMS Medical Supplies and Equipment at a percentage off catalog/list pricing.

The qualified respondent shall be licensed to supply medications in the state of Florida, in accordance with Florida Statute 499.01 which states, "Any such person must comply with the licensing or permitting requirements of the jurisdiction in which the establishment is located and the federal act, and any product wholesaled into this state must comply with this part. If a person intends to import prescription drugs from a foreign country into this state, the nonresident prescription drug manufacturer must provide to the department a list identifying each prescription drug it intends to import and document approval by the United States Food and Drug Administration for such importation".

The Vendor must notify the EMS Fire Office of any published cost price changes prior to the order being placed. Including a copy of the updated published cost price list.

Include any categories and or manufactures excluded from this discount.

Provide any other additional discounts or offers provided.

Prices shall include all costs, including but not limited to General Administrative, overhead, fringe and benefits, transportation, and profit.

All merchandise shall have a minimum expiration date of twelve (12) months from the date of shipment and the date must be displayed on the packages.

Shipping labels shall be attached to each carton and shall contain the following information: delivery order number, quantity contained in each package and the total number of items being delivered.

The County does <u>not</u> guarantee a minimum total purchase.

The County's EMS Supplies Vendor must have the capability to complete orders, receive supplies and inventory, via UCAP devices integrated thru Operative IQ and IQ Tech.

The inventory system must include licenses to track inventory and assets at all Seminole County fire stations. The web-based inventory management system will also track preventative maintenance data for all assets. The inventory solution shall be included at no additional cost to the County and should be hosted by the vendor and accessible by the County through the internet. The system should be web based, manage inventory and assets, manage preventative maintenance data, manage multiple facility locations for ordering, manage inventory at the truck level as well as the supply room level, provide multi-level reporting, password protected, barcode process enabled, provide multi-level authorization of orders, and have an auto-replenishment feature that can be turned on or off. The system must be in a hosted environment by the vendor. No onsite computer servers or IT support will be provided. Data Back-Ups shall be provided by the vendor however, in the event that the awarded respondent should lose the contract in the future, the County reserves the right to retain any and all data placed into the system prior to and up to contract termination.

The UCAP devices shall check multiple forms of ID and will prompt for station or dispatch specific data. All withdrawals are cataloged, time stamped and regulated by tech clearance/training level. The UCAP aggregates all dispensing history and alerts for low stock position, expiring product and creates a pick list for restocking. It will generate individual call reports based on products restocked. This information can be printed or exported to the County Accounts Payable/Receivable Software.

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EXHIBIT B - SAMPLE

ORDER NUMBER: 48148

FLORIDA SALES: 85-8013708974C-0
FEDERAL SALES/USE: 59-6000856

Board of County Commissioners
RELEASE ORDER

SEMINOLE COUNTY
FLORIDA'S NATURAL CHOICE

ALL PACKING SLIPS INVOICES AND CORRESPONDENCE MUST REFER TO THIS ORDER NUMBER

ORDER DATE	01/14/2021
REQUISITION	63930 - OR
REQUESTOR	
VENDOR #	409286
ANALYST	

SHIP TO	

VENDOR	

SUBMIT ALL INVOICES TO:
AP@seminoleclerk.org
Seminole Count Clerk & Comptroller
POST OFFICE BOX 8080
SANFORD, FL 32772
Accts. Payable Inquiries - Phone (407) 665 7656

ORDER INQUIRIES	

ITEM #	QTY	UNIT	ITEM DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1.00		EA		0.00	

THIS ORDER IS SUBJECT TO THE TERMS & CONDITIONS ON THE REVERSE SIDE OF THIS ORDER.		**TOTAL AMOUNT**	**00.00**

PURCHASING AND CONTRACT DIVISION
1301 EAST SECOND STREET
SANFORD FLORIDA 32771
PHONE (407) 665-7116 / FAX (407) 665-7956

AUTHORIZED SIGNATURE FOR THE SEMINOLE COUNTY BOARD OF COUNTY COMMISSIONERS

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Clerk of the Circuit Court and Comptroller
Seminole County, Florida

Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
eCertified Id: 8DCB-5BEC-54EC
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Terms and Conditions

1. Acceptance/Entire Agreement. This Purchase Order ("PO") is entered into between Seminole County, Florida ("County") and the Supplier referenced herein (individually, referred to as "Party," and collectively, "Parties"). By accepting this PO, Supplier accepts all Terms and Conditions contained herein. This PO, including specifications and drawings, if any, and referenced documents, such as solicitations and responses constitutes the entire agreement between the Parties. Whenever terms and conditions of Main Agreement, if any, conflict with any PO issued pursuant to Main Agreement, Main Agreement will control.

2. Inspection. Notwithstanding any prior payment or inspection, all goods/services are subject to inspection/rejection by County at any time, including during manufacture, construction or preparation. To the extent a PO requires a series of performances by Supplier, County reserves right to cancel remainder of PO if goods/services provided during the term of PO are non-conforming or otherwise rejected. Without limiting any rights County may have, County, at its sole option, may require Supplier, at Supplier's expense to: (a) promptly repair or replace any or all rejected goods, or to cure or re-perform any or all rejected services; or (b) refund price of any or all rejected goods or services. All rejected goods will be held for Supplier's prompt inspection at Supplier's risk. Nothing contained in PO will relieve Supplier's obligation of testing, inspection and quality control.

3. Packing & Shipping. Unless otherwise specified, all goods must be packed, packaged, marked and prepared for shipment in a manner that is: (a) in accordance with good commercial practice; (b) acceptable to common carriers for shipment at the lowest rate for the particular good; (c) in accordance with local, state, and federal regulations; and (d) protected against weather. Supplier must mark all containers with necessary lifting, handling, shipping information, PO number, date of shipment and the name of the consignee and consignor. An itemized packing sheet must accompany each shipment.

4. Delivery; Risk of Loss. All goods are FOB destination, and risk of loss will remain with Supplier until delivery by Supplier and acceptance by County. Goods delivered by Supplier that are damaged, defective, or otherwise fail to conform to PO may be rejected by County or held by County at Supplier's risk and expense. County may charge Supplier for cost(s) to inspect, unpack, repack, store and re-ship rejected goods.

5. Delivery of Excess Quantities. If Supplier delivers excess quantities of goods without prior written authorization from County, excess quantities of goods may be returned to Supplier at Supplier's expense.

6. Time is of the Essence. Time is of the essence for delivery of goods /services under PO. Failure to meet delivery schedules or deliver within a reasonable time, as determined by County, entitles County to seek all remedies available at law or in equity. County reserves right to cancel any PO and procure goods/services elsewhere if delivery is not timely. Supplier agrees to reimburse County for all costs incurred in enforcing its rights. Failure of County to cancel PO, acceptance, or payment will not be deemed a waiver of County's right to cancel remainder of PO. Delivery date or time in PO may be extended if Supplier provides a written request in advance of originally scheduled delivery date and time and County agrees to delayed delivery in writing prior to originally scheduled delivery date and time.

7. Warranties. Supplier warrants to County that all goods/services covered by PO conform strictly to specifications, drawings or samples specified or furnished by County, and are free from: (a) defects in title; and (b) latent or patent defects in material or workmanship. If no quality is specified by County, Supplier warrants to County that goods/services are of the best grade of their respective kinds, meet or exceed applicable standards for industry represented, are merchantable (as to goods) and are fit for County's particular purpose. Supplier warrants that at the time County accepts the goods/services, the goods/services will have been produced, sold, delivered and furnished in strict compliance with all applicable federal and state laws, regulations, ordinances, rules, labor agreements and working conditions to which goods/services are subject. Supplier warrants the title to goods furnished under PO is valid, transfer of such title to County is rightful and goods are free of any claims or liens of any nature whatsoever, whether rightful or otherwise, of any person, corporation, partnership or association. All applicable manufacturers' warranties must be furnished to County at time of delivery of goods or completion of service. All warranties are cumulative and are in addition to any other express or implied warranties provided by law.

8. Indemnification. To the fullest extent permitted by law, Supplier assumes any and all liability for damages, breach of PO, loss or injury of any kind or nature whatsoever to persons or property caused by, resulting from or related to the goods/services provided under PO. To the fullest extent permitted by law, Supplier shall indemnify and hold harmless County, its commissioners, officers, employees and agents from and against any and all claims, damages, demands, lawsuits, losses, costs and expenses, including attorneys' fees, patent, copyright or trademark infringement, judgments, decrees of whatsoever nature which County may incur as a result of claims, demands, lawsuits or causes of action of any kind or nature arising from, caused by or related to goods/services furnished by Supplier, its officers, employees, agents, partners, principals or subcontractors. Remedies afforded to County by this section are cumulative with and in no way affect any other legal remedy County may have under PO or at law. Supplier's obligations under PO must not be limited by any insurance coverage or by any provision in or exclusion or omission from any policy of insurance.

9. Insurance. Supplier, at its sole expense, shall maintain insurance coverage acceptable to County. All policies must name County as an additional insured. All Insurance Certificates must be provided to the Purchasing and Contracts Division within ten (10) days of request. Supplier shall notify County, in writing, of any cancellation, material change, or alteration to Supplier's Certificate of Insurance.

10. Modifications. PO may be modified or rescinded in writing by County.

11. Material Safety Data Sheets. At time of delivery, Supplier agrees to provide County with a current Material Safety Data Sheet for any hazardous chemicals or toxic substances, as required by law.

12. Pricing. Supplier agrees that pricing included on PO shall remain firm through and until delivery of goods and/or completion of services, unless otherwise agreed to by the Parties in writing.

13. Invoicing & Payment. After delivery of goods/services by Supplier and acceptance by the County, the Supplier must electronically submit an original invoice via email to AP@seminoleclerk.org or may mail the invoice, if electronic invoice is not available, to: Seminole County Clerk of the Circuit Court and Comptroller, P.O. Box 8080, Sanford, Florida 32772. Invoices must be billed at pricing stipulated on PO and must include the County's Purchase Order Number. Thereafter, all payments and interest on any late payments will be paid in compliance with Florida Prompt Payment Act, §218. 70, Florida Statutes.

14. Taxes. County is exempt from Florida sales tax, federal taxes on transportation charges and any federal excise tax. County will not reimburse Supplier for taxes paid.

15. Termination. County may terminate PO, in whole or in part, at any time, either for County's convenience or because of Supplier's failure to fulfill its obligations under PO, by written notice to Supplier. Upon receipt of written notice, Supplier must discontinue all deliveries affected unless written notice directs otherwise. In the event of termination, County will be liable only for materials procured, work completed or services rendered or supplies partially fabricated, within the authorization of PO. In no event will County be liable for incidental or consequential damages by reason of such termination.

16. Equal Opportunity Employer. County is an Equal Employment Opportunity ("EEO") employer, and as such, requires all Suppliers to comply with EEO regulations with regards to race, color, religion, sex, national origin, age, disability or genetic information, as may be applicable to Supplier. Any subcontracts entered into, as authorized by County, must make reference to this clause with the same degree of application being encouraged.

17. Assignment. Supplier may not assign, transfer, or subcontract PO or any right or obligation under it without County's written consent. Any purported assignment, transfer, or subcontract will be null and void.

18. Venue & Applicable Law. The laws of the State of Florida govern validity, enforcement, and interpretation of PO. The sole jurisdiction and venue for any legal action in connection with PO will be in the courts of Seminole County, Florida.

19. Fiscal Non-Funding. In the event sufficient budgeted funds are not available for payment to Supplier for a new fiscal period, County shall notify Supplier of such occurrence and PO will terminate on the last day of the current fiscal period without penalty or expense to County.

20. Public Records. Supplier acknowledges that PO and any related financial records, audits, reports, plans, correspondence and other documents may be subject to disclosure to members of the public pursuant to Chapter 119, Florida Statutes. Supplier shall maintain all public records and, upon request, provide a copy of requested records or allow records to be inspected within a reasonable time. Supplier shall also ensure that any public records that are exempt or confidential from disclosure are not disclosed except as authorized by law. In event Supplier fails to abide by provisions of Chapter 119, Florida Statutes, County may, without prejudice to any other right or remedy and after giving Supplier seven (7) days written notice, during which period Supplier still fails to allow access to such documents, terminate PO. **IF SUPPLIER HAS QUESTIONS REGARDING APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO SUPPLIER' S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO PO, CONTACT CUSTODIAN OF PUBLIC RECORDS AT: 407-665-7116, PURCH@SEMINOLECOUNTYFL.GOV, PURCHASING AND CONTRACTS DIVISION, 1301 E. SECOND STREET, SANFORD, FL 32771.**

21. Right to Audit Records. County will be entitled to audit the books and records of Supplier to the extent that the books and records relate to this PO. Supplier must maintain books and records relating to this PO for a period of three (3) years from the date of final payment under the PO, unless the County authorizes otherwise in writing.

22. Severability. If any section, sentence, clause, phrase or portion of PO are, for any reason, held invalid or unconstitutional by any court of competent jurisdiction, such portion will be deemed separate, distinct, and independent and such holding will not affect validity of remaining portion of PO.

23. Headings & Captions. All headings and captions contained in PO are provided for convenience only, do not constitute a part of PO, and may not be used to define, describe, interpret or construe any provision of PO.

Rev. 10/2021

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida

Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
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PROPOSAL DOCUMENT REPORT
IFB No. IFB-604500-23/GCM
Purchase of EMS Supplies and Related Components

EXHIBIT C

Line Item	Description	Unit of Measure	Percentage
1	Percentage off Medical Supplies	1	35%
2	Percentage off Medical Equipment	1	35%
3	Any additional discounts offered by your Company. Please include any other discounts, benefits to the County in your solicitation as a separate attachment	1	40%

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Exhibit D

Agreement Name: Purchase of EMS Supplies and Related Components

Agreement Number: IFB-604500-23/GCM

AFFIDAVIT OF E-VERIFY REQUIREMENTS COMPLIANCE

The CONSULTANT/CONTRACTOR agrees to comply with section 448.095, Florida Statutes, and to incorporate in all subcontracts the obligation to comply with section 448.095, Florida Statutes.

1. The CONSULTANT/CONTRACTOR shall utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the CONSULTANT during the term of the Agreement and shall expressly require any subcontractors performing work or providing services pursuant to the Agreement to likewise utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the subcontractor during the Agreement term.

2. That the CONSULTANT/CONTRACTOR understands and agrees that its failure to comply with the verification requirements of Section 448.095, Florida Statutes or its failure to ensure that all employees and subcontractors performing work under Agreement Number IFB-604500-23/GCM are legally authorized to work in the United States and the State of Florida, constitutes a breach of this Agreement for which Seminole County may immediately terminate the Agreement without notice and without penalty. The CONSULTANT/CONTRACTOR further understands and agrees that in the event of such termination, the CONSULTANT/CONTRACTOR shall be liable to the county for any costs incurred by the County as a result of the CONSULTANT'S/CONTRACTOR'S breach. DATED this 20 day of April, 20 23.

Bound Tree Medical, LLC
Consultant Name

By:
Print/Type Name: Corey Case
Title: Senior Vice President of Marketing

STATE OF Ohio
COUNTY OF Franklin

Sworn to (or affirmed) and subscribed before me by means of ☐ physical presence OR ☐ online notarization, this 20th day of April, 2023, by Corey Case (Full Name of Affiant).

KRYSTA K MARTIN
Notary Public, State of Ohio
My Comm. Expires 8 Nov 23

Krysta K Martin
Print/Type Name Krysta K Martin
Notary Public in and for the County and State Aforementioned
My commission expires: 8 Nov 2023

E-Verify Affidavit
Revised 5/19/2021

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida
Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
eCertified Id: 8DCB-5BEC-54EC

BOUND TREE MEDICAL, LLC

OFFICER'S CERTIFICATE

October 21, 2021

The undersigned, as Secretary of Bound Tree Medical, LLC, an Ohio limited liability company (the "Company") does hereby certify as follows:

(a) Corey Case, Senior Vice President for Company, has the authority to sign customer contracts and otherwise bind the Company where the anticipated annual revenue associated with such contract does not exceed an amount of $1M.

IN WITNESS WHEREOF, the undersigned has executed this certificate as of the date set forth above.

Darrell A. Hughes, Secretary

Certified Copy - Grant Maloy
Clerk of the Circuit Court and Comptroller
Seminole County, Florida

Seminole County Clerk of the Circuit Court and Comptroller
eCertified at 05/03/2023 10:57:57 -04:00
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TOWN OF JUPITER
Purchase of Medical Supplies and Pharmaceuticals From Henry Schein, Inc.

DATE	October 7, 2025
TO	Honorable Mayor and Members of Town Council
THRU	Frank Kitzerow, Town Manager
FROM	Darrel Donatto, Fire Chief
SUBJECT	Authorizing the purchase of medical supplies and pharmaceuticals with Henry Schein, Inc., and annual spending limits, using a piggyback of the Lake County contract

EXECUTIVE SUMMARY

Henry Schein, Inc. is a distributor of pre-hospital medical supplies and pharmaceuticals. Staff seeks authorization for the purchase of medical supplies and pharmaceuticals from Henry Schein, Inc., using and piggybacking Lake County contract 22-730D, which has a term of 08/01/22 - 07/31/27, with the option for two successive two-year renewal periods. In addition, staff seeks annual spending limits for the duration of the contract.

ANALYSIS

In support of the Fire Rescue Department's operational start, staff requests approval to purchase large quantities of medical supplies and pharmaceuticals from Henry Schein, Inc. These purchases for the FY2026 budget are up to, but not exceeding, $500,000. Additionally, subsequent fiscal years are up to, but not exceeding, $200,000. Staff requests approval to purchase from Henry Schein Inc., based on the best pricing and product requirements for medical and pharmaceutical supplies, as one of three vendors. Staff will utilize and piggyback the Lake County contract 22-730D.

STRATEGIC PRIORITY

- Fiscal Responsibility
- Safety

ATTACHMENTS

1. Lake County Contract 22-730D

FUNDING SOURCE

Amount of this Request	FY2026 $500,000 FY2027 $200,000 Subject to appropriation	
Amount Approved in Budget	$951,600	Sources: FY2026 Operating Supplies 04534126-552000

Additional Funding Requested	$0.00	Sources:

For more information or copies of the attachments, please contact Tim Roche at TimRo@jupiter.fl.us or 561-741-2481.

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE

MODIFICATION OF CONTRACT

Modification Number:Two (2) Effective Date: 8/1/2025	Contract Number: 22-730D Title: Fire Equipment, Supplies, and Services Effective Date: 08/01/2022
Contracting Officer: Gretchen Bechtel, CPPB E-mail: Gretchen.bechtel@lakecountyfl.gov Telephone Number: 352-343-9765 Issued By: Procurement Services Lake County Administration Building 315 W. Main St., Suite 441 Tavares, Florida 32778-7800	Contractor Name and Address: Name: Henry Schein Address: 135 Duryea Rd City: Melville, NY 11747 ATTENTION: Julia Strange Julia.strange@henryschein.com

INSTRUCTIONS: Contractor shall sign Signature Block showing acceptance of the below written modification and return this form to Procurement Services within ten (10) days after receipt. Once fully executed, a copy of this modification will be returned to the Contractor to attach to the original Contract.

DESCRIPTION OF MODIFICATION: Contract modification to extend the agreement for two annual terms to expire on 07/31/2027 or until new contract is awarded.

CONTRACTOR SIGNATURE BLOCK	LAKE COUNTY SIGNATURE BLOCK
Signature: Julia Strange	Signature:
Print Name: Julia Strange	Print Name: Gretchen Bechtel, Contracting Officer II
Title: Supervisor, EMS	Title:
Date: 1-10-2025	Date: Digitally signed by Gretchen Bechtel, Contracting Officer II Date: 2025.01.10 14:20:00 -05'00'
E-mail: EMSBids@Henryschein.com	
Secondary E-mail: Julia.Strange@henryschein.com	

Distribution:
Original – Bid File
Copy – Contractor
Contracting Officer

LAKE COUNTY, FL

REAL FLORIDA · REAL CLOSE

MODIFICATION OF CONTRACT

Modification Number:One (1) Effective Date: 8/1/2023	Contract Number: 22-730D Title: Fire Equipment, Supplies, and Services Effective Date: 08/01/2022
Contracting Officer: Gretchen Bechtel, CPPB E-mail: Gretchen.bechtel@lakecountyfl.gov Telephone Number: 352-343-9765 Issued By: Procurement Services Lake County Administration Building 315 W. Main St., Suite 441 Tavares, Florida 32778-7800	Contractor Name and Address: Name: Henry Schein Address: 135 Duryea Rd City: Melville, NY 11747 ATTENTION: Julia Strange Julia.strange@henryschein.com

INSTRUCTIONS: Contractor shall sign Signature Block showing acceptance of the below written modification and return this form to Procurement Services within ten (10) days after receipt. Once fully executed, a copy of this modification will be returned to the Contractor to attach to the original Contract.

DESCRIPTION OF MODIFICATION: Contract modification to extend the agreement for two annual terms to expire on 07/31/2025.

CONTRACTOR SIGNATURE BLOCK	LAKE COUNTY SIGNATURE BLOCK
Signature: Julia Strange Print Name: Julia Strange Title: Supervisor, EMS Date: 3-1-2023 E-mail: EmsBids@Henryschein.com Secondary E-mail: Julia.Strange@henryschein.com	Signature: Print Name: Gretchen Bechtel, CPPB, Contracting Officer II Title: Date: Digitally signed by Gretchen Bechtel, CPPB, Contracting Officer II Date: 2023.03.01 13:31:57 -05'00'

Distribution:
Original – Bid File
Copy – Contractor
Contracting Officer

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE

CONTRACT NO. 22-730D
For
Fire Equipment, Supplies, and Services

LAKE COUNTY, FLORIDA, a political subdivision of the State of Florida, through its Board of County Commissioners (hereinafter "County") does hereby accept, with noted modifications, if any, the bid of **Henry Schein, Inc.** (hereinafter "Contractor") to supply **Fire Equipment, Supplies, and Services** to the County pursuant to County Bid number 22-730 with any included addenda (hereinafter "Bid"), with an opening date of 4/28/2022, and Contractor's Bid response dated 4/26/2022, thereto with all County Bid provisions governing.

A copy of the Contractor's signed Bid is attached hereto and incorporated herein, thus making it a part of this Contract except that any items not awarded have been struck through. The attachments noted below (if any) are attached hereto and are also made a part of this Contract.

ATTACHMENTS:
Addendum 1 & 2, Exhibit A – Scope of Work, Exhibit B – Insurance Requirements, Attachment 1 – Submittal Form with General Terms & Conditions acceptance, Attachment 2 – Pricing Sheet

No financial obligation under this Contract shall accrue against the County until a specific purchase transaction is completed pursuant to the terms and conditions of this Contract.

Contractor shall submit the documents hereinafter listed prior to commencement of this Contract: **N/A**

The County's Procurement Services Director shall be the sole judge as to the fact of the fulfillment of this Contract, and upon any breach thereof, shall, at his option, declare this Contract terminated, and for any loss or damage by reason of such breach, whether this Contract is terminated or not, said Contractor and their surety for any required bond shall be liable.

This Contract is effective from 8/1/2022 through 7/31/2023, except the County reserves the right to terminate this Contract immediately for cause and/or lack of funds and with thirty (30) day written notice for the convenience of the County. This Contract provides for two (2) two (2) year renewals at Lake County's sole option at the terms noted in the Bid.

Any and all modifications to this Contract must be in writing signed by the County's Procurement Services Director.

LAKE COUNTY, FLORIDA

By: Gretchen Bechtel, CPPB
Contracting Officer II
Date: 7/26/2022

Distribution: Original-Bid File
Copy-Contractor
Copy-Department

ADDENDUM NO. #2 **22-730**

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE
Office of Procurement Services
P.O. Box 7800 • 315 W. Main St., Suite 441 • Tavares, FL 32778

SOLICTATION: Fire Equipment, Supplies, and Services 04/12/2022

Vendors are responsible for the receipt and acknowledgement of all addenda to a solicitation. Confirm acknowledgement by including an electronically completed copy of this addendum with submittal. Failure to acknowledge each addendum may prevent the submittal from being considered for award.

THIS ADDENDUM DOES NOT CHANGE THE DATE FOR RECEIPT OF PROPOSALS.

QUESTIONS/RESPONSES

Q1. Section 5.0 Method of Award - Is it the County's intention to award to multiple vendors as they have done in the past?

R1. Per Section 5.0 Method of Award; The County reserves the right to make awards on a lowest price basis by individual item, group of items, all or none, or a combination; with one or more Vendors

Q2. Section 3.0 Delivery Requirements and Acceptance – bid calls for delivery of all products within 10 calendar days. For items in stock this is possible, but for items on order the delivery time will vary by product and brand. The delivery time can be given when a quote is requested.

R2. Per Section 3.0 Delivery Requirements and Acceptance Section 3.5.1 Back order may be cancelled after the shipment period has lapsed. Cancellation of orders are at the discretion of the County.

Q3. Certain manufacturers are now including a significant surcharge to our cost which is in addition to the list price. For the county to purchase these brands off this contract, a surcharge will need to be allowed.

R3. The solicitation provides for percent off list price. Cost shall be in accordance with contract pricing. Any additional fees shall be borne of the vendor.

ACKNOWLEDGEMENT

Firm Name: Henry Schein, Inc.

I hereby certify that my electronic signature has the same legal effect as if made under oath; that I am an authorized representative of this vendor and/or empowered to execute this submittal on behalf of the vendor.

Signature of Legal Representative Submitting this Bid: *Julia Strange*

Date: 4/19/2022

ADDENDUM NO. #2 **22-730**

Print Name: Julia Strange
Title: Supervisor EMS
Primary E-mail Address: EMSBids@henryschein.com
Secondary E-mail Address: Julia.Strange@henryschein.com

ADDENDUM NO. #1 **22-730**

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE
Office of Procurement Services
P.O. Box 7800 • 315 W. Main St., Suite 441 • Tavares, FL 32778

SOLICTATION: Fire Equipment, Supplies, and Services 03/28/2022

Vendors are responsible for the receipt and acknowledgement of all addenda to a solicitation. Confirm acknowledgement by including an electronically completed copy of this addendum with submittal. Failure to acknowledge each addendum may prevent the submittal from being considered for award.

THIS ADDENDUM DOES NOT CHANGE THE DATE FOR RECEIPT OF PROPOSALS.

QUESTIONS/RESPONSES

Q1. I reviewed the attachments for bid 22-730 on Lake County's website and it doesn't look like the attachments have any items that need to be priced. Is there a file with the equipment and supplies you would like pricing for?
R1. Attachments 2A and 2B – The vendor shall list manufacturer brands supported.

Q2. I am looking at the Bid/RFP Number: 22-730 bid opportunity and wanted to find if I am not seeing the Attachment 2B, properly? I have opened and downloaded, but I am not seeing any of the equipment or supplies listed.
R2. Attachments 2A and 2B – The vendor shall list manufacturer brands supported.

ACKNOWLEDGEMENT

Firm Name: Henry Schein, Inc.

I hereby certify that my electronic signature has the same legal effect as if made under oath; that I am an authorized representative of this vendor and/or empowered to execute this submittal on behalf of the vendor.

Signature of Legal Representative Submitting this Bid: *Julia Strange*
Date: 4/19/2022
Print Name: Julia Strange
Title: Supervisor EMS
Primary E-mail Address: EMSBids@henryschein.com
Secondary E-mail Address: Julia.Strange@henryschein.com

EXHIBIT A – SCOPE OF SERVICES **22-730**
FIRE EQUIPMENT, SUPPLIES, AND SERVICES

The County is establishing a vendor pool for fire equipment, supplies, and services. The County does not guarantee a dollar amount to be expended on any resulting contract(s).

1. SCOPE OF SERVICES

All items purchased shall be in accordance with all governmental standards to include, but not be limited to, those issued by the Occupational Safety and Health Administration (OSHA), the National Institute of Occupational Safety Hazards (NIOSH), and the National Fire Protection Association (NFPA). MSDS sheets shall be provided with the shipment of any hazardous materials as required by 29 CFR 1910.1200.

2. CONTRACTOR'S RESPONSIBILITIES

Contractor shall:

2.1. Provide a website address for product and price lists for viewing and downloading.

2.2. Provide (upon request) a downloadable file of current catalog and manufacturer's price lists for the brands quoted.

2.3. Provide all labor, material, and equipment necessary for contract performance.

2.4. Provide an intensive training program to County staff regarding the use of the products or services supplied.

2.4.1. Contractor shall bare all costs of registration fees, manuals, texts, or instructional materials associated with the required training.

2.4.2. Training shall be at no additional cost to the County.

3. DELIVERY REQUIREMENTS AND ACCEPTANCE

3.1. Deliveries shall be FOB Destination – Inside Delivery.

3.2. Delivery will be to a county location named during order placement.

3.3. Deliveries shall be made within ten (10) calendar days and during regular business hours

3.3.1. Monday through Friday, 8:00 a.m. to 5:00 p.m.

3.3.2. Excludes County Holidays

3.4. Emergency orders shall be delivered within forty-eight (48) hours.

3.4.1. The County will advise when the order is an emergency.

3.4.2. Emergency/Disaster deliveries may be required during non-business hours.

3.5. Back orders shall be filled within ten (10) calendar days from the initial scheduled delivery.

3.5.1. Back orders may be cancelled after shipment period has lapsed.

3.6. County staff may pick-up in person if authorized in writing by supervisor.

3.6.1. Contractor shall maintain a copy of the written authorization.

3.7. County reserves the right to cancel an order after the order shipment period has lapsed.

4. REBATES AND SPECIAL PROMOTIONS

4.1. All rebates and special promotions offered by a manufacturer shall be passed on to the County.

4.2. Contractor shall be responsible to notify the County of rebates or special promotions.

4.3. Special promotions shall be offered to the County if pricing is lower than contract pricing.

5. REPAIR SERVICES

5.1. Hourly rates shall be straight-time and be full compensation for labor, equipment use, travel time, and any other incidentals.

5.2. Contractor shall possess all required equipment necessary to make effective repairs.

5.3. Contractor shall be factory certified to service equipment.

5.4. Contractor shall assume risk of loss or damage to County property until returned and accepted by County.

5.5. Contractor shall submit a written estimate for each service project.

5.5.1. The estimate shall be itemized and include:

5.5.1.1. Anticipated start date and completion date.

5.5.1.2. Number of hours at contracted hourly wages for project completion

5.5.1.3. List price of materials and discount per Attachment 2 – Pricing Sheet.

5.5.1.4. Lump sum estimates are not acceptable.

5.6. No work shall commence without a written Notice to Proceed.

5.7. All materials, workmanship, and equipment shall be subject to inspection and approval.

5.8. The Contractor shall correct all deficiencies/defects in work failing to conform to standard within ten (10) calendar days of notification at Contractor's expense.

6. TRAINING

6.1. Contractor shall supply a minimum of one (1) comprehensive repair and parts manual.

6.1.1. Manuals shall be included with equipment upon delivery.

6.1.2. Manuals may be electronic.

7. WARRANTY REQUIREMENTS

7.1. The Contractor agrees that all materials shall be new, warranted for their merchantability, and fit for a particular purpose.

7.2. The Contractor agrees that the product and/or service furnished shall be covered by the most favorable commercial warranty.

7.3. Contractor shall assume the risk of loss of damage to the County's property during possession and until delivery and acceptance of property to the County.

7.4. The Contractor shall correct all apparent or latent deficiencies, defects in work, or any work that fails to conform at the Contractor's expense within ten (10) calendar days.

[*The remainder of this page intentionally left blank*]

EXHIBIT B – INSURANCE REQUIREMENTS **22-730**

A. CONTRACTOR will purchase and maintain at all times during the term of this Contract, without cost or expense to the COUNTY, policies of insurance as indicated below, with a company or companies authorized to do business in the State of Florida, and which are acceptable to the COUNTY, insuring the CONTRACTOR against any and all claims, demands, or causes of action, for injuries received or damage to property relating to the performance of duties, services, or obligations of the CONTRACTOR under the terms and provisions of the Contract. An original certificate of insurance, indicating that CONTRACTOR has coverage in accordance with the requirements of this section must be received and accepted by the COUNTY prior to contract execution or before any work begins. It will be furnished by CONTRACTOR to the COUNTY'S Project Manager and Procurement Services Director within five working days of such request. The parties agree that the policies of insurance and confirming certificates of insurance will insure the CONTRACTOR in accordance with the following minimum limits:

i. General Liability insurance on forms no more restrictive than the latest edition of the Occurrence Form Commercial General Liability policy (CG 00 01) of the Insurance Services Office or equivalent without restrictive endorsements, with the following minimum limits and coverage:

Each Occurrence/General Aggregate	$1,000,000/2,000,000
Products-Completed Operations	$2,000,000
Personal & Adv. Injury	$1,000,000
Fire Damage	$50,000
Medical Expense	$5,000
Contractual Liability	Included

ii. Automobile liability insurance, including owned, non-owned, and hired autos with the minimum Combined Single Limit of $1,000,000

iii. Workers' compensation insurance based on proper reporting of classification codes and payroll amounts in accordance with Chapter 440, Florida Statutes, and any other applicable law requiring workers' compensation (Federal, maritime, etc.). If not required by law to maintain workers compensation insurance, the CONTRACTOR must provide a notarized statement that if he or she is injured, he or she will not hold the COUNTY responsible for any payment or compensation.

iv. Employers Liability with the following minimum limits and coverage:

Each Accident	$1,000,000
Disease-Each Employer	$1,000,000
Disease-Policy Limit	$1,000,000

B. Lake County, a Political Subdivision of the State of Florida, and the Board of County Commissioners, will be named as additional insured as their interest may appear all applicable policies. Certificates of insurance must identify the RFP or ITB number in the Description of Operations section on the Certificate.

C. CONTRACTOR must provide a minimum of 30 days prior written notice to the County of any change, cancellation, or nonrenewal of the required insurance.

D. Certificates of insurance must evidence a waiver of subrogation in favor of the COUNTY, that coverage must be primary and noncontributory, and that each evidenced policy includes a Cross Liability or Severability of Interests provision, with no requirement of premium by the COUNTY.

E. CONTRACTOR must provide a copy of all policy endorsements, reflecting the required coverage, with Lake County listed as an additional insured along with all required provisions to include waiver of subrogation. Contracts cannot be completed without this required insurance documentation. A certificate of insurance (COI) will not be accepted in lieu of the policy endorsements.

F. Certificate holder must be:
LAKE COUNTY, A POLITICAL SUBDIVISION OF THE STATE OF FLORIDA,
AND THE BOARD OF COUNTY COMMISSIONERS.
P.O. BOX 7800
TAVARES, FL 32778-7800

G. All self-insured retentions will appear on the certificates and will be subject to approval by the COUNTY. At the option of the COUNTY, the insurer will reduce or eliminate such self-insured retentions; or CONTRACTOR will be required to procure a bond guaranteeing payment of losses and related claims expenses.

H. The COUNTY will be exempt from, and in no way liable for, any sums of money, which may represent a deductible or self-insured retention in any insurance policy. The payment of such deductible or self-insured retention will be the sole responsibility of the CONTRACTOR or subcontractor providing such insurance.

I. CONTRACTOR will be responsible for subcontractors and their insurance. Subcontractors are to provide Certificates of Insurance to the COUNTY evidencing coverage and terms in accordance with the CONTRACTOR'S requirements.

J. Failure to obtain and maintain such insurance as set out above will be considered a breach of contract and may result in termination of the contract for default.

K. Neither approval by the COUNTY of any insurance supplied by CONTRACTOR, nor a failure to disapprove that insurance, will relieve CONTRACTOR of full responsibility of liability, damages, and accidents as set forth herein.

[The remainder of this page is intentionally left blank.]

ATTACHMENT 1 – SUBMITTAL FORM **22-730**

The undersigned hereby declares that: Henry Schin, Inc. has examined and accepts the specifications, terms, and conditions presented in this Solicitation, satisfies all legal requirements to do business with the County, and to furnish **FIRE EQUIPMENT, SUPPLIES, AND SERVICES** for which Submittals were advertised to be received no later than 3:00 P.M. Eastern time on the date stated in the solicitation or as noted in an addenda. Furthermore, the undersigned is duly authorized to execute this document and any contracts or other transactions required by award of this Solicitation.

1.0 TERM OF CONTRACT

The Contract will be awarded for an initial one (1) year term with the option for two (2) subsequent two (2) year renewals. Renewals are contingent upon mutual written agreement.

The Contract will commence upon the first day of the next calendar month after Board approval. The Contract remains in effect until completion of the expressed and implied warranty periods. The County reserves the right to negotiate for additional services/items similar in nature not known at time of solicitation.

2.0 PAYMENT

The Contractor shall email the County's using department (egminer@lakecountyfl.gov) an accurate invoice within 30 calendar days after delivery. Invoices should reference the purchase/task order, ship date, tracking number, and ship-to address, list price, percent discount, and unit cost. Failure to submit invoices in the prescribed manner will delay payment.

Payments will be tendered in accordance with the Florida Prompt Payment Act, Part VII, Chapter 218, Florida Statutes. The County will remit full payment on all undisputed invoices within 45 days from receipt by the appropriate County using department. The County will pay interest not to exceed 1% per month on all undisputed invoices not paid within 30 days after the due date.

All pricing will be FOB Destination unless otherwise specified in this solicitation document. Pricing submitted will remain valid for a ninety (90) day period.

Vendor accepts MasterCard for payment: YES

3.0 CERTIFICATION REGARDING LAKE COUNTY TERMS AND CONDITIONS:

I certify that I have reviewed the General Terms and Conditions for Lake County Florida and accept the Lake County General Terms and Conditions dated 5/6/21 as written including the Proprietary/Confidential Information section. YES
Failure to acknowledge may result in Submittal being deemed non-responsive.

4.0 CERTIFICATION REGARDING FELONY CONVICTION:

Has any officer, director, or an executive performing equivalent duties, of the bidding entity been convicted of a felony during the past ten (10) years? NO

5.0 CONFLICT OF INTEREST DISCLOSURE CERTIFICATION:

Except as listed below, no employee, officer, or agent of the firm has any conflicts of interest, real or apparent, due to ownership, other clients, contracts, or interests associated with this project; and, this Submittal is made without prior understanding, agreement, or connection with any

corporation, firm, or person submitting a proposal for the same services, and is in all respects fair and without collusion or fraud. None

6.0 CERTIFICATION REGARDING BACKGROUND CHECKS:

Under any County Contract that involves Contractor or subcontractor personnel working in proximity to minors, the Vendor hereby confirms that any personnel so employed will have successfully completed an initial, and subsequent annual, Certified Background Check, completed by the Contractor at no additional cost to the County. The County retains the right to request and review any associated records with or without cause, and to require replacement of any Contractor employee found in violation of this requirement. Contractor shall indemnify the County in full for any adverse act of any such personnel in this regard. Additional requirements may apply in this regard as included within any specific contract award. YES

7.0 DISADVANTAGED BUSINESS ENTERPRISE PROGRAM

The County does not establish specific goals for minority set-asides however, participation by minority and non-minority qualified firms is strongly encouraged. If the firm is a minority firm or has obtained certification by the State of Florida, Office of Supplier Diversity, (OSD) (CMBE), please indicate the appropriate classification(s) not applicable not applicable
and enter OSD Certification Number Click or tap here to enter text.
and enter effective date Click or tap to enter a date. to date Click or tap to enter a date.

8.0 FEDERAL FUNDING REQUIREMENT:

N/A

9.0 RECIPROCAL VENDOR PREFERENCE:

N/A

10.0 GENERAL VENDOR INFORMATION:

Firm Name: Henry Schein, Inc.

Street Address: 135 Duryea Road

City: Melville State and ZIP Code: NY 11747

Mailing Address (if different): Click or tap here to enter text.

Telephone: 800-845-3550 Fax: 800-533-4793

Federal Identification Number / TIN: 11-3136595

DUNS Number: 01-243-0880

11.0 SUBMITTAL SIGNATURE:

I hereby certify the information indicated for this Submittal is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an authorized representative of this Vendor and/or empowered to execute this Submittal on behalf of the Vendor. I, individually and on behalf of the Vendor, acknowledge and agree to abide by all terms and conditions contained in this solicitation as well as any attachments, exhibits, or addenda.

Name of Legal Representative Submitting this Proposal: *Julia Strange*

Date: 4/26/2022

Print Name: Julia Strange

ATTACHMENT 1 – SUBMITTAL FORM **22-730**

Title: Supervisor EMS

Primary E-mail Address: EMSBids@Henryschein.com

Secondary E-mail Address: Julia.Strange@henryschein.com

The individual signing this Submittal affirms that the facts stated herein are true and that the response to this Solicitation has been submitted on behalf of the aforementioned Vendor.

[The remainder of this page is intentionally blank]

Henry Schein, Inc.	
SAVE AND SUBMIT AS AN EXCEL FILE	
FIRM'S WEBSITE:	www.henryschein.com/ems
Warehouse Location(s):	**8691 Jesse B Smith Ct. Jacksonville, FL 32219**
Contact Information For Emergency/Disaster Services (24/7)	
Name:	**Jaime Greene**
Email:	Jaime.Greene@Henryschein.com
Emergency Phone:	**800-845-3550/ 561-644-0366**

List manufacturer brands supported.

MANUFACTURER	Percent Off List	In Stock / Lead Time	Freight Included	WEBSITE
Henry Schein website	34.00%		Y	www.henryschein.com/ems
Link to Henry Schein catalog				https://www.nxtbook.com/nxtbooks/henryschein/ems_2022/index.php#
Julia Strange				

TOWN OF JUPITER
Purchase of Medical Supplies and Pharmaceuticals From Life-Assist, Inc.

DATE	October 7, 2025
TO	Honorable Mayor and Members of Town Council
THRU	Frank Kitzerow, Town Manager
FROM	Darrel Donatto, Fire Chief
SUBJECT	Authorizing the purchase of medical supplies and pharmaceuticals with Life-Assist, Inc., and annual spending limits, using a piggyback of the Lake County contract

EXECUTIVE SUMMARY

Life-Assist, Inc. is a distributor of pre-hospital medical supplies and pharmaceuticals. Staff seeks authorization for the purchase of medical supplies and pharmaceuticals from Life-Assist, Inc., using and piggybacking Lake County contract 22-730D, which has a term of 08/01/22 - 07/31/27. In addition, staff seeks annual spending limits for the duration of the contract.

ANALYSIS

In support of the Fire Rescue department's operational start, staff requests approval to purchase large quantities of medical supplies and pharmaceuticals from Life-Assist, Inc. These purchases for the FY2026 budget are up to, but not exceeding, $500,000. Additionally, subsequent fiscal years are up to, but not exceeding, $200,000. Staff requests approval to purchase from Life-Assist, Inc., based on the best pricing and product requirements for medical and pharmaceutical supplies, as one of three vendors. Staff will utilize and piggyback the Lake County contract 22-730D.

STRATEGIC PRIORITY

- Fiscal Responsibility
- Safety

ATTACHMENTS

1. Lake County Contract 22-730E

FUNDING SOURCE

Amount of this Request	FY2026 $500,000 FY2027 $200,000 Subject to appropriation	
Amount Approved in Budget	$951,600	Sources: FY2026 Operating Supplies 04534126-552000
Additional Funding Requested	$0.00	Sources:

For more information or copies of the attachments, please contact Tim Roche at TimRo@jupiter.fl.us or 561-741-2481.

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE

MODIFICATION OF CONTRACT

Modification Number:Two (2) Effective Date: 8/1/2025	Contract Number: 22-730E Title: Fire Equipment, Supplies, and Services Effective Date: 08/01/2022
Contracting Officer: Gretchen Bechtel, CPPB E-mail: Gretchen.bechtel@lakecountyfl.gov Telephone Number: 352-343-9765 Issued By: Procurement Services Lake County Administration Building 315 W. Main St., Suite 441 Tavares, Florida 32778-7800	Contractor Name and Address: Name: Life-Assist, Inc. Address: 11277 Sunrise Park Drive City: Rancho Cordova, CA 95742 ATTENTION: Corey Farrar quotes@Life-Assist.com

INSTRUCTIONS: Contractor shall sign Signature Block showing acceptance of the below written modification and return this form to Procurement Services within ten (10) days after receipt. Once fully executed, a copy of this modification will be returned to the Contractor to attach to the original Contract.

DESCRIPTION OF MODIFICATION: Contract modification to extend the agreement for two annual terms to expire on 07/31/2027 or until new contract is awarded.

CONTRACTOR SIGNATURE BLOCK	LAKE COUNTY SIGNATURE BLOCK
Signature: Walt Anderson	Signature:
Print Name: Walt Anderson	Print Name: Gretchen Bechtel, Contracting Officer II
Title: Pricing Specialist	Title:
Date: 1/16/2026	Date: Digitally signed by Gretchen Bechtel, Contracting Officer II Date: 2025.01.17 06:56:56 -05'00'
E-mail: Quotes@Life-Assist.com	
Secondary E-mail: Walt.Anderson@Life-Assist.com	

Distribution:
Original – Bid File
Copy – Contractor
Contracting Officer

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE

MODIFICATION OF CONTRACT

Modification Number:One (1) Effective Date: 8/1/2023	Contract Number: 22-730E Title: Fire Equipment, Supplies, and Services Effective Date: 08/01/2022
Contracting Officer: Gretchen Bechtel, CPPB E-mail: Gretchen.bechtel@lakecountyfl.gov Telephone Number: 352-343-9765 Issued By: Procurement Services Lake County Administration Building 315 W. Main St., Suite 441 Tavares, Florida 32778-7800	Contractor Name and Address: Name: Life-Assist, Inc. Address: 11277 Sunrise Park Drive City: Rancho Cordova, CA 95742 ATTENTION: Corey Farrar quotes@Life-Assist.com

INSTRUCTIONS: Contractor shall sign Signature Block showing acceptance of the below written modification and return this form to Procurement Services within ten (10) days after receipt. Once fully executed, a copy of this modification will be returned to the Contractor to attach to the original Contract.

DESCRIPTION OF MODIFICATION: Contract modification to extend the agreement for two annual terms to expire on 07/31/2025.

CONTRACTOR SIGNATURE BLOCK	LAKE COUNTY SIGNATURE BLOCK
Signature: Carrie Woodworth Print Name: Carrie Woodworth Title: Lead Pricing Specialist Date: March 13, 2023 E-mail: quotes@life-assist.com Secondary E-mail:	Signature: Gretchen Bechtel, CPPB, Contracting Officer II Print Name: Title: Date: Digitally signed by Gretchen Bechtel, CPPB, Contracting Officer II Date: 2023.03.17 08:09:37 -04'00'

Distribution:
Original – Bid File
Copy – Contractor
Contracting Officer

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE

CONTRACT NO. 22-730E
For
Fire Equipment, Supplies, and Services

LAKE COUNTY, FLORIDA, a political subdivision of the State of Florida, through its Board of County Commissioners (hereinafter "County") does hereby accept, with noted modifications, if any, the bid of **Life-Assist, Inc.** (hereinafter "Contractor") to supply **Fire Equipment, Supplies, and Services** to the County pursuant to County Bid number 22-730 with any included addenda (hereinafter "Bid"), with an opening date of 4/28/2022, and Contractor's Bid response dated 4/27/2022, thereto with all County Bid provisions governing.

A copy of the Contractor's signed Bid is attached hereto and incorporated herein, thus making it a part of this Contract except that any items not awarded have been struck through. The attachments noted below (if any) are attached hereto and are also made a part of this Contract.

ATTACHMENTS:
Addendum 1 & 2, Exhibit A – Scope of Work, Exhibit B – Insurance Requirements, Attachment 1 – Submittal Form with General Terms & Conditions acceptance, Attachment 2 – Pricing Sheet

No financial obligation under this Contract shall accrue against the County until a specific purchase transaction is completed pursuant to the terms and conditions of this Contract.

Contractor shall submit the documents hereinafter listed prior to commencement of this Contract: **N/A**

The County's Procurement Services Director shall be the sole judge as to the fact of the fulfillment of this Contract, and upon any breach thereof, shall, at his option, declare this Contract terminated, and for any loss or damage by reason of such breach, whether this Contract is terminated or not, said Contractor and their surety for any required bond shall be liable.

This Contract is effective from 8/1/2022 through 7/31/2023, except the County reserves the right to terminate this Contract immediately for cause and/or lack of funds and with thirty (30) day written notice for the convenience of the County. This Contract provides for two (2) two (2) year renewals at Lake County's sole option at the terms noted in the Bid.

Any and all modifications to this Contract must be in writing signed by the County's Procurement Services Director.

LAKE COUNTY, FLORIDA

By: Gretchen Bechtel, CPPB
Contracting Officer II
Date: 07/26/2022

Distribution: Original-Bid File
Copy-Contractor
Copy-Department

ADDENDUM NO. #2 **22-730**

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE
Office of Procurement Services
P.O. Box 7800 • 315 W. Main St., Suite 441 • Tavares, FL 32778

SOLICTATION: Fire Equipment, Supplies, and Services 04/12/2022

Vendors are responsible for the receipt and acknowledgement of all addenda to a solicitation. Confirm acknowledgement by including an electronically completed copy of this addendum with submittal. Failure to acknowledge each addendum may prevent the submittal from being considered for award.

THIS ADDENDUM DOES NOT CHANGE THE DATE FOR RECEIPT OF PROPOSALS.

QUESTIONS/RESPONSES

Q1. Section 5.0 Method of Award - Is it the County's intention to award to multiple vendors as they have done in the past?

R1. Per Section 5.0 Method of Award; The County reserves the right to make awards on a lowest price basis by individual item, group of items, all or none, or a combination; with one or more Vendors

Q2. Section 3.0 Delivery Requirements and Acceptance – bid calls for delivery of all products within 10 calendar days. For items in stock this is possible, but for items on order the delivery time will vary by product and brand. The delivery time can be given when a quote is requested.

R2. Per Section 3.0 Delivery Requirements and Acceptance Section 3.5.1 Back order may be cancelled after the shipment period has lapsed. Cancellation of orders are at the discretion of the County.

Q3. Certain manufacturers are now including a significant surcharge to our cost which is in addition to the list price. For the county to purchase these brands off this contract, a surcharge will need to be allowed.

R3. The solicitation provides for percent off list price. Cost shall be in accordance with contract pricing. Any additional fees shall be borne of the vendor.

ACKNOWLEDGEMENT

Firm Name: Life-Assist, Inc.

I hereby certify that my electronic signature has the same legal effect as if made under oath; that I am an authorized representative of this vendor and/or empowered to execute this submittal on behalf of the vendor.

Signature of Legal Representative Submitting this Bid: *Corey Farrar*

Date: 4/27/2022

ADDENDUM NO. #2 **22-730**

Print Name: Corey Farrar
Title: Contract Specialist
Primary E-mail Address: Quotes@Life-Assist.com
Secondary E-mail Address: N/A

ADDENDUM NO. #1 **22-730**

LAKE COUNTY, FL
REAL FLORIDA • REAL CLOSE
Office of Procurement Services
P.O. Box 7800 • 315 W. Main St., Suite 441 • Tavares, FL 32778

SOLICTATION: Fire Equipment, Supplies, and Services 03/28/2022

Vendors are responsible for the receipt and acknowledgement of all addenda to a solicitation. Confirm acknowledgement by including an electronically completed copy of this addendum with submittal. Failure to acknowledge each addendum may prevent the submittal from being considered for award.

THIS ADDENDUM DOES NOT CHANGE THE DATE FOR RECEIPT OF PROPOSALS.

QUESTIONS/RESPONSES

Q1. I reviewed the attachments for bid 22-730 on Lake County's website and it doesn't look like the attachments have any items that need to be priced. Is there a file with the equipment and supplies you would like pricing for?
R1. Attachments 2A and 2B – The vendor shall list manufacturer brands supported.

Q2. I am looking at the Bid/RFP Number: 22-730 bid opportunity and wanted to find if I am not seeing the Attachment 2B, properly? I have opened and downloaded, but I am not seeing any of the equipment or supplies listed.
R2. Attachments 2A and 2B – The vendor shall list manufacturer brands supported.

ACKNOWLEDGEMENT

Firm Name: Life-Assist, Inc.

I hereby certify that my electronic signature has the same legal effect as if made under oath; that I am an authorized representative of this vendor and/or empowered to execute this submittal on behalf of the vendor.

Signature of Legal Representative Submitting this Bid: *Corey Farrar*
Date: 4/27/2022
Print Name: Corey Farrar
Title: Contract Specialist
Primary E-mail Address: Quotes@Life-Assist.com
Secondary E-mail Address: N/A

EXHIBIT A – SCOPE OF SERVICES **22-730**

FIRE EQUIPMENT, SUPPLIES, AND SERVICES

The County is establishing a vendor pool for fire equipment, supplies, and services. The County does not guarantee a dollar amount to be expended on any resulting contract(s).

1. SCOPE OF SERVICES

All items purchased shall be in accordance with all governmental standards to include, but not be limited to, those issued by the Occupational Safety and Health Administration (OSHA), the National Institute of Occupational Safety Hazards (NIOSH), and the National Fire Protection Association (NFPA). MSDS sheets shall be provided with the shipment of any hazardous materials as required by 29 CFR 1910.1200.

2. CONTRACTOR'S RESPONSIBILITIES

Contractor shall:

2.1. Provide a website address for product and price lists for viewing and downloading.

2.2. Provide (upon request) a downloadable file of current catalog and manufacturer's price lists for the brands quoted.

2.3. Provide all labor, material, and equipment necessary for contract performance.

2.4. Provide an intensive training program to County staff regarding the use of the products or services supplied.

2.4.1. Contractor shall bare all costs of registration fees, manuals, texts, or instructional materials associated with the required training.

2.4.2. Training shall be at no additional cost to the County.

3. DELIVERY REQUIREMENTS AND ACCEPTANCE

3.1. Deliveries shall be FOB Destination – Inside Delivery.

3.2. Delivery will be to a county location named during order placement.

3.3. Deliveries shall be made within ten (10) calendar days and during regular business hours

3.3.1. Monday through Friday, 8:00 a.m. to 5:00 p.m.

3.3.2. Excludes County Holidays

3.4. Emergency orders shall be delivered within forty-eight (48) hours.

3.4.1. The County will advise when the order is an emergency.

3.4.2. Emergency/Disaster deliveries may be required during non-business hours.

3.5. Back orders shall be filled within ten (10) calendar days from the initial scheduled delivery.

3.5.1. Back orders may be cancelled after shipment period has lapsed.

3.6. County staff may pick-up in person if authorized in writing by supervisor.

3.6.1. Contractor shall maintain a copy of the written authorization.

3.7. County reserves the right to cancel an order after the order shipment period has lapsed.

4. REBATES AND SPECIAL PROMOTIONS

4.1. All rebates and special promotions offered by a manufacturer shall be passed on to the County.

4.2. Contractor shall be responsible to notify the County of rebates or special promotions.

4.3. Special promotions shall be offered to the County if pricing is lower than contract pricing.

5. REPAIR SERVICES

5.1. Hourly rates shall be straight-time and be full compensation for labor, equipment use, travel time, and any other incidentals.

5.2. Contractor shall possess all required equipment necessary to make effective repairs.

5.3. Contractor shall be factory certified to service equipment.

5.4. Contractor shall assume risk of loss or damage to County property until returned and accepted by County.

5.5. Contractor shall submit a written estimate for each service project.

5.5.1. The estimate shall be itemized and include:

5.5.1.1. Anticipated start date and completion date.

5.5.1.2. Number of hours at contracted hourly wages for project completion

5.5.1.3. List price of materials and discount per Attachment 2 – Pricing Sheet.

5.5.1.4. Lump sum estimates are not acceptable.

5.6. No work shall commence without a written Notice to Proceed.

5.7. All materials, workmanship, and equipment shall be subject to inspection and approval.

5.8. The Contractor shall correct all deficiencies/defects in work failing to conform to standard within ten (10) calendar days of notification at Contractor's expense.

6. TRAINING

6.1. Contractor shall supply a minimum of one (1) comprehensive repair and parts manual.

6.1.1. Manuals shall be included with equipment upon delivery.

6.1.2. Manuals may be electronic.

7. WARRANTY REQUIREMENTS

7.1. The Contractor agrees that all materials shall be new, warranted for their merchantability, and fit for a particular purpose.

7.2. The Contractor agrees that the product and/or service furnished shall be covered by the most favorable commercial warranty.

7.3. Contractor shall assume the risk of loss of damage to the County's property during possession and until delivery and acceptance of property to the County.

7.4. The Contractor shall correct all apparent or latent deficiencies, defects in work, or any work that fails to conform at the Contractor's expense within ten (10) calendar days.

[*The remainder of this page intentionally left blank*]

EXHIBIT B – INSURANCE REQUIREMENTS **22-730**

A. CONTRACTOR will purchase and maintain at all times during the term of this Contract, without cost or expense to the COUNTY, policies of insurance as indicated below, with a company or companies authorized to do business in the State of Florida, and which are acceptable to the COUNTY, insuring the CONTRACTOR against any and all claims, demands, or causes of action, for injuries received or damage to property relating to the performance of duties, services, or obligations of the CONTRACTOR under the terms and provisions of the Contract. An original certificate of insurance, indicating that CONTRACTOR has coverage in accordance with the requirements of this section must be received and accepted by the COUNTY prior to contract execution or before any work begins. It will be furnished by CONTRACTOR to the COUNTY'S Project Manager and Procurement Services Director within five working days of such request. The parties agree that the policies of insurance and confirming certificates of insurance will insure the CONTRACTOR in accordance with the following minimum limits:

i. General Liability insurance on forms no more restrictive than the latest edition of the Occurrence Form Commercial General Liability policy (CG 00 01) of the Insurance Services Office or equivalent without restrictive endorsements, with the following minimum limits and coverage:

Each Occurrence/General Aggregate	$1,000,000/2,000,000
Products-Completed Operations	$2,000,000
Personal & Adv. Injury	$1,000,000
Fire Damage	$50,000
Medical Expense	$5,000
Contractual Liability	Included

ii. Automobile liability insurance, including owned, non-owned, and hired autos with the minimum Combined Single Limit of $1,000,000

iii. Workers' compensation insurance based on proper reporting of classification codes and payroll amounts in accordance with Chapter 440, Florida Statutes, and any other applicable law requiring workers' compensation (Federal, maritime, etc.). If not required by law to maintain workers compensation insurance, the CONTRACTOR must provide a notarized statement that if he or she is injured, he or she will not hold the COUNTY responsible for any payment or compensation.

iv. Employers Liability with the following minimum limits and coverage:

Each Accident	$1,000,000
Disease-Each Employer	$1,000,000
Disease-Policy Limit	$1,000,000

B. Lake County, a Political Subdivision of the State of Florida, and the Board of County Commissioners, will be named as additional insured as their interest may appear all applicable policies. Certificates of insurance must identify the RFP or ITB number in the Description of Operations section on the Certificate.

C. CONTRACTOR must provide a minimum of 30 days prior written notice to the County of any change, cancellation, or nonrenewal of the required insurance.

D. Certificates of insurance must evidence a waiver of subrogation in favor of the COUNTY, that coverage must be primary and noncontributory, and that each evidenced policy includes a Cross Liability or Severability of Interests provision, with no requirement of premium by the COUNTY.

E. CONTRACTOR must provide a copy of all policy endorsements, reflecting the required coverage, with Lake County listed as an additional insured along with all required provisions to include waiver of subrogation. Contracts cannot be completed without this required insurance documentation. A certificate of insurance (COI) will not be accepted in lieu of the policy endorsements.

F. Certificate holder must be:
LAKE COUNTY, A POLITICAL SUBDIVISION OF THE STATE OF FLORIDA,
AND THE BOARD OF COUNTY COMMISSIONERS.
P.O. BOX 7800
TAVARES, FL 32778-7800

G. All self-insured retentions will appear on the certificates and will be subject to approval by the COUNTY. At the option of the COUNTY, the insurer will reduce or eliminate such self-insured retentions; or CONTRACTOR will be required to procure a bond guaranteeing payment of losses and related claims expenses.

H. The COUNTY will be exempt from, and in no way liable for, any sums of money, which may represent a deductible or self-insured retention in any insurance policy. The payment of such deductible or self-insured retention will be the sole responsibility of the CONTRACTOR or subcontractor providing such insurance.

I. CONTRACTOR will be responsible for subcontractors and their insurance. Subcontractors are to provide Certificates of Insurance to the COUNTY evidencing coverage and terms in accordance with the CONTRACTOR'S requirements.

J. Failure to obtain and maintain such insurance as set out above will be considered a breach of contract and may result in termination of the contract for default.

K. Neither approval by the COUNTY of any insurance supplied by CONTRACTOR, nor a failure to disapprove that insurance, will relieve CONTRACTOR of full responsibility of liability, damages, and accidents as set forth herein.

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DEFINITIONS

Contract: The agreement to perform the services set forth in a document signed by both parties with any attachments specifically incorporated.

Contractor: The Vendor to whom award has been made.

County: Lake County, Florida, a political subdivision of the State of Florida.

Proposal: Any offer submitted in response to a solicitation.

Solicitation: The written document requesting bids, quotes, or proposals from the marketplace.

Vendor: Any entity responding to a solicitation or performing under any resulting contract.

INSTRUCTIONS TO VENDORS

A. Vendor Qualification: The County requires Vendors provide evidence of compliance with the requirements below upon request:
   1. Disclosure of Employment.
   2. Disclosure of Ownership.
   3. Drug-Free Workplace.
   4. W-9 and 8109 Forms – as required by the Internal Revenue Service.
   5. Americans with Disabilities Act (ADA).
   6. Conflict of Interest.
   7. Debarment Disclosure Affidavit.
   8. Nondiscrimination.
   9. Family Leave.
   10. Antitrust Laws – By acceptance of any contract, the Vendor agrees to comply with all applicable antitrust laws.

B. Public Entity Crimes: Pursuant to Section 287.133, Florida Statutes, a person or affiliate who has been placed on the convicted vendor list following a conviction of a public entity crime may not be awarded or perform work as a contractor, supplier, subcontractor, or contractor under a contract with any public entity in excess of the threshold amount provided in Section 287.017, Florida Statutes, for Category Two for a period of thirty-six (36) months from the date of being placed on the convicted vendor list.

C. Contents of Solicitation and Vendors' Responsibilities: The Vendor shall be thoroughly familiar with the requirements of this solicitation. Ignorance of these matters by the Vendor will not be accepted as a basis for varying the requirements of the County, or the compensation to be paid.

E. Restricted Discussions: From the date of solicitation issuance until final County action, Vendors will not discuss any part of the solicitation with any employee, agent, or other representative of the County except as expressly authorized by the designated procurement representative. The only communications that will be considered pertinent to a solicitation are appropriately signed written documents from the Vendor to the designated procurement representative and any relevant written document promulgated by the designated procurement representative.

F. Changes to Proposal: Prior to the scheduled due date, a Vendor may change its Proposal by submitting a new one with a letter on the firm's letterhead, signed by an authorized agent stating that the new submittal replaces the original. The new submittal must contain the letter and all information as required in the solicitation.

G. Withdrawal of Proposal: A Proposal will be irrevocable unless it is withdrawn as provided in a solicitation. A Proposal may be withdrawn, either physically or by written notice, at any time prior to solicitation award. If withdrawn by written notice, that notice must be addressed to, and received

by, the designated procurement representative. The letter must be on company letterhead and signed by an authorized agent of the Vendor.

H. Conflicts within the Solicitation: Where there appears to be a conflict between the General Terms and Conditions, Special Conditions, the Technical Specifications, the Pricing Section, or any addendum issued, the order of precedence will be: the last addendum issued, the Proposal Price Section, the Technical Specifications, the Special Conditions, and then the General Terms and Conditions. It is incumbent upon the Vendor to identify such conflicts to the designated procurement representative prior to the Proposal due date.

I. Prompt Payment Terms: Payment for all purchases by County agencies will be made in a timely manner and interest payments will be made on late payments in accordance with Part VII, Chapter 218, Florida Statutes, known as the Florida Prompt Payment Act. The Vendor may offer cash discounts for prompt payments; however, such discounts will not be considered in determining the lowest price during Proposal evaluation.

PREPARATION OF PROPOSALS

A. The pricing section of a solicitation defines requirements of items to be purchased and must be completed and submitted with the Proposal. Use of any other form or alteration of the form may result in rejection of the Proposal.

B. The Proposal submitted must be legible. Vendors shall type or use an ink to complete the Proposal. All changes must be crossed out and initialed in ink. Failure to comply with these requirements may cause the bid to be rejected.

C. An authorized agent of the Vendor's firm must sign the Proposal. The County may reject any Proposal not signed by an authorized agent.

D. The Vendor may submit alternate Proposals for the same solicitation provided that such offer is allowable under the terms and conditions. The alternate Proposal must meet or exceed the minimum requirements and be submitted as a separate Proposal marked "Alternate Proposal."

E. When there is a discrepancy between the unit prices and any extended prices, the unit prices will prevail. The County reserves the right to allow for clarification of questionable entries and the correction of obvious mistakes.

F. Any Proposal received after the designated receipt date will be considered late and will not be considered for award.

COLLUSION

Where two (2) or more related parties each submit a Proposal for the same contract, such Proposals will be presumed to be collusive. Furthermore, any prior understanding, agreement, or connection between two (2) or more corporations, firms, or persons submitting a Proposal for the same materials, supplies, services, or equipment will also be presumed to be collusive. Proposals found to be collusive will be rejected. Vendors which have been found to have engaged in collusion may be considered non-responsible and may be suspended or debarred. Any contract resulting from collusive bidding may be terminated for default.

PROHIBITION AGAINST CONTINGENT FEES

The Vendor warrants that they have not employed or retained any company or person, other than a bona fide employee working solely for the Vendor to solicit or secure the Contract and that they have not paid or agreed to pay any person, company, corporation, individual, or firm, other than a bona fide employee working solely for the Vendor, any consideration contingent upon or resulting from the award or making of the Contract.

CONTRACTING WITH COUNTY EMPLOYEES

Any County employee or immediate family member seeking to contract with the County shall seek a conflict of interest opinion from the County Attorney prior to submittal of a Proposal. The affected employee shall disclose the employee's assigned function within the County and interest or the interest of his or her immediate family in the proposed contract and the nature of the intended contract.

INCURRED EXPENSES

A solicitation does not commit the County to make an award nor will the County be responsible for any cost or expense which may be incurred by any Vendor in preparing and submitting a Proposal, or any cost or expense incurred by any Vendor prior to the execution of a purchase order or contract.

AWARD

A. The Contract resulting from a solicitation may be awarded to the responsible Vendor which submits a Proposal determined to provide the best value to the County with price, technical, and other applicable factors considered. The County reserves the right to reject any and all Proposals, to waive irregularities or technicalities, and to re-advertise for all or any part of this solicitation as deemed in its best interest. The County will be the sole judge of its best interest.

B. When there are multiple line items in a solicitation, the County reserves the right to award on an individual item basis, any combination of items, total low bid, or in whichever manner deemed in the best interest of the County. This provision specifically supersedes any method of award criteria stated in the solicitation when such action is necessary to protect the best interests of the County.

C. The County reserves the right to reject any and all Proposals if it is determined that prices are excessive or determined to be unreasonable, or it is otherwise determined to be in the County's best interest to do so.

D. The County reserves the right to reject offers containing terms or conditions contradictory to the County's.

E. Award of a solicitation will be made to firms satisfying all necessary legal requirements to do business with the County. The County may conduct a pre-award inspection of the Vendor's site or hold a pre-award qualification hearing to determine if the Vendor can perform the requirements of a solicitation.

F. The Vendor's performance as a Contractor or subcontractor on previous County contracts will be considered in evaluating the responsibility of the Vendor.

G. Any tie situations will be resolved in consonance with current written County procedure.

H. The County has imposed a reciprocal match local vendor preference practice to ensure an equal procurement environment for all potential vendors unless prohibited by the funding source. More information is available on Section 2-222, Local Vendor Preference.

I. Award of the contract resulting from this solicitation may be predicated on compliance with and submittal of all required documents as stipulated in the solicitation.

J. A Vendor wishing to protest any award decision resulting from a solicitation may do so per the Procurement Protest Procedures site.

GRANT FUNDING

In the event any part of a Contract is to be funded by federal, state, or other local agency monies, the Vendor hereby agrees to comply with all requirements of the funding entity applicable to the use of the monies, including full application of requirements involving the use of minority firms, women's business enterprises, and labor surplus area firms. Contractors are advised that payments under the Contract may

be withheld pending completion and submission of all required forms and documents required of the Contractor pursuant to the grant funding requirements.

STATE REGISTRATION REQUIREMENTS

Any entity conducting business in Florida shall either be registered or have applied for registration with the Florida Department of State in accordance with Florida law, unless exempt from registration. A copy of the registration may be required prior to award of a Contract. Additional information is available by visiting the Florida Department of State home page.

PRIME CONTRACTOR

The Vendor awarded a Contract shall act as the Prime Contractor and will assume full responsibility for the successful performance under the Contract. The Awarded Vendor (Contractor) will be considered the sole point of contact regarding meeting all requirements of the Contract. All subcontractors may be subject to advance review by the County regarding competency and security concerns. No change in subcontractors may be made without the consent of the County after the award of the Contract. Contractor will be responsible for all insurance, permits, licenses, and related matters for any and all subcontractors. County may require the Contractor to provide any insurance certificates required by the work to be performed even if the subcontractor is self-insured.

SUBCONTRACTING

Unless otherwise stipulated in a solicitation, the Contractor shall not subcontract any portion of the work without the prior written consent of the County. Subcontracting without the prior consent of the County may result in termination of the Contract for default.

DISADVANTAGED BUSINESSES

The County has adopted policies which assure and encourage the full participation of Disadvantaged Business Enterprises (DBE) in the provision of goods and services. The County encourages joint ventures between majority-owned firms and qualified disadvantaged/minority/women-owned firms.

GENERAL CONTRACT CONDITIONS

The Contract will be binding upon and will inure to the benefit of each of the parties and respective successors and permitted assigns. The Contract may not be amended, released, discharged, rescinded or abandoned, except by a written instrument duly executed by the parties. The failure of any party at any time to enforce any of the provisions of the Contract will in no way constitute or be construed as a waiver of such provision or of any other provision of the Contract, nor in any way affect the validity of, or the right to enforce, each and every provision of the Contract. Any dispute arising during Contract performance that is not readily rectified by coordination between the Contractor and the County user department will be referred to Procurement Services.

GOVERNING LAW

The interpretation, effect, and validity of any contract will be governed by the laws and regulations of the State of Florida, and Lake County, Florida. Venue of any court action will be solely in Lake County, Florida. The Contractor hereby waives its right to a jury trial.

COMPLIANCE OF LAWS, REGULATIONS, AND LICENSES

The Contractor shall comply with all federal, state, and local laws and regulations applicable to provision of the goods or services specified in a solicitation. During the term of a Contract, the Contractor assures that it is in compliance with Title VII of the 1964 Civil Rights Act, as amended, and the Florida Civil Rights Act of 1992, in that the Contractor does not on the grounds of race, color, national origin, religion, sex, age, disability or marital status, discriminate in any form or manner against its employees or

applicants for employment. The Contractor understands that any Contract is conditioned upon the veracity of this statement.

CONTRACT EXTENSION

The County has the unilateral option to extend a Contract for up to ninety (90) calendar days beyond the current Contract period. In such event, the County will notify the Contractor in writing of such extensions. The Contract may be extended beyond the initial ninety (90) day extension upon mutual agreement between the County and the Contractor. Exercise of the above options requires the prior approval of the Procurement Services Director.

MODIFICATION OF CONTRACT

Any Contract resulting from a solicitation may be modified by mutual consent of duly authorized parties, in writing through the issuance of a modification to the Contract or purchase order as appropriate. This presumes the modification itself complies with all applicable County procedures.

ASSIGNMENT

The Contractor shall not assign or transfer any Contract resulting from a solicitation, including any rights, title or interest in the Contract, or its power to execute such Contract to any entity without the prior written consent of the County. This provision includes any acquisition or hostile takeover of the Contractor. Failure to comply may result in termination of the Contract for default.

NON-EXCLUSIVITY

It is the intent of the County to enter into an agreement that will satisfy its needs as described within a solicitation. However, the County reserves the right to perform, or cause to be performed, all or any of the work and services described in a solicitation in the manner deemed to represent its best interests. In no case will the County be liable for billings in excess of the quantity of goods or services provided under the Contract.

OTHER AGENCIES

Other governmental agencies may make purchases in accordance with the Contract with Contractor consent. Purchases are governed by the Contract's terms and conditions except for the change in agency name. Each agency will be responsible and liable for its own purchases for materials or services received.

CONTINUATION OF WORK

Any work that commences prior to, and will extend, beyond the expiration date of any Contract period must, unless terminated by mutual written agreement between the County and the Contractor, continue until completion without change to the then current prices, terms and conditions.

WARRANTY

All warranties express and implied, must be made available to the County for goods and services covered by a solicitation. All goods furnished must be fully guaranteed by the Contractor against factory defects and workmanship. They will be covered by the most favorable commercial warranty given for comparable quantities of products or services and the rights and remedies provided in the Contract will be in addition to the warranty and do not limit any right afforded to the County by any other provision of a solicitation. Contractor shall correct any and all apparent and latent defects that may occur within the manufacturer's standard warranty period at no expense to the County. The special conditions of a solicitation may supersede the manufacturer's standard warranty.

DEFICIENCIES IN WORK TO BE CORRECTED BY THE CONTRACTOR

Contractor shall promptly correct all apparent and latent deficiencies or defects in work, or any work that fails to conform to the Contract documents regardless of project completion status. All corrections

must be made within seven (7) calendar days after such rejected defects, deficiencies, or non-conformances are verbally reported to the Contractor by the County's project administrator. Contractor must bear all costs of correcting such rejected work. If the Contractor fails to correct the work within the period specified, the County may, at its discretion, notify the Contractor, in writing, that the Contractor is subject to contractual default provisions if the corrections are not completed to the satisfaction of the County within seven (7) calendar days of receipt of the notice. If the Contractor fails to correct the work within the period specified in the notice, the County may place the Contractor in default, obtain the services of another Contractor to correct the deficiencies, and charge the incumbent Contractor for these costs, either through a deduction from the final payment owed to the Contractor or through invoicing. If the Contractor fails to honor this invoice or credit memo, the County may terminate the contract for default.

COUNTY IS TAX-EXEMPT

When purchasing on a direct basis, the County is generally exempt from Federal Excise Taxes and all State of Florida sales and use taxes (85-8013874700C-1). Visit Lake County Tax Exemption Certificate page to print a copy of the certificate. Except for items specifically identified by the Contractor and accepted by the County for direct County purchase under the Sales Tax Recovery Program, Contractors doing business with the County are not exempt from paying sales tax to their suppliers for materials to fulfill contractual obligations with the County, nor will any Contractor be authorized to use any of the County's Tax Exemptions in securing such materials.

SHIPPING TERMS, F.O.B. DESTINATION

The F.O.B. point for any product ordered will be F.O.B.: DESTINATION – Inside Delivery, FREIGHT ALLOWED. The County will not consider any Proposal showing a F.O.B. point other than F.O.B.: Destination – Inside Delivery.

ACCEPTANCE OF GOODS OR SERVICES

The products delivered as a result of a solicitation will remain the property of the Contractor, and services rendered under the Contract will not be deemed complete, until a physical inspection and actual usage of the products or services is accepted by the County and is in compliance with the terms in the contract.

Any goods or services purchased as a result of a solicitation or Contract may be tested/inspected for compliance with specifications. In the event that any aspect of the goods or services provided is found to be defective or does not conform to the specifications, the County reserves the right to terminate the Contract or initiate corrective action on the part of the Contractor, to include return of any non-compliant goods to the Contractor at the Contractor's expense, requiring the Contractor to either provide a direct replacement for the item, or a full credit for the returned item. The Contractor shall not assess any additional charges for any conforming action taken by the County under this clause. The County will not be responsible to pay for any product or service that does not conform to the Contract specifications.

In addition, any defective product or service or any product or service not delivered or performed by the date specified in a purchase order or Contract, may be procured by the County on the open market, and any increase in cost may be charged against the Contractor. Any cost incurred by the County in any re-procurement plus any increased product or service cost will be withheld from any monies owed to the Contractor by the County for any Contract or financial obligation.

ESTIMATED QUANTITIES

Estimated quantities or dollars are for the Vendor's guidance only and may be used in the award evaluation process. No guarantee is expressed or implied as to quantities or dollar value that will be used during the Contract period. The County is not obligated to place any order for a given amount subsequent

to the award of a solicitation. In no event will the County be liable for payments in excess of the amount due for quantities of goods or services actually ordered.

PURCHASE OF OTHER ITEMS

While the County has listed all major items within a solicitation, there may be ancillary or similar items purchased by the County during the term of a Contract. The Contractor will provide a price quote for the ancillary items. The County may request price quotes from all Contractors under Contract if there are multiple Contracts. The County reserves the right to award these ancillary items to the primary Contractor, another Contract Contractor based on the lowest price quoted, or to acquire the items through a separate solicitation.

Although a Contract may identify specific locations to be serviced, it is hereby agreed and understood that any County department or facility may be added or deleted to the Contract at the option of the County. The location change will be addressed by formal Contract modification. The County may obtain price quotes for the additional facilities from other Vendors if fair and reasonable pricing is not obtained from the Contractor, or for other reasons at the County's discretion. It is hereby agreed and understood that the County may delete service locations when such service is no longer required, upon fourteen (14) calendar days' written notice to the Contractor.

SAFETY

The Contractor will be responsible for initiating, maintaining, and supervising all safety precautions and programs in connection with the work and for complying with all requirements of the Occupational Safety and Health Administration Act (OSHA). The Contractor shall take all necessary precautions for the safety of and shall provide the necessary protection to prevent damage, injury, or loss to persons or property.

The Contractor shall provide all standard equipment, work operations, safety equipment, personal protective equipment, and lighting required or mandated by State, Federal, OSHA, or Americans with Disabilities Act of 1990 (ADA) regulations.

The Contractor shall designate a competent person of its organization whose duty will be the prevention of accidents at the site. This person must be literate and able to communicate fully in the English language because of the necessity to read job instructions and signs, as well as the need for conversing with County personnel. This person must be the Contractor's superintendent unless otherwise designated in writing by the Contractor to the Contract Manager.

MATERIAL SAFETY DATA SHEET (MSDS)

The Contractor is responsible to ensure the County has received the latest version of any MSDS required by 29 C.F.R. Section 1910.1200 with the first shipment of any hazardous material. The Contractor shall promptly provide a new MSDS to the County with the new information relevant to the specific material at any time the content of an MSDS is revised.

TOBACCO PRODUCTS

Tobacco use, including both smoke and smokeless tobacco, is prohibited on County owned property.

CLEAN-UP

If applicable, all unusable materials and debris must be removed from the premises at the end of each workday and disposed of in an appropriate manner. The Contractor shall thoroughly clean up all areas where work has been involved as mutually agreed with the associated user department's project manager upon final completion.

PROTECTION OF PROPERTY

All existing structures, utilities, services, roads, trees, shrubbery, and property in which the County has an interest must always be protected against damage or interrupted services by the Contractor during the term of a Contract. The Contractor will be held responsible for repairing or replacing property to the satisfaction of the County which is damaged by reason of the Contractor's operation on the property. In the event the Contractor fails to comply with these requirements, the County reserves the right to secure the required services and charge the costs of such services back to the Contractor.

CERTIFICATE OF COMPETENCY/LICENSURE, PERMITS, AND FEES

Any Vendor that submits an offer in response to a County solicitation shall, at the time of such offer if required, hold a valid Certificate of Competency or appropriate current license issued by the State or County Examining Board qualifying the Vendor to perform the work proposed. If work for other trades is required in conjunction with a solicitation, and such work will be performed by subcontractors hired by the Vendor, an applicable Certificate of Competency/license issued to the subcontractors must be submitted with the Vendor's offer. The County may at its option and in its best interest, allow the Vendor to supply the subcontractors certificate/license to the County during the offer evaluation period. The Contractor is responsible to ensure that all required licenses, permits, and fees (to include any inspection fees) required for a project are obtained and paid for, and shall comply with all laws, ordinances, regulations, and building or other code requirements applicable to the work contemplated in a solicitation. Damages, penalties, or fines imposed on the County or the Contractor for failure to obtain required licenses, permits, inspection or other fees, or inspections will be borne by the Contractor.

TRUTH IN NEGOTIATION CERTIFICATE

Any organization awarded a Contract must execute a truth-in-negotiation certificate stating that the wage rates and other factual unit costs are accurate, complete, and current, at the time of contracting for each Contract that exceeds $195,000.00. Any Contract requiring this certificate will contain a provision that the original Contract price and any additions will be adjusted to exclude any significant sums by which the County determines the Contract price was increased due to inaccurate, incomplete, or non-current wage rates and other factual unit costs. All such Contract adjustments will be made within one (1) year following the end of the Contract.

COMPETENCY OF VENDORS AND ASSOCIATED SUBCONTRACTORS

Proposals will be considered from firms which are regularly engaged in the business of providing or distributing the goods or services described in the solicitation, and who can produce evidence of a consistent satisfactory record of performance. The County may consider any evidence available to it of the financial, technical, and other qualifications and abilities of any Vendor responding under a solicitation, including past performance with the County. Vendors must have sufficient financial support and organization to ensure satisfactory delivery under the stated solicitation terms and conditions of any Contract awarded. In the event the Vendor intends to subcontract any part of its work or will obtain the goods specifically offered under the Contract from another source of supply, the Vendor may be required to verify the competency of its subcontractor or supplier. The County reserves the right, before awarding the Contract, to require a Vendor to submit such evidence of its or its subcontractor's qualifications.

RESPONSIBILITY AS EMPLOYER

The employees of the Contractor will always be considered its employees, and not an employees or agents of the County. The Contractor shall provide employees capable of performing the work as required. The County may require the Contractor to remove any employee it deems unacceptable. All employees of the Contractor may be required to wear appropriate identification.

MINIMUM WAGES

Under the Contract, the wage rate paid to all laborers, mechanics and apprentices employed by the Contractor for the work under the Contract, must not be less than the prevailing wage rates for similar classifications of work as established by the Federal Government and enforced by the U.S. Department of Labor, Wages and Hours Division, and Florida's Minimum Wage requirements in Article X, Section 24 (f) of the Florida Constitution and enforced by the Florida Legislature by statute or the State Agency for Workforce Innovation by rule, whichever is higher.

PRICE REDETERMINATIONS

Contractor may petition for a price redetermination with documented increases in the cost of wages, fuel, or materials within 30 calendar days of the anniversary date of the Contract. Price redeterminations will be based upon changes documented by the applicable Employment Cost Index (ECI) or Producer Price Index (PPI) as published on the *Bureau of Labor Statistics site here*. Contractor may petition for price redetermination for Contractor's minimum wage employees should the minimum wage increase during the Contract. Upon verification, the County may grant an increase matching the minimum wage increase.

INDEMNIFICATION

To the extent permitted by law, the Contractor shall indemnify and hold harmless the County and its officers, employees, agents and instrumentalities from any and all liability, losses or damages, including attorneys' fees and costs of defense, which the County or its officers, employees, agents or instrumentalities may incur as a result of claims, demands, suits, causes of actions or proceedings of any kind or nature arising out of, relating to or resulting from the performance of the Contract by the Contractor or its employees, agents, servants, partners, principals or subcontractors. The Contractor shall pay all claims and losses in connection with those claims and losses, and shall investigate and defend all claims, suits or actions of any kind or nature in the name of the County, where applicable, including appellate proceedings, and shall pay all costs, judgments, and attorneys' fees which may be incurred. The Contractor expressly understands and agrees that any insurance protection required by the Contract or otherwise provided by the Contractor will in no way limit the responsibility to indemnify, keep and hold harmless and defend the County or its officers, employees, agents and instrumentalities as provided in a solicitation or any Contract arising from a solicitation.

TERMINATION FOR CONVENIENCE

The County, at its sole discretion, reserves the right to terminate the Contract upon thirty (30) days' written notice. Upon receipt of such notice, the Contractor shall not incur any additional costs under the Contract. The County will be liable only for reasonable costs incurred by the Contractor prior to notice of termination. The County will be the sole judge of "reasonable costs."

TERMINATION DUE TO UNAVAILABILITY OF CONTINUING FUNDING

When funds are not appropriated or otherwise made available to support continuation of performance in a current or subsequent fiscal year, the Contract will be cancelled, and the Contractor will be reimbursed for the reasonable value of any non-recurring costs incurred amortized in the price of the supplies or services/tasks delivered under the contract.

TERMINATION FOR DEFAULT

The County reserves the right to terminate any Contract arising from a solicitation, in part or in whole, or affect other appropriate remedy in the event the Contractor fails to perform in accordance with the terms and conditions stated in the Contract. The County further reserves the right to suspend or debar the Contractor in accordance with the County's ordinances, resolutions and administrative orders. The Contractor will be notified by letter of the County's intent to terminate and the Contractor will be given

ten (10) calendar days to cure the breach. In the event of termination for default, the County may procure the required goods and services from any source and use any method deemed in its best interest. All re-procurement costs will be borne by the Contractor.

FRAUD AND MISREPRESENTATION

Any individual, corporation or other entity that attempts to meet its contractual obligations through fraud, misrepresentation or other material misstatement, may be debarred for up to five (5) years. The County as a further sanction may terminate or cancel any other Contracts with such individual, corporation or entity with such Contractor held responsible for all direct or indirect costs associated with termination or cancellation, including attorneys' fees.

RIGHT TO AUDIT

The County reserves the right to require the Contractor to submit to an audit, by any auditor of the County's choosing. The Contractor shall provide access to all of its records, which relate directly or indirectly to the contract at its place of business during regular business hours. The Contractor shall retain all records pertaining to the contract and upon request make them available to the County for three (3) complete calendar years following expiration of the contract. The Contractor agrees to provide such assistance as may be necessary to facilitate the review or audit by the County to ensure compliance with applicable accounting and financial standards.

If the Contractor provides technology services, the Contractor must provide Statement of Standards for Attestations Engagements (SSAE) 16 or 18 and System and Service Organization Control (SOC) reports upon request by the County. The SOC reports must be full Type II reports that include the Contractor's description of control processes, and the independent auditor's evaluation of the design and operating effectiveness of controls. The cost of the reports will be paid by the Contractor.

If an audit inspection or examination pursuant to this section discloses overpricing or overcharges of any nature by the Contractor to the County in excess of one percent (1%) of the total contract billings, in addition to making adjustments for the overcharges, the reasonable actual cost of the County's audit must be reimbursed to the County by the Contractor. Any adjustments or payments which must be made as a result of any such audit or inspection of the Contractor's invoices or records must be made within a reasonable amount of time, but in no event may the time exceed ninety (90) calendar days, from presentation of the County's audit findings to the Contractor.

This provision is hereby considered to be included within, and applicable to, any subcontractor agreement entered into by the Contractor in performance of any work under the contract.

PROPRIETARY/CONFIDENTIAL INFORMATION

Vendors are hereby notified that all information submitted as part of a Proposal will be available for public inspection in compliance with Chapter 119 of the Florida Statutes (the "Public Record Act"). The Vendor should not submit any information in response to a solicitation which the Vendor considers proprietary or confidential. The submission of any information to the County in connection with a solicitation will be deemed a waiver from release of the submitted information unless such information is exempt or confidential under the Public Records Act.

PUBLIC RECORDS LAW

Pursuant to section 119.0701(2)(a), Florida Statutes, the County is required to provide Contractor with this statement and establish the following requirements as contractual obligations pursuant to the contract:

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY

TO PROVIDE PUBLIC RECORDS RELATING TO THIS SOLICITATION, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT 352-343-9839, PURCHASING@LAKECOUNTYFL.GOV, BY MAIL, OFFICE OF PROCUREMENT SERVICES, ATTN: RON FALANGA, P.O. BOX 7800 TAVARES, FL 32778.

By entering into the Contract, Contractor acknowledges and agrees that any records maintained, generated, received, or kept in connection with, or related to the performance of services provided under, the Contract are public records subject to the public records disclosure requirements of section 119.07(1), Florida Statutes, and Article I, section 24 of the Florida Constitution. Pursuant to section 119.0701, Florida Statutes, any Contractor entering into a contract for services with the County is required to:

A. Keep and maintain public records required by the County to perform the services and work provided pursuant to the Contract.

B. Upon request from the County's custodian of public records, provide the County with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law.

C. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Contract term and following completion or termination of the Contract if the Contractor does not transfer the records to the County.

D. Upon completion or termination of the Contract, transfer, at no cost, to the County all public records in the possession of the Contractor or keep and maintain public records required by the County to perform the service. If the Contractor transfers all public records to the County upon completion or termination of the Contract, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion or termination of the Contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the County, upon request from the County's custodian of public records, in a format that is compatible with the information technology systems of the County.

Requests to inspect or copy public records relating to the County's Contract for services must be made directly to the County. If Contractor receives any such request, Contractor shall instruct the requestor to contact the County. If the County does not possess the records requested, the County shall immediately notify the Contractor of such request, and the Contractor must provide the records to the County or otherwise allow the records to be inspected or copied within a reasonable time.

Contractor acknowledges that failure to provide the public records to the County within a reasonable time may be subject to penalties under section 119.10, Florida Statutes. Contractor further agrees not to release any records that are statutorily confidential or otherwise exempt from disclosure without first receiving prior written authorization from the County. Contractor shall indemnify, defend, and hold the County harmless for and against any and all claims, damage awards, and causes of action arising from the Contractor's failure to comply with the public records disclosure requirements of section 119.07(1), Florida Statutes, or by Contractor's failure to maintain public records that are exempt or confidential and exempt from the public records disclosure requirements, including, but not limited to, any third party claims or awards for attorney's fees and costs arising therefrom. Contractor authorizes County to seek

declaratory, injunctive, or other appropriate relief against Contractor from a Circuit Court in Lake County on an expedited basis to enforce the requirements of this section.

COPYRIGHTS

Any copyright derived from a Contract will belong to the author. The author and the Contractor shall expressly assign to the County nonexclusive, royalty free rights to use any and all information provided by the Contractor in any deliverable or report for the County's use which may include publishing in County documents and distribution as the County deems to be in its best interests. If anything included in any deliverable limits the rights of the County to use the information, the deliverable will be considered defective and not acceptable and the Contractor will not be eligible for any compensation.

The County owns and retains all proprietary rights in its logos, trademarks, trade names, and copyrighted images (Intellectual Property). As such, nothing in any solicitation permits or shall be construed as authorizing Vendor or Contractor to use or display County's Intellectual Property. The County has the right to redact the County Logo displayed on any submission.

SOVEREIGN IMMUNITY

County expressly retains all rights, benefits and immunities of sovereign immunity in accordance with Section 768.28, Florida Statutes. Nothing will be deemed as a waiver of immunity or the limitations of liability of County beyond any statutory limited waiver of immunity or limits of liability. Nothing will inure to the benefit of any third party for the purpose of allowing any claim against County, which would otherwise be barred under the law.

COMPLIANCE WITH FEDERAL STANDARDS

All items to be purchased under a Contract must be in accordance with all governmental standards to include, but not be limited to, those issued by the Occupational Safety and Health Administration (OSHA), the National Institute of Occupational Safety Hazards (NIOSH), and the National Fire Protection Association (NFPA).

E-VERIFY

Upon award of a Contract, the Contractor shall utilize the U.S. Department of Homeland Security's E-Verify system in accordance with the terms governing use of the system to confirm the employment eligibility of all new persons hired by the Contractor during the term of the Contract.

The Contractor shall include in all contracts with subcontractors performing work pursuant to any Contract, an express requirement that subcontractors utilize the U.S. Department of Homeland Security's E-Verify system in accordance with the terms governing use of the system to confirm the employment eligibility of all new employees hired by subcontractors during the term of the subcontract.

HEALTH INSURANCE PORTABILITY AND ACCOUNTABILITY ACT (HIPPA)

The Contractor may be required to execute a Business Associate Agreement, pursuant to the Health Insurance Portability and Accountability Act of 1996 (P.L. 104-191) (codified at 42 U.S.C. Section 1320d, *et. seq.*), and regulations contained in 45 C.F.R. Parts 160 and 164.

If the Contractor obtains any information governed by 42 U.S.C. Section 290dd-2 and the regulations implemented by the Substance Abuse and Mental Health Services Administration at 42 C.F.R. Part 2 (collectively referred to as the "SAMHSA regulations"), whether from the County or another source, while providing services to the County under the contract, the Contractor shall only use or disclose that information pursuant to the SAMHSA regulations.

The Contractor will also comply with any and all laws under the State of Florida governing the confidentiality of health information, including but not limited to records or other documents containing medical, mental health, or substance abuse information.

FORCE MAJEURE

The parties will exercise every reasonable effort to meet respective obligations under the Contract but will not be liable for delayed performance or nonperformance resulting from a force majeure. A party that becomes aware of a force majeure that will significantly delay performance will notify the other party promptly, within 15 calendar days, after if discovers the force majeure. If a force majeure occurs, the parties may execute a contract modification or change order to extend the performance schedule or make accommodations that are reasonable under the circumstances.

NO CLAIM FOR DAMAGES

No claim for damages or any claim other than for an extension of time may be made or asserted against the County because of any delays. No interruption, interference, inefficiency, suspension, or delay in the commencement or progress of the work will relieve the Contractor of duty to perform or give rise to any right to damages or additional compensation from the County. The Contractor's sole remedy will be the right to seek an extension to the Contract time. However, this provision will not preclude recovery of damages by the Contractor for hindrances or delays due solely to fraud, bad faith, or active interference on the part of the County.

CERTIFICATION REGARDING SCRUTINIZED COMPANIES

The Contractor hereby certifies that, pursuant to Section 287.135, Florida Statutes, it is not listed on the Scrutinized Companies that Boycott Israel and is not participating in a boycott of Israel. The Contractor understands that pursuant to Section 287.135, Florida Statutes, the submission of a false certification may subject it to civil penalties, attorneys' fees, and costs. The Contractor further understands that any contract with the County for goods or services may be terminated at the option of the County if the Contractor is found to have submitted a false certification or has been listed on the Scrutinized Companies that Boycott Israel list or is participating in a boycott of Israel.

For purchases of $1 million or more:

By submitting a response to any solicitation, the Contractor hereby certifies that, pursuant to Section 287.135, Florida Statutes, it is not listed on the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies with Activities in Sudan List, is not listed on the Scrutinized Companies that Boycott Israel and is not participating in a boycott of Israel, and is not engaged in business operations in Cuba or Syria. The Contractor understands that pursuant to Section 287.135, Florida Statutes, the submission of a false certification may subject it to civil penalties, attorneys' fees, and costs. The Contractor further understands that any contract with the County for goods or services of $1 million or more may be terminated at the option of the County if the Contractor is found to have submitted a false certification or has been listed on the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List or the Scrutinized Companies with Activities in Sudan List, is listed on the Scrutinized Companies that Boycott Israel list or is participating in a boycott of Israel, or is engaged in business operations in Cuba or Syria.

ANTI-TRAFFICKING RELATED ACTIVITIES

The U.S. Government has adopted a policy prohibiting trafficking in persons including the trafficking-related activities listed below. These prohibitions specifically apply to come federally funded contracts and prohibit contractors, contractor employees, and their agents from:

A. Engaging in severe forms of trafficking in persons during the period of performance of the contract;

B. Procuring commercial sex acts during the period of performance of the contract;

C. Using forced labor in the performance of the contract;

D. Destroying, concealing, confiscating, or otherwise denying access by an employee to the employee's identity or immigration documents, such as passports or drivers' licenses, regardless of issuing authority;

E. Using misleading or fraudulent practices during the recruitment of employees;

F. Charging employees or potential employees recruitment fees;

G. Failing to provide return transportation or paying for the cost of return transportation upon the end of employment for certain employees;

H. Providing or arrange housing that fails to meet the host country housing and safety standards; or

I. Failing to provide an employment contract, recruitment agreement, or other required work documents in writing, as required by law or contract.

NOTICES

All notices given by one party to the other party under a contract must be delivered to the receiving party's address set forth on the Contract either by hand, qualified courier, or e-mail and will be deemed received the day after it is transmitted. For County, it must be addressed to the Office of Procurement Services, Post Office Box 7800, 315 West Main Street, Suite 441, Tavares, Florida, 32778 or emailed to purchasing@lakecountyfl.gov.

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The undersigned hereby declares that: Life-Assist, Inc. has examined and accepts the specifications, terms, and conditions presented in this Solicitation, satisfies all legal requirements to do business with the County, and to furnish **FIRE EQUIPMENT, SUPPLIES, AND SERVICES** for which Submittals were advertised to be received no later than 3:00 P.M. Eastern time on the date stated in the solicitation or as noted in an addenda. Furthermore, the undersigned is duly authorized to execute this document and any contracts or other transactions required by award of this Solicitation.

1.0 TERM OF CONTRACT

The Contract will be awarded for an initial one (1) year term with the option for two (2) subsequent two (2) year renewals. Renewals are contingent upon mutual written agreement.

The Contract will commence upon the first day of the next calendar month after Board approval. The Contract remains in effect until completion of the expressed and implied warranty periods. The County reserves the right to negotiate for additional services/items similar in nature not known at time of solicitation.

2.0 PAYMENT

The Contractor shall email the County's using department (egminer@lakecountyfl.gov) an accurate invoice within 30 calendar days after delivery. Invoices should reference the purchase/task order, ship date, tracking number, and ship-to address, list price, percent discount, and unit cost. Failure to submit invoices in the prescribed manner will delay payment.

Payments will be tendered in accordance with the Florida Prompt Payment Act, Part VII, Chapter 218, Florida Statutes. The County will remit full payment on all undisputed invoices within 45 days from receipt by the appropriate County using department. The County will pay interest not to exceed 1% per month on all undisputed invoices not paid within 30 days after the due date.

All pricing will be FOB Destination unless otherwise specified in this solicitation document. Pricing submitted will remain valid for a ninety (90) day period.

Vendor accepts MasterCard for payment: YES

3.0 CERTIFICATION REGARDING LAKE COUNTY TERMS AND CONDITIONS:

I certify that I have reviewed the General Terms and Conditions for Lake County Florida and accept the Lake County General Terms and Conditions dated 5/6/21 as written including the Proprietary/Confidential Information section. YES
Failure to acknowledge may result in Submittal being deemed non-responsive.

4.0 CERTIFICATION REGARDING FELONY CONVICTION:

Has any officer, director, or an executive performing equivalent duties, of the bidding entity been convicted of a felony during the past ten (10) years? NO

5.0 CONFLICT OF INTEREST DISCLOSURE CERTIFICATION:

Except as listed below, no employee, officer, or agent of the firm has any conflicts of interest, real or apparent, due to ownership, other clients, contracts, or interests associated with this project; and, this Submittal is made without prior understanding, agreement, or connection with any

corporation, firm, or person submitting a proposal for the same services, and is in all respects fair and without collusion or fraud. Corey Farrar

6.0 CERTIFICATION REGARDING BACKGROUND CHECKS:

Under any County Contract that involves Contractor or subcontractor personnel working in proximity to minors, the Vendor hereby confirms that any personnel so employed will have successfully completed an initial, and subsequent annual, Certified Background Check, completed by the Contractor at no additional cost to the County. The County retains the right to request and review any associated records with or without cause, and to require replacement of any Contractor employee found in violation of this requirement. Contractor shall indemnify the County in full for any adverse act of any such personnel in this regard. Additional requirements may apply in this regard as included within any specific contract award. Choose an item.

7.0 DISADVANTAGED BUSINESS ENTERPRISE PROGRAM

The County does not establish specific goals for minority set-asides however, participation by minority and non-minority qualified firms is strongly encouraged. If the firm is a minority firm or has obtained certification by the State of Florida, Office of Supplier Diversity, (OSD) (CMBE), please indicate the appropriate classification(s) Choose an item. Choose an item.
and enter OSD Certification Number Click or tap here to enter text.
and enter effective date Click or tap to enter a date. to date Click or tap to enter a date.

8.0 FEDERAL FUNDING REQUIREMENT:

N/A

9.0 RECIPROCAL VENDOR PREFERENCE:

N/A

10.0 GENERAL VENDOR INFORMATION:

Firm Name: Life-Assist, Inc.

Street Address: 11277 Sunrise Park Drive

City: Rancho Cordova State and ZIP Code: CA. 95742

Mailing Address (if different): Click or tap here to enter text.

Telephone: 800-824-6016 Fax: 800-290-9794

Federal Identification Number / TIN: 94-2440500

DUNS Number: 096899414

11.0 SUBMITTAL SIGNATURE:

I hereby certify the information indicated for this Submittal is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an authorized representative of this Vendor and/or empowered to execute this Submittal on behalf of the Vendor. I, individually and on behalf of the Vendor, acknowledge and agree to abide by all terms and conditions contained in this solicitation as well as any attachments, exhibits, or addenda.

Name of Legal Representative Submitting this Proposal: *Corey Farrar*

Date: 4/27/2022

Print Name: Corey Farrar

Title: Contract Specialist

Primary E-mail Address: Quotes@Life-Assist.com

Secondary E-mail Address: N/A

The individual signing this Submittal affirms that the facts stated herein are true and that the response to this Solicitation has been submitted on behalf of the aforementioned Vendor.

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Life-Assist, Inc.	
SAVE AND SUBMIT AS AN EXCEL FILE	
FIRM'S WEBSITE:	www.life-assist.com
Warehouse Location(s):	**West Warehouse - 11277 Sunrise Park Drive, Rancho Cordova, CA. 95742** **Central Warehouse - 10816 Strang Line Road, Lenexa, KS. 66215**
Contact Information For Emergency/Disaster Services (24/7)	
Name:	**Manager on Call**
Email:	DisasterSupport@life-assist.com
Emergency Phone:	**916-949-7574**

List manufacturer brands supported.

MANUFACTURER	Percent Off List	In Stock / Lead Time	Freight Included	WEBSITE
3M Healthcare	28.00%	3 Days ARO	Yes	
Ambu	28.00%	3 Days ARO	Yes	
B. Braun Medical	28.00%	3 Days ARO	Yes	
American Diagnostic	28.00%	3 Days ARO	Yes	
Amsino	28.00%	3 Days ARO	Yes	
Becton Dickinson	28.00%	3 Days ARO	Yes	
Cardinal Health	28.00%	3 Days ARO	Yes	
Conterra	28.00%	3 Days ARO	Yes	
DefibTech	28.00%	3 Days ARO	Yes	
Dukal	28.00%	3 Days ARO	Yes	
Dynarex	28.00%	3 Days ARO	Yes	
Graham Medical	28.00%	3 Days ARO	Yes	
H&H Medical	28.00%	3 Days ARO	Yes	
Halyard	28.00%	3 Days ARO	Yes	
Hartwell Medical	28.00%	3 Days ARO	Yes	
Intersurgical	28.00%	3 Days ARO	Yes	
Laerdal	28.00%	3 Days ARO	Yes	
Leonhard Lang USA	28.00%	3 Days ARO	Yes	
Masimo	28.00%	3 Days ARO	Yes	
MedSource	28.00%	3 Days ARO	Yes	
Meret	28.00%	3 Days ARO	Yes	
Microdot	28.00%	3 Days ARO	Yes	
Nasco	28.00%	3 Days ARO	Yes	
Nonin	28.00%	3 Days ARO	Yes	

MANUFACTURER	Percent Off List	In Stock / Lead Time	Freight Included	WEBSITE
OTWO Medical	28.00%	3 Days ARO	Yes	
Pelican	28.00%	3 Days ARO	Yes	
Persys Medical	28.00%	3 Days ARO	Yes	
Pulmodyne	28.00%	3 Days ARO	Yes	
Sam Medical	28.00%	3 Days ARO	Yes	
Sscort	28.00%	3 Days ARO	Yes	
Stat Packs	28.00%	3 Days ARO	Yes	
Taylor Healthcare	28.00%	3 Days ARO	Yes	
5.11 Tactical	28.00%	3 Days ARO	Yes	
Ansell Healthcare	28.00%	3 Days ARO	Yes	
Baxter Healthcare	28.00%	3 Days ARO	Yes	
Bemis Manufacturing	28.00%	3 Days ARO	Yes	
C M C Rescue	28.00%	3 Days ARO	Yes	
Cables and Sensors	28.00%	3 Days ARO	Yes	
Certa Dose	28.00%	3 Days ARO	Yes	
Conmed	28.00%	3 Days ARO	Yes	
Cook Medical	28.00%	3 Days ARO	Yes	
Dick Medical Supply	28.00%	3 Days ARO	Yes	
Disaster Management	28.00%	3 Days ARO	Yes	
Ferno Washington	28.00%	3 Days ARO	Yes	
ForaCare	28.00%	3 Days ARO	Yes	
Gateway Safety	28.00%	3 Days ARO	Yes	
Genstar Technologies	28.00%	3 Days ARO	Yes	
HawkePaks	28.00%	3 Days ARO	Yes	
Hikma Pharmaceuticals	28.00%	3 Days ARO	Yes	
ICU Medical	28.00%	3 Days ARO	Yes	
Innovative Healthcare	28.00%	3 Days ARO	Yes	
J.T. Posey	28.00%	3 Days ARO	Yes	
Maco International	28.00%	3 Days ARO	Yes	
Medegen Medical	28.00%	3 Days ARO	Yes	
Mercury Medical	28.00%	3 Days ARO	Yes	
Motion Medical	28.00%	3 Days ARO	Yes	
North American Rescue	28.00%	3 Days ARO	Yes	
Optimal	28.00%	3 Days ARO	Yes	
ParMed Pharmaceuticals	28.00%	3 Days ARO	Yes	
Pfizer Injectables	28.00%	3 Days ARO	Yes	
Philips Healthcare	28.00%	3 Days ARO	Yes	
Physio-Control	28.00%	3 Days ARO	Yes	
Plano	28.00%	3 Days ARO	Yes	
Precision Medical	28.00%	3 Days ARO	Yes	
Prestige Medical	28.00%	3 Days ARO	Yes	
Retractable Tech	28.00%	3 Days ARO	Yes	
Rex EMS	28.00%	3 Days ARO	Yes	
Safetec	28.00%	3 Days ARO	Yes	

MANUFACTURER	Percent Off List	In Stock / Lead Time	Freight Included	WEBSITE
Sagent Pharmaceuticals	28.00%	3 Days ARO	Yes	
Salter Labs	28.00%	3 Days ARO	Yes	
Sensoronics	28.00%	3 Days ARO	Yes	
Smiths Medical	28.00%	3 Days ARO	Yes	
Sun Medical	28.00%	3 Days ARO	Yes	
Sunmedica	28.00%	3 Days ARO	Yes	
Teleflex	28.00%	3 Days ARO	Yes	
The Pillow Factory	28.00%	3 Days ARO	Yes	
Tidi Products	28.00%	3 Days ARO	Yes	
Tyco Mallinckrodt	28.00%	3 Days ARO	Yes	
Vermed	28.00%	3 Days ARO	Yes	
Welch Allyn	28.00%	3 Days ARO	Yes	
Westmed	28.00%	3 Days ARO	Yes	
Zoll Medical	28.00%	3 Days ARO	Yes	

TOWN OF JUPITER
Purchase of Power Stretchers, Chest Compression Devices, Stair Chairs, and Accessories From Stryker Sales, LLC.

DATE	October 7, 2025
TO	Honorable Mayor and Members of Town Council
THRU	Frank Kitzerow, Town Manager
FROM	Darrel Donatto, Fire Chief
SUBJECT	Approving the purchase of power stretchers, chest compression devices, stair chairs, and accessories with Stryker Sales, LLC, using a piggyback of the Sourcewell contract

EXECUTIVE SUMMARY

Stryker Sales, LLC is the manufacturer and distributor of pre-hospital medical equipment. Staff seeks authorization for the purchase of power stretchers, chest compression devices, stair chairs, and accessories from Stryker Sales, LLC, using and piggybacking Sourcewell contract 041823, which has an initial term of 09/15/23 - 06/30/27, with the option for extending three additional one-year extensions.

ANALYSIS

In support of the Fire Rescue department's operational start, staff requests approval to purchase power stretchers, chest compression devices, stair chairs, and various accessories from Stryker Sales, LLC. These purchases for FY2026 are up to, but not exceeding, $400,000. Staff requests approval to purchase from Stryker Sales, LLC, as the vendor for the supplies, piggybacking the Sourcewell contract 041823.

STRATEGIC PRIORITY

- Fiscal Responsibility
- Safety

ATTACHMENTS

1. Sourcewell Contract 041823

FUNDING SOURCE

Amount of this Request	FY2026 $400,000 Subject to appropriation	
Amount Approved in Budget	$951,600	Sources:FY2026 Operating Supplies 04534126-552000 & Machinery and Equipment 04534126-564000

Additional Funding Requested	$0.00	Sources:

For more information or copies of the attachments, please contact Tim Roche at TimRo@jupiter.fl.us or 561-741-2481.

Sourcewell

Solicitation Number: 041823

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Stryker Sales, LLC, through its Medical Division, 11811 Willows Road NE, Redmond, WA 98052 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Critical Care and EMS Equipment from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.

EXPIRATION DATE AND EXTENSION. This Contract expires June 30, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. SURVIVAL OF TERMS. Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

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2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that (i) Supplier has good title to Equipment shipped directly to Participating Entities, free of all liens, claims, and encumbrances; (ii) the Equipment will, at the time of manufacture, in all material respects have been manufactured in conformance with the Equipment specifications; and (iii) the Equipment will in all material respects, at the time of shipment, meet the technical specifications set forth in the FDA-approved or cleared labeling. EXCEPT AS SET FORTH IN THE IMMEDIATELY PRECEDING SENTENCE, SUPPLIER HEREBY EXPRESSLY DISCLAIMS ANY AND ALL EXPRESS OR IMPLIED WARRANTIES REGARDING THE PRODUCTS INCLUDING, BUT NOT LIMTED TO, AND FITNESS FOR A PARTICULAR PURPOSE.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal. If the Agreement is a multi-year contract, Supplier may increase pricing no more than once annually. Such price increase shall be incorporated by amendment to this Agreement and signed by Sourcewell and Supplier.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

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Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned in accordance with the return policy, incorporated by reference, at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products within thirty (30) days after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity. All shipping will be FOB destination, freight prepaid and added to the invoice.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product

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Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States; such as federal, state, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract. Payment terms are net thirty (30).

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

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E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

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C. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. WAIVER. Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. CONTRACT COMPLETE. This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities , including their agents and employees, harmless from any third-party claims or causes of action incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. The foregoing indemnification does not apply to any claims arising from: (i) the combination of any Stryker Product with one or more non-Stryker products wherein such combination is the sole basis of the claim; (ii) the use of the Products contrary to their labeling, manuals, and/or instructions for use or (iii) modification of any Product by any person other than Stryker without Stryker's express written authorization. Stryker will have no liability hereunder unless it is notified promptly of any such claim and given control of the defense and any settlement thereof; however, any claim that obligates Sourcewell for payment of any kind may not be settled without prior consultation and written approval by the Sourcewell Board of Directors Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell

under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
   Subject to Section 13(B), Sourcewell grants to Supplier a royalty-free, non-exclusive right and license to use the trademark(s) provided to Supplier in certain advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier for use in the United States only and solely in the format provided in Exhibit A. For the avoidance of doubt, the license granted by Supplier to Sourcewell shall be limited to the following promotional materials:
   i. Sourcewell's Contract Directory located on Sourcewell's website and/or in a printed format for distribution by Sourcewell;
   ii. Sourcewell's Cooperative Purchasing (through Buy Sourcewell) located on Sourcewell's website;
   iii. Tradeshow or other conference banners prepared and approved by Sourcewell;
   iv. Award announcement emails; and
   v. Any reseller or distributor advertising or promotional flyers for distribution by Sourcewell.

2. *Limited Right of Sublicense*. The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. The sublicense granted hereunder will be subject to the terms and conditions of this Article and shall not exceed the rights granted pursuant to Section 1.b. of this Article 13. A party shall approve each use of the other party's trademarks by its respective Permitted Sublicensees. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*
   a. Neither party may alter the other party's trademarks from the form provided and must immediately comply with removal requests as to specific uses of its trademarks or logos.
   b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination*. Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Each party must return all

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marketing and promotional materials, including signage, provided by the other party or dispose of it according to requesting party's written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers to Participating Entities that offer Equipment, Products, or Services available under this Contract and utilizes the terms of this Contract while offering pricing lower than this Contract, must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. ENDORSEMENT. The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending*. Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the term of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an “AM BEST” rating of A- or better, with the following required coverage and limits of insurance:

1. *Workers’ Compensation and Employer’s Liability.*
Workers’ Compensation: As required by any applicable law or regulation.
Employer's Liability Insurance: must be provided in the required amounts listed below:

Required limits:
$2,000,000 each accident for bodily injury by accident
$2,000,000 policy limit for bodily injury by disease

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$2,000,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. Coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Required Limits:
$3,000,000 each occurrence Bodily Injury and Property Damage
$2,000,000 Personal and Advertising Injury
$4,000,000 aggregate for products liability-completed operations
$4,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Required Limits:
$3,000,000 each accident, combined single limit

4. *Umbrella Insurance*.

Intentionally omitted

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's network security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Required limits:
$2,000,000 per occurrence or claim
$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

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B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be issued by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to include Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to vicarious liability of Sourcewell and/or its Participating Entities which may arise out of activities, "operations," or "work" performed by Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that except with respect to any claim or loss that arise from the negligence or willful misconduct of Sourcewell and/or its Participating Entities, the commercial general liability insurance coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. WAIVER OF SUBROGATION. Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the workers' compensation and employer's liability and commercial automobile liability insurance policies required by this Contract. The waiver must apply to all deductibles and/or self-insured retentions applicable to such insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTIONINTENTIONALLY OMITTED.

F. SELF-INSURANCE. Notwithstanding any other insurance requirements within this Agreement to the contrary, to the extent allowed by applicable law or regulation, Supplier shall be permitted to comply with these insurance requirements through a program of self-insurance

19. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

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B. LICENSES. Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

This Agreement is the entire, final, complete, and fully integrated agreement between Sourcewell **and** Supplier for the benefit of any Participating Entity with respect to the subject matter hereof and supersedes any prior agreements or communications between the parties, whether written, oral, electronic or otherwise.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal

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Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

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O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

By: DocuSigned by: Jeremy Schwartz C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 9/14/2023 | 4:41 PM CDT

Stryker Sales, LLC, through its Medical Division

By: DocuSigned by: Anne Mullally 6CE0778B706449D...
Anne Mullally
Title: Vice President and General Manager
Date: 9/15/2023 | 6:56 AM PDT

Approved:

By: DocuSigned by: Chad Coauette 48BAF71B0894454...
Chad Coauette
Title: Executive Director/CEO
Date: 9/15/2023 | 8:58 AM CDT

Exhibit A

Stryker Trademark Usage

stryker

Logo position, spacing and size

Position

- Stryker logo must appear prominent and not compete with word marks, surrounding text, images or other visual elements.
- Our preferred logo placement is horizontal; however, Sourcewell can position Stryker logo vertically.
- When horizontally positioned, place Stryker logo in either the top left or top right corner of the layout.
- When horizontally positioned, Stryker prefers Sourcewell places Stryker logo above all other text and in a position that doesn't appear aligned with any visual elements other than a color field and/or dimensional frame.
- When vertically positioned, Stryker logo must be the most dominant element on the layout (for example, up the side of a trade show banner).
- Avoid overuse of Stryker logo by using only one logo per layout and refrain from using our logo multiple times across a multi-page document.
- Stryker logo must appear on the first page or section of a document.

Clear space

- Provide clear space around our logo to clearly identify it as our master brand.
- The diagram below demonstrates the minimum space required; clear space is equal to 1.5 times the height of our logo.

Minimum size

- When using Stryker logo, maintain a minimum size of 1" (25.4mm) in print applications to maintain brand presence.
- The goal is to maximize the size of Stryker logo in proportion to the size of the layout.

Clear space

1" (25.4mm)

Minimum size

Do not:

- use any color except black for Stryker logo.
- use Stryker logo with a registration mark (®).
- show Stryker logo upside down or reflected.
- angle or tilt except at a 90° angle.
- violate clear space in any way.
- show Stryker logo at minimum size in a large-scale layout.
- show Stryker logo oversized on a layout relative to the scale of the other visual elements.
- use Stryker logo with other text; instead, spell out "Stryker" or "Stryker's" when using Stryker name.
- translate Stryker logo; however, Sourcewell can translate our Stryker in text.
- include Stryker logo as part of another trademark or service mark.
- alter any part of Stryker logo.
- skew or distort Stryker logo.
- animate Stryker logo; except in videos.
- add a line above or below Stryker logo.
- crop Stryker logo.
- use Stryker logo at a low resolution.
- use Stryker logo vertically with text that has more dominance.
- add shadows or shading.
- add a border.
- use an outline.
- use on unapproved background colors.
- place in a shape (for example, a circle or triangle) unless placed on a square or rectangular.
- place business, function, region, service names or word marks on the same line as Stryker logo.

RFP 041823 - Critical Care and EMS Equipment

Vendor Details

Company Name:	Stryker Sales, LLC
Does your company conduct business under any other name? If yes, please state:	Howmedica Osteonics Corp
Address:	2825 Airview Blvd. Kalamazoo, MI 49002
Contact:	Ted Harris
Email:	ted.harris@stryker.com
Phone:	615-512-4890
HST#:	38-2902424

Submission Details

Created On:	Monday March 06, 2023 16:19:47
Submitted On:	Friday April 14, 2023 13:58:59
Submitted By:	Bobby Flanagan
Email:	Robert.Flanagan@stryker.com
Transaction #:	34aa1fbb-1f4f-420c-825f-d4a930e802a5
Submitter's IP Address:	64.208.103.178

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Stryker Sales, LLC, through its Medical Division	*
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	Stryker Sales, LLC, through its Medical Division	*
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	Not applicable	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	75AF1, [No CAGE code for SYK SALES CORP; All Govt Contracts through SYK Corp]	*
5	Proposer Physical Address:	11811 Willows Road NE Redmond, WA, 98052	*
6	Proposer website address (or addresses):	https://www.stryker.com/us/en/emergency-care.html	*
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Jennifer Collins Manager, Strategic Pricing and Contracts Tel: 425 867 4685 Email: jennifer.collins@stryker.com Address: 11811 Willows Road NE Redmond, WA, 98052	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Ted Harris, Manager, Strategic Accounts Tel: 615 512 4890 Email: ted.harris@stryker.com Address: 11811 Willows Rd. NE, Redmond, WA 98052	*
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Maggie Wang, Associate Manager, Bids & Proposals Tel: 425-867-4216 Email: maggie.wang1@stryker.com Address: 11811 Willow Rd NE, Redmond, WA 98052	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	

10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	About Stryker Stryker is one of the world's leading medical technology companies and, together with our customers, is driven to make healthcare better. We offer innovative products and services in Orthopaedics, Medical and Surgical, and Neurotechnology and Spine that help improve patient and hospital outcomes. As the pioneer in portable defibrillation and monitoring technology, Stryker's Emergency Care business continues to define the standard for cardiac emergency care equipment, solutions and services. We are the world leader in developing, manufacturing, selling and servicing emergency care products. The company pioneered defibrillation technology over 68 years ago and continues to design and develop advanced emergency medical devices for in-hospital and out-ofhospital use. The company's LIFEPAK defibrillators have been carried to the top of Mount Everest and launched into orbit on the International Space Station. More than 800,000 units are in use today on fire and rescue rigs, ambulances, hospital crash carts and in thousands of public access locations worldwide. Global Presence Stryker serves a global market of thousands of customers in over 100 countries that use our products every day to protect their communities. We are well-positioned to continue serving the worldwide medical community for generations to come. Stryker Emergency Care employs over 1,000 team members worldwide. Approximately 700 of these team members are based in Redmond, WA. Vision and Mission We have been involved in emergency medical care for more than 68 years and lead the industry in developing products that monitor or treat patients in emergency medical situations. We develop technologies and design devices according to the unique needs of our customers and our goal is to provide complete solutions for cardiorespiratory emergencies. Everything is designed for customers, to work with them- whether it is accessories, disposables, flexible energy dosing or data management solutions that help them capture patient data and learn from it to improve patient care. Our approach to product development is with the values our customers expect front and center: quality, innovation, durability and reliability. We hold ourselves to rigorous quality and innovation standards, and firmly believe that good enough is never good enough when you are talking about devices used on a daily basis in a variety of emergency care environments. We are always innovating our product and clinical technologies and looking for ways to improve our processes— because our customers and their patients depend on it. MISSION: Together with our customers, we make healthcare better.	*
11	What are your company's expectations in the event of an award?	If Stryker is the winner, Stryker will negotiate in good faith mutually benefitial terms following award issuance.	*
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	Stryker Corporation Annual Report has been uploaded to the attachment section. Stryker Sales, LLC, through its Medical Division is a wholly owned affilate of Stryker Corporation.	*
13	What is your US market share for the solutions that you are proposing?	In 2022, our prehospital business captured 69% of market share. We are unique in that we have solutions that equip the back of the ambulance with everything from monitor/defibrillaotrs, to cots and fasteners, to data solutions, and beyond. We are unmatched when it comes to the breadth of products and service that we can provide our customers. Our flagship product lines have captured majority market share in their respective categories as described below: • LIFEPAK 15 (monitor/defibrillators in pre-hospital): 55% • LIFEPAK CR2, HeartSine (AEDs in pre-hospital and public access): 30% • Transport equipment (cots, fasteners, chairs in prehospital): 94% • LUCAS 3 (mechanical chest compression systems in pre-hospital): 80%	*
14	What is your Canadian market share for the solutions that you are proposing?	This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for information.	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No. Stryker has never petitioned for bankruptcy protection. Instead, the whole Stryker corperation has persevered, delivered outstanding sales growth and made progress on our strategy for many years, making the Stryker brand stronger than ever.	*

16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Stryker is the manufacturer and service provider of equipment as proposed in this RFP. All technical support, trainings and education, ProCare services will be conducted by Stryker employees. No third party like distributor/dealer/reseller will be involved.	*
17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All parts are either manufactured by Stryker or outside suppliers and are new, tested and approved for use on Stryker's products. Our field service team uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Please refers to Section 6 of the pdf. proposal for relevant sole source certificatations.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	No suspension or Debarment applies to Stryker.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	At Stryker, we owe our achievements to our dedicated employees. Below are some recent honors we've received for our business results, workplace culture and philanthropic activities: • 2022 Best Workplaces for Millennials: : Great Places to Work • 2022 Best Workplaces in Manufacturing and Production: : Great Places to Work • 2022 100 Best Companies to Work For: : Great Places to Work • 2022 Best Workplaces Canada: Great Places to Work • 2022 World's Best Workplaces: Great Places to Work • 2022 Don Clifton Strengths-Based Culture Award • 2022 Best Places to Work for LGBTQ+ Equality: 100% Corporate Equality Index • 2021 Military Friendly Employer: Silver • 2021 Reader's Choice A Top 50 Employer: Woman Engineer Magazine • 2021 Reader's Choice A Top 50 Employer: Minority Engineer Magazine • 2022 Companies that Care: People Magazine • 2021 Change the Future: Fortune Please see a full list of company awards at this link: www.stryker.com/us/en/about/awards/awards.html	*
20	What percentage of your sales are to the governmental sector in the past three years	75-80%	*
21	What percentage of your sales are to the education sector in the past three years	2-3%	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	NASPO (No Transport on Contract) 2020:$15.3M, 2021: $15.4M, 2022: $15.9M Savvik(Treatment and Transport) 2020: $5.3M 2021: $14.2M 2022: $16.5M	*
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GSA Contract: Federal Supply Schedule (FSS) 2020: $61.6M 2021: $66.8M 2022: $51M SOSA Contract: none	*

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Mount Vernon Fire Dept.	Deborah Norman	(914)490-0131 Email: dnorman@cmvny.com	*
Sable Altura Fire Dept.	Chief Rich Solomon	(303)364-7187 Email: Solomon.Rich@sablealturafire.org	*
Akron Fire and EMS	Chief Chris Karakis	(330)903-1101 (mobile)	*

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
NEW YORK CITY FIRE DEPT AND MED EQUIP	Government	New York - NY	FDNY replaced their Philips defibrillators with LIFEPAK 15s and LIFEPAK CR2s, and replaced Ferno cots with Stryker power stretchers and loading systems.	$35,697	$39,767,262	*
NEW YORK CITY OFFICE OF EMER AND MGMT	Government	New York - NY	Purchased LIFEPAK 15 defibrillator/monitors to combat the pandemic.	$4,707,735	$23,538,676	*
MIAMI DADE FIRE RESCUE	Government	Florida - FL	Miami Dade replaced 99 LIFEPAK 15 defibrillators in 2021, and replaced 72 power cots in 2022. They purchased 125 LIFEPAK CR2 AEDs in 2022 and added 20 Lucas 3 chest compression devices to their fleet. Miami Dade airport purchased 40 CR2 AEDs, and Miami Dade Fleet Management purchased 50 CR2 AEDs.	$4,365	$7,468,898	*
ESCAMBIA COUNTY EMS	Government	Florida - FL	Escambia County purchased 50+ LIFEPAK 15 defibrillator/monitors, 37 Power Pro XT cots, 140 CR2 AEDs, 50 Lucas chest compression devices, and ProCare service plans for all of the above.	$51,124	$7,464,160	*
SOUTH DAKOTA DEPT OF HEALTH	Government	South Dakota - SD	SD Statewide LIFEPAK standardization project	$182,532	$7,118,773	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	

26	Sales force.	Stryker Emergency Care is committed to providing unmatched professional support through our Sales and Field Service Representatives who are strategically located throughout the U.S. to make us a customer centered organization. Our pre-hospital account manager team is the largest in comparison to our competitors with 291 Emergency Care account managers supporting customer needs. While everyone will be responsive and timely during the purchase process, Stryker has built a model that allows us to truly serve and partner with customers before, during, and after the sales.	*
27	Dealer network or other distribution methods.	Stryker is the manufacturer and service provider of equipment as proposed in this RFP. No dealer or distributor will be involved.	*
28	Service force.	Stryker has made in our Field Service team that provides on-site product maintenance and repair. This team consists of 310 ProCare technicians nationwide and allows us to take the approach of conducting necessary equipment repairs at your location versus requiring you to ship devices in and wait for replacement units. Repairs by the numbers Enhance equipment life: Of those surveyed, 85 percent of EMS customers reported the life of their equipment has been extended because of ProCare Services. Equipment experts: ProCare technicians receive over 200 hours of equipment training, and have an average tenure of 12 years with Stryker. Proactive approach:In 2019, ProCare Services did preventive maintenance inspections on over 83,450 pieces of EMS equipment. Increased efficiency: 86 percent of EMS customers surveyed reported they are able to operate more efficiently because of ProCare Services. The Quality Management System of Stryker's Medical division is ISO 13485:2016 certified.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	If ordering Capital Goods 1. Customer calls(phone at 800 327 0770 option 1) or emails our Customer Service Team to get the contact information of the account manager for their region. 2. Customer reaches out to Account Manager letting them know what is needed. 3. Account Manager creates quote for items. 4. Customer creates PO meeting all requirements based on the quote. 5. PO is submitted back to the Account Manager 6. Account Manager submits order and confirms with customer. If ordering parts, accessories or disposables: 1. Customer can call or email our Customer Service Team for a price quote. 2. PO meeting all requirements is created by customer based on pricing quote. 3. PO emailed in to medicalcustomerservice@stryker.com 4. Customer Service Team would process and send confirmation. If ordering services: Stryker won't be using any distributors / subcontracts for ProCare Contract execution. All work will be done locally or in our factory depot by Stryker employees. Stryker provides copies of work orders describing all work performed, parts used and labor time involved with the repair. Customers can also access on our online ProCare portal should they choose to do so.	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Stryker ProCare is the largest on-site OEM team in the pre-hospital space for maintaining, repairing, and serving customers equipment needs in North America. Our competitive difference is that we provide people who handle all device needs at your facilities versus being required to organize, track, box, and ship devices back to corporate headquarters for maintenance and repair.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Stryker is able to provide products and accessories to entities where 3rd party carrier can reach in US.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Not applicable	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for information.	*

34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	Stryker is able to serve through the proposed contract throughout the whole US.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There's no additional requirements or restrictions to entities in Hawaii and Alaska. As there is no local Hawaii stock available for these Stryker items and these items will be shipped from our mainland warehouses. We are not able to provide timeliness of deliveries at this time based on specific product availability and carrier processes, but products will be shipped as soon as possible in the order it was placed.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Co-op contracts are vital components of Stryker Emergency Care's marketing and sales strategy. The Sourcewell contract will be promoted internally with flyers, a road map, links to our internal marketing database, and education calls with our outside sales team of over 200 representative. For external marketing efforts, we keep a large library of product resources online for customers to easily access: www.stryker.com/us/en/emergency-care/product-resources.html Additionally, we share a library of videos featuring product in-service instructions, best practice tips, survivor stores, and more all available online: www.stryker.com/us/en/emergency-care/news and www.youtube.com/@StrykerEMS1 Please download this file to see a sample of our marketing collateral: https://we.tl/t-4vJsEZkENy	*
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Stryker uses a host of digital marketing efforts to promote our mission of Together, we save lives. We are active on Facebook, LinkedIn and Twitter and use these platforms to connect with our customers and share valuable information regarding our product and educational offerings. We actively optimize our web properties through SEO monitoring and metadata/alt tag updates to provide the most up-to-date information as well as increase our visibility in online searches on both Google and Bing. We also work on improving our website CX to bring the best web experience possible to our customers and prospects. Our digital advertising focuses on connecting our prospective customers with sales reps in an efficient manner that drives quick and meaningful connections to build long lasting relationships built on trust and performance.	*
38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	Stryker will expect Sourcewell to promote the value and benefits of co-op contracting and what differentiates Sourcewell from other contracting entities in the EMS market. More specifically, we would like for Sourcewell to make members aware of the new contract, what products/services are available, and provide the information about the awardees. Stryker will leverage the contract actively with the appropriate market segment customers through our dedicated team of field represantives that solely serve the EMS, Fire, Ambulance and Education markets. We will also promote the contract internally with active efforts from the Stryker marketing team. We are always open do joint promotions and other marketing efforts.	*
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	1. Purchasing agents – Must be approved & registered as user. 2. Documentation – Order confirmation and order status change confirmation 3. History – Order details, purchasing details, shipping status. 4. Pricing – customer contract pricing loaded for all eligible items, list price vs contract pricing views. 5. Payment options – Purchase orders, credit cards (Visa, MC, Amex). 6. Subscription re-ordering 7. Favorites list. 9. Returns – Form to initiate returns. 10. Support – Telephone & email available. 11. Notifications – Email notifications when out of stock items are back in stock. 12. Security – Meets PCI Data security standards. Please visit our store at https://stryker-corporation-emergency-care.mybigcommerce.com/. Preview code: f6lxvznnsf is needed to access the website. Government customers often use these web sources to purchase products: GSA eBuy and ECAT (Electronic Catalog).	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	As one of the world's leading medical technology companies, we are driven to make healthcare better by creating innovative products and services that improve patient outcomes. To deliver the full potential of these innovations, customers must be trained on their safe and effective use. We support care team member learning in many parts of the world through a full range of virtual trainings on our MedEd portal, including trainings delivered in virtual reality. Please visit https://www.stryker.com/us/en/training-and-education/medical-and-surgical-equipment--/emergency-care/emergency-care.html#upcoming-events for a comprehensive selections of webinars, online courses and others resources. In addition, training is included with equipment purchase. With over 291 Emergency Care account managers, 310 field service representatives, 15 field clinical specialists, we ensure every customer has access to personalized, hands-on training across the communities we serve.	*
41	Describe any technological advances that your proposed products or services offer.	Stryker Emergency Care pioneered external defibrillation over 68 years ago and today continues to be the world market leader. LIFEPAK 15, the only monitor on market with ability to deliver over 200J Energyseries, offers 360J Biphasic Energy (Stryker Exclusive)	*
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	We are committed to reducing our environmental impact on the world through responsible, sustainable operations. In 2022, we reduced carbon emissions by 20 percent for all Stryker facilities compared to a 2019 baseline. We have made a commitment to becoming carbon neutral for all Stryker facilities by 2030 and powering 100 percent renewable electricity by 2027. The local Stryker Environmental Alliance chapters identify environmental opportunities at each site. Stryker is also proactively working to reduce both what we use and what we leave behind. We're tracking our progress and installing global reporting systems, setting goals for manufacturing and looking at our use of resources across the business. We're also partnering with our customers to reduce what is left behind in landfill waste and grow resources that will help the planet, like national forests. Stryker has also made a committment to be Carbon neutral for all facilities by 2030 - https://www.stryker.com/content/m/c/2020-comprehensive-annual-report/performance-and-governance/corporate-responsibility-strategy.html	*
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Stryker is committed to achieving excellence as an environmental steward by conserving natural resources, promoting energy efficiency and eliminating waste. Our goal is to divert the highest possible amount of materials from the landfill through recycling. We strive to meet or exceed all relevant laws, regulations and other environmental legislation which are applicable to our business like e-waste and universal waste. Physio-Control strives to address chemicals of concern, and is RoHS, WEEE and battery directive compliant and conducts bio-compatibility testing on targeted materials. For additional information, please refer to: Corporate Responsibility: https://www.stryker.com/us/en/about/corporate-responsibility.html Stryker Recycling: https://www.strykeremergencycare.com/recycling/	*

44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	Stryker Corporation does not hold any of the referenced certifications but we are committed to partnering with and providing opportunities for suppliers that do (http://www.stryker.com/en-us/corporate/AboutUs/SupplierDiversity/index.htm). Stryker is increasing the representation of disability-, LGBTQ-, minority-, veteran and women-owned businesses and small businesses in our supply chain and we engage suppliers that reflect the diversity of our customers and their patients, our employees and our communities. We are continually working to promote and facilitate diverse supplier engagement as a component of our overall corporate responsibility efforts. In 2022, Stryker's North American spend was over $300M with diverse-owned businesses and over $890M with small businesses. Examples include: Disability Owned Business Enterprise (DOBE), Lesbian, Gay, Bisexual, Transgender Owned Business Enterprise (LGBTBE), Minority Owned Business Enterprise (MBE), Veteran Owned Business Enterprise (VBE), Woman Owned Business Enterprise (WBE), Small Business Enterprise (SBE), Historically Underutilized Business (HUBZone), Service-disabled Veteran Owned Small Business (SDVOSB), Small Disadvantaged Business (SDB), Veteran Owned Small Business (VOSB), and Woman Owned Small Business (WOSB). Stryker Supplier Diversity We are also committed to serving our communities and creating a healthy, diverse, equitable and inclusive workplace where employees thrive. Stryker has several employee resource groups (ERG) that promote a culture of inclusion and belonging by amplifying our diversity, equity, and inclusion initiatives – with a focus on supporting and enhancing career development and providing education in the work environment. Examples include: • Stryker Women's Network (SWN): fostering an open and inclusive culture with a focus on attracting, developing, and retaining talented women • Women in Science and Engineering (WISE): accelerating growth of women in Stryker with technical expertise • Stryker's Allies for Equality (SAFE): championing LGBTA authenticity at work • Stryker's African Ancestry Network (SAAN): making Stryker a career destination for Black employees • Stryker's Emerging Professionals (SEP): engaging and inspiring the next generation • SOMOS Hispanic/Latinx network: celebrating diversity while advocating for the Hispanic/Latinx community • Stryker's Veterans Association (SVA): supporting, recruiting, developing, and retaining veteran employees while giving back to our military communities • Allies for All Abilities (3A): positively changing the lives of employees, families, and communities with visible and invisible disabilities • Asian Community Empowerment (ACE): promoting Asian cultural diversity and professional development Stryker Employee Resource Groups	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	What can you expect from a partnership with Stryker: • Harness the power of a systems-based approach: One integrated system of equipment, devices and data empowers your teams to improve clinical care and enhances operational performance. • Depend on Stryker's technology: Drive better care with resuscitation technology like the LIFEPAK 15 monitor/defibrillator and the LUCAS 3 chest compression system integrated with Stryker's data solutions. With easy access to support and continuing education, rely on us as the innovative partner you trust most. • Overcome the challenges you face every day: From event scenes and long-distance patient transport to tight budgets and complex documentation, rely on a trusted system from Stryker to stay ready, respond effectively and review quickly for ongoing performance improvement. • Readiness: Handle your team's demands with insight into performance, readiness, systems and equipment, turning data into measurable improvement. • Response: Enable more effective care with an integrated system of equipment, CPR devices, monitor/defibrillators and data solutions that help improve your ability to handle time-dependent emergencies like cardiac arrest, STEMI, stroke or sepsis and other emergent care needs. • Review: Automatically access or share data, review performance, and identify improvements so your team can work more efficiently, stretch budgets and streamline billing. What you can expect from our products: • Power-PRO Ambulance Cot and Power-LOAD Fastener System: Stryker collaborates closely with customers to design and develop transport equipment to help reduce caregiver injury and increase patient care. Powered transport equipment can help with some of the common challenges facing EMS today including obesity, medic shortage and medic retention. Stryker offers a program that financially guarantees at least a 50% reduction in cot-related injuries pertaining to raishing, lowering, loading and unloading cots and 100% reduction in missed safety hooks while unloading cots with Stryker's powered cot and Power-LOAD powered cot fastener in full power operation. If not, Stryker will refund the price paid for the powered cots and Power-LOAD cot fastening systems. • LIFEPAK 15 Monitor/Defibrillator, LIFEPAK CR2, and LIFEPAK 1000 Defibrillator: Depend on durable, reliable, and easy-to-use LIFEPAK monitor/defibrillators. Provide high energy quickly (only monitor to deliver energy up to 360j to help difficult to defibrilate patients), monitor patient information such as EtC02, Sp02, SpMet and send data ahead to the receiving caregiving team to save time, ease handoffs and help drive improved patient outcomes. • LUCAS 3 Chest Compression System: Contribute to improved cardiac arrest outcomes with the LUCAS 3, v3.1 chest compression system. CPR quality, consistency and continuity matter. Provide Guidelines-compliant compressions — in most working conditions — while freeing responders to safely focus on assessment, care and transport. • McGRATH MAC Video Laryngoscope: Improve the view and gain better guidance for placement to reduce intubation difficulty. Enhance airway management with one durable, easy-to-use and cost-effective device. Maximize visualization of the airway with the McGRATH MAC video laryngoscope. • LIFENET System: Drive better care with the LIFENET System. Alert the receiving providers, share patient data and capture information to enhance team efficiency. • CODE-STAT Data Review Software and Service: Drive improved performance with data review software and services. Enhance quality and efficiency when you can easily access, share, analyze and review data from any LIFEPAK device. Customize documentation and gain advanced reporting for the insights you need to improve care, team performance and operational efficiency. • ProCare Services: When lives are at stake, you need someone who takes a proactive approach to keeping your equipment up and running. With ProCare, you can count on trusted field-based experts dedicated to caring for your equipment, so you can focus on what truly matters – saving lives. We're your ideal service partner and will provide you with OEM expertise as well as propriety diagnostics tools that help us fix equipment efficiently and effectively.	*

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
46	Do your warranties cover all products, parts, and labor?	Please refer to Stryker Limited Warranty for details.	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Yes, if the product is modified or used in a way that is not part of the instructions for use, it may affect warranty coverage. Reference the Operations and Maintenance manuals for proper usage. Please visit this link to see a detailed warranty description of Stryker's Emergency Care products: https://techweb.stryker.com/Terms_Conditions/Warranty/Warranty_and_Compliance_Statement_Emergency_Care_2022.pdf	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	No for US. This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for information.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Stryker is the original equipment manufacturer and will be the only factory authorized service provider with access to proprietary software necessary to perform proper maintenance and repairs. No items made by other manufacturers will be offered in this proposal.	*
51	What are your proposed exchange and return programs and policies?	If Customer desires to return a purchased product, Customer must call its local Stryker representative or the Stryker regional sales office for information on credit or replacement of any purchased and non-expired product. A Returned Material Authorization (RMA) number will be provided and must be clearly identified on the carton of any returned product. Customer must return the product to Stryker in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise authorized by Stryker, which product may be returned in its existing condition. Stryker will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product. Stryker will provide an RMA and accept the return of any product under any of the following circumstances: a) Stryker shipped the product in error; b) Customer received the product after the product's expiration date; c) Customer received the product in a damaged condition; d) The product is recalled and must be removed from the market; or e) Stryker specifically authorizes the return of the product (a 15% restocking fee may apply). Product must be returned within 30 working days from the date the Customer receives the product or within 30 working days from the date the Customer receives notice of recall, if applicable. Upon receipt of a properly returned product, Stryker will apply a full credit to Customer's account or provide replacement. Customer is advised that product returned without an RMA number, or not otherwise authorized, will not be accepted and will be returned to Customer at Customer's expense.	*
52	Describe any service contract options for the items included in your proposal.	Service contracts will be available for all equipment included with this bid. Service contracts include: 2-hour call back time, 24-72 hour repair turnaround, a Stryker-trained service specialist, Service parts, labor, and travel, Preventive maintenance, Proper PM documentation for Joint Commission, DNV, CMS, Dedicated service representative. (Service flyer included with bid proposal)	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
53	Describe your payment terms and accepted payment methods.	All invoices issued under this Agreement are to be paid within thirty (30) days of the date of the invoice.	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	Through Stryker's Flex Financial business, we provide a range of smart alternatives designed to fit your organization's needs. We offer flexibility beyond a cash purchase - enabling you to acquire our full portfolio of products. Ask your Sales Representatives for assistance in finding the financial solution that best fits your needs.	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Samples of Work orders have been uploaded to the required section.	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	ACH is our preferred payment method.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	List price is established by three primary inputs: - Cost of goods/manufacture - Customer's willingness to pay - Competitive/market pressure Standard/list pricing and the Sourcewell discounted price are included in the pdf proposal and uploaded as a separate attachment in the pricing Section as required.	*
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Pricing is based on the category of the products, ranging from 10% to 40% discount. Please refer to the pdf proposal or separate pricelist for details.	*
59	Describe any quantity or volume discounts or rebate programs that you offer.	No special discounts or rebate programs will be offered. Products or services will be sold at the discount level as advised in the pdf price list.	*
60	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	All products or services are quoted in the pdf price list. If the required item is not available in the pricelist, the participating entity can contact local Sales Account Manager through https://www.stryker.com/us/en/emergency-care/contact.html for advice.	*
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Freight will be prepaid and added to the invoice. Sales tax applies if applicable. No additional charges for pre-delivery inspection, installation, set up, mandatory training, or initial inspection.	*
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipping charges depend on the method of shipping customer chooses and the total dollar amount of the order. Freight value will be advised at check out, prepaid and added to the invoice.	*
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	As there is no local Hawaii or Alaska stock available for these Stryker items, these items will be shipped from our mainland warehouses. We are not able to provide timeliness of deliveries at this time based on specific product availability and carrier processes, but products will be shipped as soon as possible in the order it was placed. This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for freight, shipping and delivery terms	*
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	All equipment and accessories will be sold directly through Stryker and shipped through 3rd party carriers. No special distribution channel will be used.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	Stryker is aware that the pricing proposed here may vary from other publicly available pricing. We hope there is understanding in the marketplace that with the current and unprecedented economic environment, Stryker has had to make pricing adjustments. The pricing posed here is not a growing profit center for Stryker but is based on global economic changes, inflation, and dramatic increases in transportation, materials, and labor costs. Pricelists publicly available are likely under review and negotiated under different circumstances.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *	
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	Stryker employs a contract coordinator position tasked with post-award management of contract requirements, including sales reporting and sales administration fees.	*
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Stryker will utilize annual revenue generated by this contract and view success as consistent year over year growth.	*
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	1%	*

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *	
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Please refer to the proposal that is uploaded to the portal.	*
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	All prducts and services is included in the proposal.	*

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional

comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
71	Cardiac monitors, defibrillators	(•) Yes ( ) No	LIFEPAK 15	*
72	Automated External Defibrillator (AED) used by emergency responders	(•) Yes ( ) No	LIFEPAK CR2, LIFEPAK 1000 HearSine	*
73	CPR Assist Devices	(•) Yes ( ) No	LUCAS 3	*
74	Patient movement devices and systems	(•) Yes ( ) No	Stryker transport products	
75	Critical Care assist equipment such as IV pumps, ventilation equipment	( ) Yes (•) No		
76	Portable equipment including suction units, vital monitoring equipment including but not limited to pulse oximetry, pulse, blood pressure and carbon monoxide levels	( ) Yes (•) No		
77	Bags and other transportation devices to carry equipment and supplies for patient and provider care and protection	( ) Yes (•) No		
78	Immobilization equipment such as backboard, KED boards, spider straps, head and neck immobilization	( ) Yes (•) No		
79	Emergency medical supplies as they are related to Critical Care and EMS Equipment	(•) Yes ( ) No	Yes	*

80	Services and accessories complementary to the above offerings 71 - 79 including training, installation, testing, maintenance, and warranty programs	◉ Yes ○ No	Stryker offers an e-procurement website where customers may directly purchase accessories and disposables. To order 24/7 at our store at https://shop.stryker.com/. All training is included for all purchased equipment. We recommend that all personnel attend training on the equipment to understand the full benefits and features of the equipment. Please visit https://www.stryker.com/us/en/training-and-education/medical-and-surgical-equipment--/emergency-care/emergency-care.html#upcoming-events for a comprehensive selections of webinars, online courses and others resources, or contact your Account Manager for specific needs. Each sold equipment includes installation guide. Call Stryker service at 1-800-327-0770 if you need help after installation. Stryker offers Limited Warranty at no charge as stated in Section 4 of the pdf. proposal. Additional year of coverage provided via ProCare Service is optional and the cost is included in this quote. Packages are available for all emergency equipment including cots, chairs, fasteners, chest compression systems, defibrillators and monitors. Contact your account manager or visit stryker.com/procare to learn more about our comprehensive service plans.	*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- Pricing - Stryker Sourcewell Price File FINAL.pdf - Friday April 14, 2023 13:37:10
- Financial Strength and Stability - 2023. 02 Stryker SEC Report.pdf - Wednesday April 05, 2023 00:06:58
- Marketing Plan/Samples - Samples of Marketing Materials (1).zip - Wednesday April 05, 2023 00:23:25
- WMBE/MBE/SBE or Related Certificates - stryker-2022-comprehensive-report.pdf - Tuesday April 11, 2023 20:00:40
- Warranty Information - 2023.02 Stryker Emergency Care Warranty.pdf - Tuesday March 21, 2023 16:02:35
- Standard Transaction Document Samples - Stryker Sample--Work Order Service Report_Redacted.pdf - Tuesday April 11, 2023 20:09:02
- Upload Additional Document - 2023. 04 Sourcewell EMS Equipment RFP Proposal _Stryker.pdf - Friday April 14, 2023 13:41:28

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.

3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.

5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.

6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.

7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.

8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.

9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

11. Proposer its employees, agents, and subcontractors are not:
    1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;

    2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or

    3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable, or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Maggie Wang, Associate Manager, Bids & Proposals, Stryker Sales, LLC, through its Medical Division

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

○ **Yes** ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum"** below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_9_RFP_041823_Critical_Care_EMS Tue April 11 2023 09:23 AM	☑	1
Addendum_8_RFP_041823_Critical_Care_EMS Wed April 5 2023 04:50 PM	☑	1
Addendum_7_RFP_041823_Critical_Care_EMS Tue April 4 2023 08:26 AM	☑	2
Addendum_6_RFP_041823_Critical_Care_EMS Wed March 29 2023 04:03 PM	☑	1
Addendum_5_RFP_041823_Critical_Care_EMS Thu March 23 2023 03:39 PM	☑	1
Addendum_4_RFP_041823_Critical_Care_EMS Wed March 22 2023 06:32 PM	☑	1
Addendum_3_RFP_041823_Critical_Care_EMS Thu March 9 2023 03:32 PM	☑	2
Addendum_2_RFP_041823_Critical_Care_EMS Tue March 7 2023 07:36 PM	☑	1
Addendum_1_RFP_041823_Critical_Care_EMS Fri March 3 2023 02:40 PM	☑	1

AMENDMENT #1
TO
CONTRACT # 041823-STY

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **Stryker Sales, LLC** (Supplier).

Sourcewell awarded a contract to Supplier to provide Critical Care and EMS Equipment to Sourcewell and its Participating Entities, effective September 15, 2023, through June 30, 2027 (Contract).

Supplier wishes to amend its response to Question 27 of the Proposal, now reserving the right to periodically approve certain Distributors (as described in Article 2.C.) on a case-by-case basis as needed from time to time.

Except as amended above, the Contract remains in full force and effect.

Sourcewell

DocuSigned by:

By: Jeremy Schwartz
C0FD2A139D06489...

Jeremy Schwartz, Director of Operations/CPO

Date: 12/23/2023 | 1:07 PM CST

Approved:

DocuSigned by:

By: Chad Coauette
48BAF71B0894454...

Chad Coauette, Executive Director/CEO

Date: 12/23/2023 | 8:38 PM CST

Stryker Sales, LLC

DocuSigned by:

By: Jennifer Collins
582450E9392F40D...

Jennifer Collins

Title: Manager, Strategic Pricing & Contracts

Date: 12/22/2023 | 2:19 PM CST

AMENDMENT #2
TO
CONTRACT # 041823-STY

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **Stryker Sales, LLC** (Supplier).

Sourcewell awarded a contract to Supplier to provide Critical Care and EMS Equipment to Sourcewell and its Participating Entities, effective September 15, 2023, through June 30, 2027 (Contract).

Supplier wishes to amend the Contract's Proposal to modify its discount structure.

NOW, THEREFORE, the parties amend the Contract as follows:

> Line item 58 in "Table 11: Pricing and Delivery" of the Proposal is deleted in its entirety and replaced with the following:
>
> "Pricing is based on the category of products, ranging from 8% to 40% discount. See the price list for details."

Except as amended by this Amendment, the Contract remains in full force and effect.

Sourcewell

Signed by:
By: Jeremy Schwartz
C0FD2A139D06489...
Jeremy Schwartz, Chief Procurement Officer

Date: 10/14/2024 | 2:16 PM CDT

Stryker Sales, LLC

DocuSigned by:
By: Anne Mullally
6CE0778B706449D...
Anne Mullally, VP and General Manager

Date: 10/14/2024 | 11:10 AM PDT

ITEM	Category	DESCRIPTION	CONFIGURED List Price Effective 11/1/2024	CONFIGURED Sourcewell Contract Pricing Effective 11/1/2024	AFTERMARKET List Price Effective 11/1/2024	AFTERMARKET Sourcewell Contract Pricing Effective 11/1/2024	Discount from List
11220-000032	H29 - Accessories	POUCH, RIGHT, CARRYING BAG, LP12			$46.00	$36.80	20%
11220-000036	H29 - Accessories	BACK POUCH,SMALL,CARRYING BAG,LP12			$42.00	$33.60	20%
11220-000054	H29 - Accessories	ACCY BAG,RIGHT SIDE LP10			$61.00	$48.80	20%
11220-000064	H29 - Accessories	BATTERY PACK CARRYING POUCH			$54.00	$43.20	20%
11220-000072	H29 - Accessories	BACK POUCH - LARGE			$69.00	$55.20	20%
11260-000019	H29 - Accessories	CARRYING BAGS-STRAP KIT, LP20			$141.00	$112.80	20%
11140-000047	H29 - Accessories	POWER CORD, MLD, DOM, L ANG			$99.00	$79.20	20%
21501-000823	H29 - Accessories	LABEL SET-HARD PADDLES,EN/FR/GE/SW/DA/DU			$7.53	$6.03	20%
21330-001366	H29 - Accessories	ASSY - TEST LOAD, ROHS,ENG SWE DAN FIN			$125.00	$100.00	20%
21330-001367	H29 - Accessories	ASSY - TEST LOAD, ROHS,ENG GER ITA FRE			$124.00	$99.20	20%
21330-001368	H29 - Accessories	ASSY - TEST LOAD, ROHS,ENG SPA PORT BRA			$109.00	$87.20	20%
26500-003362	H28 - AED Accessories	USER MANUAL CD - TRAINER1000 AMERICA			$22.00	$17.60	20%
11110-000038	H29 - Accessories	CABLE ASSY-THERAPY,QUIK-COMBO,SHORT			$216.00	$172.80	20%
11130-000061	H29 - Accessories	PADDLE ASSY-HARD PADDLE,ENGLISH, ROHS, L			$1,336.00	$1,068.80	20%
11131-000001	H29 - Accessories	PADDLE ASSY - INTERNAL HANDLE, LP12			$3,043.00	$2,434.40	20%
11131-000010	H29 - Accessories	INTERNAL PADDLES, 1 INCH (2.5 CM):HANDLE			$550.00	$440.00	20%
11131-000011	H29 - Accessories	INTERNAL PADDLES, 1.5 IN (3.8 CM):HANDLE			$550.00	$440.00	20%
11131-000012	H29 - Accessories	INTERNAL PADDLES, 2 INCH (5.1 CM):HANDLE			$550.00	$440.00	20%
11131-000013	H29 - Accessories	INTERNAL PADDLES, 2.5 IN (6.4 CM):HANDLE			$550.00	$440.00	20%
11131-000014	H29 - Accessories	INTERNAL PADDLES, 3.5 INCH (8.9 CM) W/ D			$550.00	$440.00	20%
11131-000019	H29 - Accessories	ELECTRODE-INTERN, CAM LK. 2.5, DIA, XL,			$550.00	$440.00	20%
11131-000021	H29 - Accessories	INTERN PADDLE,CAMLK, 1.5/3.8CM DIA, 9.00			$550.00	$440.00	20%
11131-000022	H29 - Accessories	INTERN.PADDLE,CAMLK,2.0 /5.1CM DIA, 8.75			$549.00	$439.20	20%
11131-000023	H29 - Accessories	INTERN.PADDLE,CAMLK,3.5/8.9CM DIA, 8.00			$550.00	$440.00	20%
11140-000014	H29 - Accessories	POWER CORD-MOLDED, DOM,R ANGLE RCPT			$31.00	$24.80	20%
11140-000074	H29 - Accessories	DC TO DC POWER ADAPTER,LP15			$2,814.00	$2,251.20	20%
11140-000078	H29 - Accessories	CABLE ASSEMBLY - TEMPERATURE ADAPTER, 5F			$513.00	$410.40	20%
11140-000079	H29 - Accessories	CABLE ASSEMBLY - TEMPERATURE ADAPTER, 10			$513.00	$410.40	20%
11140-000080	H29 - Accessories	CABLE-EXTERNAL POWER, EXTENSION			$430.00	$344.00	20%
11260-000016	H29 - Accessories	ACCESSORY HOLDER-LP20			$90.00	$72.00	20%
11260-000018	H29 - Accessories	CARRYING BAGS-SIDE BAGS, LP20			$232.00	$185.60	20%
11260-000023	H29 - Accessories	CASE-HARD, LP1000			$542.00	$433.60	20%
11260-000041	H29 - Accessories	CARRYING BAGS-STRAP KITLP20			$304.00	$243.20	20%
11260-000043	H29 - Accessories	CARRYING BAGS-TOP BAGP20			$94.00	$75.20	20%
11260-000044	H29 - Accessories	TRUECPR CARRYING CASE			$104.00	$83.20	20%
11260-000045	H29 - Accessories	ACCESSORY CARRY CASE - CODE MANAGEMENT M			$315.00	$252.00	20%
11996-000106	H29 - Accessories	DURA-Y MULTISITE SENSOR			$930.00	$744.00	20%
11996-000310	H29 - Accessories	PATIENT SIMULATOR - ECG, 3 LEAD			$1,171.00	$936.80	20%
11996-000311	H29 - Accessories	PATIENT SIMULATOR - ECG, 12 LEAD			$1,344.00	$1,075.20	20%
11996-000351	H28 - AED Accessories	SOFT BAG - TRAINER1000			$137.00	$109.60	20%
11996-000352	H28 - AED Accessories	HARD BAG - TRAINER1000			$398.00	$318.40	20%
11996-000355	H28 - AED Accessories	PLUG-IN CHARGER USA _A_ -TRAINER1000			$102.00	$81.60	20%
11996-000358	H28 - AED Accessories	REMOTE CONTROL - TRAINER1000			$173.00	$138.40	20%
11996-000370	H29 - Accessories	ROHS LP12-LP15 TO PC USBCABLE,BULK PACKA			$339.00	$271.20	20%
11996-000374	H29 - Accessories	BED CONNECTOR, LP15			$218.00	$174.40	20%
11998-000009	H29 - Accessories	RED SECURITY TIES FOR EMERGENCY CART			$8.79	$7.03	20%
11998-000326	H29 - Accessories	CABLE-ADAPTER,LP15 INTERNAL PADDLES,ROHS			$638.00	$510.40	20%
11998-000334	H29 - Accessories	KIT, EMERGENCY RESPONSE			$64.00	$51.20	20%
21330-000996	H29 - Accessories	ASSY-LP20 DOCKING STATION			$538.00	$430.40	20%
21330-001357	H29 - Accessories	ASSEMBLY, DVD, INSERVICE, LP15, V1			$54.00	$43.20	20%
21330-001365	H50 - Accessories (ProCare)	ASSY - TEST LOAD, ROHS,ENGLISH			$110.00	$88.00	20%
340-000-000	H29 - Accessories	LARYNGOSCOPE, BATTERY, MCGRATH 3.6V GRAY			$83.00	$66.40	20%
99996-000117	H28 - AED Accessories	TRAINER1000 - VERSION AMERICA			$1,881.00	$1,504.80	20%
11110-000029	H50 - Accessories (ProCare)	3-LEAD ECG CABLE			$197.00	$157.60	20%
11110-000040	H50 - Accessories (ProCare)	QUIK-COMBO(TM) THERAPY CABLE			$533.00	$426.40	20%
11110-000042	H50 - Accessories (ProCare)	EXTENSION CABLE FOR SPO SENSORS			$96.00	$76.80	20%
11110-000066	H50 - Accessories (ProCare)	5-LEAD ECG CABLE			$359.00	$287.20	20%
11110-000110	H50 - Accessories (ProCare)	12-LEAD ECG CABLE: MAIN TRUNK CABLE (8-			$289.00	$231.20	20%
11110-000176	H50 - Accessories (ProCare)	DEC-8 CABLE EXTENSION, OXIMETER,8 FT.			$102.00	$81.60	20%
11111-000016	H50 - Accessories (ProCare)	CABLE ASSEMBLY-3 WIRE ECG, AHA, LIFEPAK			$359.00	$287.20	20%
11111-000018	H50 - Accessories (ProCare)	CBL, 4WIRE LIMB LEAD-SITAHA, 12 LEAD ECG			$527.00	$421.60	20%
11111-000020	H50 - Accessories (ProCare)	CBL, 4WIRE LIMB LEAD-SITAHA, 12 LEAD ECG			$532.00	$425.60	20%
11111-000022	H50 - Accessories (ProCare)	CABLE, 6WIRE PRECORDIAL-AHA, 12 LEAD ECG			$212.00	$169.60	20%
11113-000002	H50 - Accessories (ProCare)	ACCESSORY-SHORTING PLUG,QUIK COMBO			$38.00	$30.40	20%
11113-000004	H50 - Accessories (ProCare)	CABLE-THERAPY, QUIK-COMBO, SUPPLIED ASSY			$533.00	$426.40	20%
11130-000037	H50 - Accessories (ProCare)	PADDLE ASSY-DETACHABLE,ENG			$2,206.00	$1,764.80	20%
11131-000024	H50 - Accessories (ProCare)	INT PAD-ELECT. CAM LK. 150 DIA. EPOXY 14			$550.00	$440.00	20%
11131-000040	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 1.0			$3,474.00	$2,779.20	20%
11131-000041	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 1.6			$3,474.00	$2,779.20	20%
11131-000042	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 2.3			$3,474.00	$2,779.20	20%
11131-000043	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 3.0			$3,474.00	$2,779.20	20%
11131-000044	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP15, 1.0			$3,474.00	$2,779.20	20%
11131-000045	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP15, 2.3			$3,474.00	$2,779.20	20%
11131-000046	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP15, 3.0			$3,474.00	$2,779.20	20%
11131-000047	H50 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP15, 1.6			$3,474.00	$2,779.20	20%
11133-000007	H50 - Accessories (ProCare)	ASSY PEDIATRIC PADDLE,MULTI LANGUAGE, 3R			$135.00	$108.00	20%
11140-000015	H50 - Accessories (ProCare)	POWER CORD-MLD,DOM, STR RCPT			$112.00	$89.60	20%
11140-000081	H50 - Accessories (ProCare)	CABLE-EXTERNAL POWER, RIGHT ANGLE			$430.00	$344.00	20%
11140-000098	H50 - Accessories (ProCare)	ADAPTER, POWER, AC TO DC,ENHANCED, LP15			$2,309.00	$1,847.20	20%
11141-000100	H50 - Accessories (ProCare)	ASSEMBLY BATTERY REPLACEMENT KIT			$507.00	$405.60	20%
11141-000112	H50 - Accessories (ProCare)	BATTERY PACK - LI-ION, LP20E			$523.00	$418.40	20%
11141-000149	H50 - Accessories (ProCare)	LIFEPAK NICD BATTERY ASSY 1.6 AH,3RD EDI			$476.00	$380.80	20%
11141-000156	H50 - Accessories (ProCare)	ASSY-BATTERY,PRIMARY,5/4C CELL,LIMN02,LP			$667.00	$533.60	20%
11141-000161	H50 - Accessories (ProCare)	LP1000 LI-ION BATTERY REPLACEMENT KIT AS			$588.00	$470.40	20%
11141-000162	H50 - Accessories (ProCare)	BATTERY PACK, LITHIUM ION, CMM-CODE, MGT			$327.00	$261.60	20%
11160-000007	H50 - Accessories (ProCare)	NIBP CUFF-REUSEABLE,LARGE ADULT			$43.00	$34.40	20%
11160-000011	H50 - Accessories (ProCare)	NIBP CUFF-REUSEABLE,INFANT, BAYONET			$31.00	$24.80	20%
11160-000013	H50 - Accessories (ProCare)	NIBP CUFF-REUSEABLE,CHILD, BAYONET			$35.00	$28.00	20%
11160-000015	H50 - Accessories (ProCare)	NIBP CUFF-REUSEABLE,ADULT, BAYONET			$42.00	$33.60	20%
11160-000017	H50 - Accessories (ProCare)	NIBP CUFF-REUSEABLE,LARGE ADULT, BAYONET			$49.00	$39.20	20%
11160-000019	H50 - Accessories (ProCare)	NIBP CUFF- REUSEABLE,X-LARGE ADULT, BAYO			$69.00	$55.20	20%
11220-000028	H50 - Accessories (ProCare)	TOP POUCH			$83.00	$66.40	20%
11230-000019	H50 - Accessories (ProCare)	CABLE ASSY-LP20 CONFIGURATION,6FT			$173.00	$138.40	20%
11260-000017	H50 - Accessories (ProCare)	CASE-THERMOFORMED,INFANT/CHILD ELECTRODE			$46.00	$36.80	20%
11260-000039	H50 - Accessories (ProCare)	KIT - CARRY BAG, REAR POUCH, 3RD EDITION			$118.00	$94.40	20%
11425-000001	H50 - Accessories (ProCare)	CASE-ACCESSORY, 3 WIRE, LP1000			$97.00	$77.60	20%
11425-000007	H50 - Accessories (ProCare)	BAG ASSEMBLY, NO STRAP, LIFEPAK 1000			$203.00	$162.40	20%
11425-000012	H50 - Accessories (ProCare)	STRAP-BAG ASSEMBLY, STANDARD, LP1000			$65.00	$52.00	20%
11577-000001	H50 - Accessories (ProCare)	KIT - CARRY BAG, SHOULDER STRAP			$56.00	$44.80	20%
11577-000002	H50 - Accessories (ProCare)	KIT - CARRY BAG, MAIN BAG			$461.00	$368.80	20%
11577-000004	H50 - Accessories (ProCare)	LI-ION CHARGER, STATION, STD POWER CORD			$2,632.00	$2,105.60	20%
11577-000011	H50 - Accessories (ProCare)	LI-ION CHARGER, MOBILE,STD POWER CORD			$2,867.00	$2,293.60	20%
11577-000019	H50 - Accessories (ProCare)	ATTACHMENT KIT-LP15 POWER ADAPTER, 3RD E			$81.00	$64.80	20%
11996-000060	H50 - Accessories (ProCare)	DURASENSOR, ADULT FINGERCLIP SENSOR			$420.00	$336.00	20%
11996-000061	H50 - Accessories (ProCare)	OXIBAND(R) ADULT/NEONATAL SENSOR			$319.00	$255.20	20%
11996-000062	H50 - Accessories (ProCare)	OXIBAND(R) PEDIATRIC/INFANT SENSOR			$319.00	$255.20	20%
11996-000183	H50 - Accessories (ProCare)	CABLE-ADAPTER,NC-1,SPO2, SENSORS(REF 181			$830.00	$664.00	20%
11996-000198	H50 - Accessories (ProCare)	CABLE-ADAPTER,MNC-1, SPO2, SENSORS(REF 2			$787.00	$629.60	20%
11996-000365	H50 - Accessories (ProCare)	RED MNC ADAPTER CABLE, 4FT,2641,ROHS			$1,222.00	$977.60	20%
11996-000366	H50 - Accessories (ProCare)	RED MNC ADAPTER CABLE, 10FT, 2642			$1,196.00	$956.80	20%
11996-000369	H50 - Accessories (ProCare)	ROHS LP12-LP15 TO PC USBCABLE,RETAIL PAC			$404.00	$323.20	20%
11996-000375	H26 - Parts	CABLE-DC INPUT, LP15 BATTERY CHARGER			$113.00	$90.40	20%
21300-008146	H50 - Accessories (ProCare)	NIBP - TUBING, 12FT, BAYONET, UDI			$128.00	$102.40	20%
21300-008147	H50 - Accessories (ProCare)	NIBP - TUBING, 9FT, BAYONET, UDI			$112.00	$89.60	20%
21300-008148	H50 - Accessories (ProCare)	NIBP - TUBING, COILED, BAYONET, UDI			$128.00	$102.40	20%
21330-001176	H50 - Accessories (ProCare)	BATTERY PACK-LI-ION			$646.00	$516.80	20%
11210-000048	H28 - AED Accessories	WALLCABINET SS-SEMI RECESS,FIRE RATED LP			$635.00	$508.00	20%
11220-000082	H28 - AED Accessories	STANDARD CABINET,SM,RE,OSHA ORANGE			$489.00	$391.20	20%
11220-000086	H28 - AED Accessories	AED WALL CABINET-SM,SE,ALUM,TIMED STROBE			$753.00	$602.40	20%
11220-000087	H28 - AED Accessories	AED WALL CABINET-SM,RE,STEEL,TIMED STROB			$631.00	$504.80	20%
11220-000088	H28 - AED Accessories	AED WALL CABINET-FR,SE,ALUM,TIMED STROBE			$626.00	$500.80	20%
11220-000089	H28 - AED Accessories	AED WALL CABINET - FR, SE, STEEL, ORANGE			$457.00	$365.60	20%
11220-000090	H28 - AED Accessories	AED WALL CABINET-FR,SE,STEEL,TIMED STROB			$578.00	$462.40	20%
11998-000310	H28 - AED Accessories	LIFEBOX WALL BOX-EXPOSED WALL MOUNT,STRO			$408.00	$326.40	20%
21300-006586	H28 - AED Accessories	PEDESTAL FOR SWITCH			$48.00	$38.40	20%
11140-000091	H28 - AED Accessories	AC/DC POWER CONVERTER, LP1000 BATTERY CH			$120.00	$96.00	20%
21300-006462	H28 - AED Accessories	LID,LIFEPAK CR PLUS,ENHANCED,PAD PRINTED			$54.00	$43.20	20%
11250-000077	H28 - AED Accessories	SHIP ASSY-LPCR-T, ENG/ITA/SPA			$501.00	$400.80	20%
11250-000106	H28 - AED Accessories	CHARGE-PAK, LPCR-T AED TRAINER, ROHS			$23.00	$18.40	20%
11101-000016	H28 - AED Accessories	ELECTASSY-AED INFANTCHILD REDUCED ENERGY			$161.00	$128.80	20%
11101-000017	H28 - AED Accessories	START KIT-I/C ELECTRODE, LANGUAGE SET 1			$260.00	$208.00	20%
11101-000021	H28 - AED Accessories	KIT, SHIPPING, SINGLE ELECTRODE, LPCR2,			$188.00	$150.40	20%
11140-000099	H28 - AED Accessories	KIT-BATTERY CHARGER, LP1000, N. AMERICAN			$650.00	$520.00	20%
11140-000100	H28 - AED Accessories	AC/DC POWER CONVERTER, LP1000 BATTERY CH			$120.00	$96.00	20%
11140-000101	H28 - AED Accessories	POWER CORD, GROUNDED, NORTH AMERICAN			$81.00	$64.80	20%
11141-000165	H28 - AED Accessories	KIT, REPLACEMENT BATTERY, LPCR2, MULTI			$327.00	$261.60	20%
11141-000166	H28 - AED Accessories	BATTERY, D-CELL, TRAINER, LPCR2			$28.00	$22.40	20%
11210-000001	H28 - AED Accessories	WALL MOUNT BRACKET FOR LIFEPAK(R) 500 AE			$201.00	$160.80	20%
11210-000021	H28 - AED Accessories	BRACKET-WALL MOUNT, LIFEPAK CR			$155.00	$124.00	20%
11210-000026	H28 - AED Accessories	WALL BOX - SEMIRECESSED, FIRE RATED, 3 I			$690.00	$552.00	20%
11210-000027	H28 - AED Accessories	LIFEPAK WALL BOX-RECESSED,FIRE RATED			$659.00	$527.20	20%
11210-000028	H28 - AED Accessories	LIFEPAK AED CABINET-FREE STANDING, WHITE			$1,628.00	$1,302.40	20%
11210-000029	H28 - AED Accessories	LIFEPAK AED CABINET-FREE STANDING, GREY			$1,696.00	$1,356.80	20%
11210-000046	H28 - AED Accessories	BRACKET, AED, UNIVERSAL,WHITE			$61.00	$48.80	20%
11210-000047	H28 - AED Accessories	BRACKET, AED, UNIVERSAL,GREEN			$61.00	$48.80	20%
11220-000076	H28 - AED Accessories	STANDARD CABINET, SM, SS			$814.00	$651.20	20%
11220-000077	H28 - AED Accessories	STANDARD CABINET, SR, SS			$739.00	$591.20	20%
11220-000078	H28 - AED Accessories	SMALL CABINET, FR, SS			$690.00	$552.00	20%
11220-000079	H28 - AED Accessories	STANDARD CABINET, SM, RE			$481.00	$384.80	20%
11220-000083	H28 - AED Accessories	STANDARD CABINET, SM, RE, SIREN STROBE A			$589.00	$471.20	20%
11220-000084	H28 - AED Accessories	AED WALL BOX - STAINLESS STEEL, SM, SIRE			$848.00	$678.40	20%
11250-000012	H28 - AED Accessories	TRAINING ELECT KIT-QUIK-PAK			$119.00	$95.20	20%
11250-000015	H28 - AED Accessories	ELECT-TRAINING,QUIK-PAK			$62.00	$49.60	20%
11250-000042	H28 - AED Accessories	ELECTRODES-TRAINING,INFANT-CHILD, SET OF			$63.00	$50.40	20%
11250-000045	H28 - AED Accessories	TRAINING ELECTRODE ASSY,INF-CHILD,KIT,SE			$112.00	$89.60	20%
11250-000099	H28 - AED Accessories	REMOTE CONTROL AND CABLE, LPCR AED ROHS			$71.00	$56.80	20%
11250-000139	H28 - AED Accessories	ASSY, TRAY COVER WITH HANDLE, TRAINER, L			$30.00	$24.00	20%
11250-000140	H28 - AED Accessories	PADS, REPLACEMENT, TRAINER, LPCR2			$258.00	$206.40	20%
11250-000141	H28 - AED Accessories	USB, BLUETOOTH, TRAINER,KIT, LPCR2			$66.00	$52.80	20%
11250-000142	H28 - AED Accessories	USB, REPROGRAMMING, TRAINER, LPCR2, CR2T			$37.00	$29.60	20%
11250-000144	H28 - AED Accessories	TRAINING MAT, LPCR2T2			$33.00	$26.40	20%
11250-000145	H28 - AED Accessories	TRAY, ELECTRODE, TRAINER, LPCR2			$216.00	$172.80	20%

11250-000147	H28 - AED Accessories	KIT, SHIPPING, DEMO, LPCR2, ENGLISH			$938.00	$750.40	20%
11250-000162	H28 - AED Accessories	KIT, SHIPPING, TRAINER,LPCR2, ENGLISH			$869.00	$695.20	20%
11250-000178	H28 - AED Accessories	HANDLE REPLACEMENT KIT,LPCR2 TRAINER			$33.00	$26.40	20%
11260-000014	H28 - AED Accessories	BAG-THERMOFORMED,LPCR-T AED TRAINER			$58.00	$46.40	20%
11260-000015	H28 - AED Accessories	CASE-HARD,LPCR			$384.00	$307.20	20%
11260-000047	H28 - AED Accessories	KIT, CARRY CASE, LPCR2CARRY, LPCR2			$118.00	$94.40	20%
11260-000048	H28 - AED Accessories	ASSY, CARRY TOTE, TRAINER, LPCR2, ENGLIS			$176.00	$140.80	20%
11403-000001	H28 - AED Accessories	SHPNG ASSY-CHG-PK,QK-PK,REPLT KIT, TWO E			$405.00	$324.00	20%
11403-000002	H28 - AED Accessories	ASSY-CHG-PK,QK-PK,REPLT KIT, ONE ELETR			$345.00	$276.00	20%
11512-000001	H28 - AED Accessories	KIT, LID REPLACEMENT, LPCR2, MULTI			$97.00	$77.60	20%
11512-000002	H28 - AED Accessories	KIT, HANDLE REPLACEMENT,LPCR2			$33.00	$26.40	20%
11996-000445	H28 - AED Accessories	WALL CABINET, SOLID PLUS, ALARM, WHITE			$613.00	$490.40	20%
11996-000447	H28 - AED Accessories	WALL CABINET, SOLID PLUS, ALARM, RED			$613.00	$490.40	20%
11996-000449	H28 - AED Accessories	WALL CABINET, SOLID PLUS, HEAT, ALARM, W			$890.00	$712.00	20%
11996-000451	H28 - AED Accessories	WALL CABINET, SOLID PLUS, HEAT, ALARM, R			$890.00	$712.00	20%
11998-000292	H28 - AED Accessories	WALL BOX - SEMI RECESS, LP500,6.75"			$469.00	$375.20	20%
11998-000293	H28 - AED Accessories	WALL BOX - FULL RECESS, LP500			$401.00	$320.80	20%
11998-000327	H28 - AED Accessories	SIGN, WALL, ILCOR W/LOGO, FLAT, 8X10			$38.00	$30.40	20%
11998-000328	H28 - AED Accessories	SIGN, WALL, ILCOR W/LOGO, T-MOUNT, 8X10			$55.00	$44.00	20%
11998-000329	H28 - AED Accessories	SIGN, WALL, ILCOR W/LOGO, TENT, 7X8			$55.00	$44.00	20%
11998-000330	H28 - AED Accessories	SIGN, WALL, TRADITIONALW/LOGO, FLAT, 8X			$38.00	$30.40	20%
11998-000331	H28 - AED Accessories	SIGN, WALL, TRADITIONALW/LOGO, T-MOUNT,			$55.00	$44.00	20%
11998-000332	H28 - AED Accessories	SIGN, WALL, TRADITIONALW/LOGO, TENT, 7X			$55.00	$44.00	20%
11998-000333	H28 - AED Accessories	SIGN, WALL, TRADITIONALW/O LOGO, T-MOUN			$55.00	$44.00	20%
21250-000003	H28 - AED Accessories	DOOR, BATTERY, 3 PACK, TRAINER, LPCR2			$23.00	$18.40	20%
21250-000004	H28 - AED Accessories	ASSY, LID, LOCALIZED, TRAINER, LPCR2, EN			$30.00	$24.00	20%
21300-004576	H28 - AED Accessories	CASE ASSY - THERMOFORMED, LIFEPAK CR			$110.00	$88.00	20%
21300-006597	H28 - AED Accessories	CENTRAL ALARM SWITCH			$82.00	$65.60	20%
21300-008143	H26 - Parts	CABLE, USB2.0 A MALE TOMICRO-B, L 5.5FT			$20.00	$16.00	20%
21300-008152	H28 - AED Accessories	COVER, USB PORT, LPCR2PCR2			$13.81	$11.05	20%
26500-002040	H28 - AED Accessories	REFERENCE CARD - LF CRPLUS OTC			$12.55	$10.04	20%
26500-003645	H28 - AED Accessories	TAG,LOCAL EMERGENCY CONTACT NUMBER,911,M			$6.27	$5.02	20%
63700000000	B15 - Antler Fasteners	FLOOR MOUNT FASTENER SNGL PLT	$730.00	$635.10	$730.00	$635.10	13%
6371000000	B15 - Antler Fasteners	WALL MOUNT COT FASTENER	$450.00	$391.50	$450.00	$391.50	13%
6373000000	B15 - Antler Fasteners	CENTER MOUNT - (DIN GUIDES)	$2,315.00	$2,014.05	$2,315.00	$2,014.05	13%
6376000000	B15 - Antler Fasteners	CNTER MNT COT FSTNER W/O BELTS	$2,315.00	$2,014.05	$2,315.00	$2,014.05	13%
6393002001	B15 - Antler Fasteners	PERF-LD MASS CAS WALL MNT ASSY	$508.00	$441.96	$508.00	$441.96	13%
6393002002	B15 - Antler Fasteners	PERF-LD MASS CAS FLR MNT ASSY	$633.00	$550.71	$633.00	$550.71	13%
6377000000	B15 - Antler Fasteners	FLOOR MOUNT FASTENER DUAL PLTS	$822.00	$715.14	$798.00	$694.26	13%
6391000000	B15 - Antler Fasteners	MASSCASFASTENER	$485.00	$421.95	$471.00	$409.77	13%
11150-000019	H16 - CMM	PACKAGED - CODE MANAGEMENT MODULE, WIREL			$5,880.00	$4,704.00	20%
78000200	H41 - CODE STAT	CDSTSERVICE 1-10			$935.00	$841.50	10%
78000201	H41 - CODE STAT	CDSTSERVICE 11-24			$1,402.00	$1,261.80	10%
78000221	H41 - CODE STAT	CDSTSERVICE 25-50			$3,869.00	$3,482.10	10%
78000222	H41 - CODE STAT	CDSTSERVICE 51-100			$8,512.00	$7,660.80	10%
78000223	H41 - CODE STAT	CDSTSERVICE 101-200			$16,926.00	$15,233.40	10%
78000224	H41 - CODE STAT	CDSTSERVICE 201-300			$24,181.00	$21,762.90	10%
78000225	H41 - CODE STAT	CDSTSERVICE 301-400			$33,853.00	$30,467.70	10%
78000226	H41 - CODE STAT	CDSTSERVICE 401-500			$43,525.00	$39,172.50	10%
78000227	H41 - CODE STAT	CDSTSERVICE 501-600			$53,197.00	$47,877.30	10%
78000228	H41 - CODE STAT	CDSTSERVICE 601-700			$62,869.00	$56,582.10	10%
78000229	H41 - CODE STAT	CDSTSERVICE 701-800			$72,541.00	$65,286.90	10%
78000230	H41 - CODE STAT	CDSTSERVICE 801-900			$82,213.00	$73,991.70	10%
78000231	H41 - CODE STAT	CDSTSERVICE 901-1000			$91,885.00	$82,696.50	10%
78000216	H41 - CODE STAT	CDSTSERVICE 1001-1100			$98,123.00	$88,310.70	10%
78000217	H41 - CODE STAT	CDSTSERVICE 1101-1200			$107,468.00	$96,721.20	10%
78000218	H41 - CODE STAT	CDSTSERVICE 1201-1300			$116,813.00	$105,131.70	10%
78000219	H41 - CODE STAT	CDSTSERVICE 1301-1400			$126,158.00	$113,542.20	10%
78000220	H41 - CODE STAT	CDSTSERVICE 1401-1500			$135,503.00	$121,952.70	10%
11600-000022	H41 - CODE STAT	CODE-STAT 10 DATA REVIEWSEAT LICENSE			$3,698.00	$3,328.20	10%
11600-000024	H41 - CODE STAT	CODE-STAT MAINT AND SUPPORT, 3-YR SINGLE			$2,224.00	$2,001.60	10%
11996-000164	H46 - Disposables	FILTERLINE SET L, ADULT/PEDIAT			$438.00	$306.60	30%
11996-000001	H46 - Disposables	FILTERLINE H SET(INFANT/NEONAT			$766.00	$536.20	30%
11996-000167	H46 - Disposables	MICROSTREAM SMART CAPNOLINE + O2 AD/INTR			$1,722.00	$1,205.40	30%
11996-000163	H46 - Disposables	MICROSTREAM SMART CAPNOLINE +			$489.00	$342.30	30%
11996-000128	H46 - Disposables	MICROSTREAM SMART CAPNOLINE -O			$594.00	$415.80	30%
11996-000165	H46 - Disposables	MICROSTREAM SMART CAPNO+ O2 LO			$621.00	$434.70	30%
11996-000518	H46 - Disposables	SENSOR,RD RNBOW 8-WAVLNGTH SPCO, NEONATA	$993.00	$695.10	$993.00	$695.10	30%
11996-000517	H52 - Disposables (ProCare)	SENSOR,RD RNBOW 8-WAVELENGTH SPCO, INFAN	$1,027.00	$718.90	$1,027.00	$718.90	30%
11996-000515	H52 - Disposables (ProCare)	SENSOR,RD RNBOW 8-WAVELENGTH SPCO, ADULT	$993.00	$695.10	$993.00	$695.10	30%
11996-000516	H52 - Disposables (ProCare)	SENSOR,RD RNBOW 8-WAVLGTH SPCO, PEDIATRI	$1,027.00	$718.90	$1,027.00	$718.90	30%
11996-000511	H52 - Disposables (ProCare)	CABLE,PATIENT,RD RNBOW SET, MD20-12,12FT	$326.00	$228.20	$326.00	$228.20	30%
11996-000505	H52 - Disposables (ProCare)	CABLE,PATIENT,RD RNBOW SET,MD20-1.5,1.5F	$313.00	$219.10	$313.00	$219.10	30%
11996-000510	H52 - Disposables (ProCare)	CABLE,PATIENT,RD RNBOW SET, MD20-05,5FT,	$313.00	$219.10	$313.00	$219.10	30%
11996-000456	H52 - Disposables (ProCare)	SENSOR,SPO2, RDSET DC1,ADULT,REUSE,3FT,M	$418.00	$334.40	$418.00	$334.40	20%
11996-000455	H52 - Disposables (ProCare)	SENSOR,SPO2, RDSETDC1-P,PEDS,REUSE,3FT,M	$418.00	$334.40	$418.00	$334.40	20%
11996-000508	H52 - Disposables (ProCare)	SENSOR,RD SET, DB1, REUSABLE, 1-BOX,MASI	$465.00	$372.00	$465.00	$372.00	20%
11171-000060	H52 - Disposables (ProCare)	SENSOR,RD SET DISPOSABLE,ADULT,20-BOX,MA	$467.00	$326.90	$467.00	$326.90	30%
11171-000061	H52 - Disposables (ProCare)	SENSOR,RD SET DISPOSE,PEDIATRIC,20-BOX,M	$495.00	$346.50	$495.00	$346.50	30%
11171-000062	H52 - Disposables (ProCare)	SENSOR,RD SET DISPOSABLE,INFANT,20-BOX,M	$612.00	$428.40	$612.00	$428.40	30%
11171-000063	H52 - Disposables (ProCare)	SENSOR,RD SET DISPOSABLE,NEO-NATE,20-BOX	$612.00	$428.40	$612.00	$428.40	30%
11171-000064	H52 - Disposables (ProCare)	SENSOR,RD SET DISPOSABLE,NEOPT,20-BOX,MA	$672.00	$470.40	$672.00	$470.40	30%
11171-000083	H46 - Disposables	SENSOR,NON-ADHESIVE,RD SET NEOPT-500,400	$673.00	$471.10	$673.00	$471.10	30%
11996-000519	H52 - Disposables (ProCare)	SENSOR,LNCS-II RAINBOW DCI 8-LAMBDA SPCO	$889.00	$622.30	$889.00	$622.30	30%
11996-000520	H52 - Disposables (ProCare)	SENSOR, LNCS-II RAINBOWDCIP 8-LAMBDA SPC	$978.00	$684.60	$978.00	$684.60	30%
11996-000507	H52 - Disposables (ProCare)	SENSOR,RD SET, E1, DISPL, 10-BOX,MASIMO	$527.00	$368.90	$527.00	$368.90	30%
11996-000543	H52 - Disposables (ProCare)	CABLE,EMS PATIENT,RD SET,MD20,4FT,MASIMO	$348.00	$243.60	$348.00	$243.60	30%
11996-000509	H52 - Disposables (ProCare)	SENSOR,RD SET, TC-I, REUSABLE, 1-BOX,MAS	$455.00	$364.00	$455.00	$364.00	20%
11996-000513	H52 - Disposables (ProCare)	CABLE,PATIENT,RD RNBOW SET, MD14-05,5FT,	$233.00	$163.10	$233.00	$163.10	30%
11996-000514	H52 - Disposables (ProCare)	CABLE,PATIENT,RD RNBOW SET, MD20-12,12FT	$326.00	$228.20	$326.00	$228.20	30%
11996-000512	H52 - Disposables (ProCare)	CABLE,PATIENT,RD SET, MD14-1.5,1.5FT,MAS	$207.00	$144.90	$207.00	$144.90	30%
11101-000003	H46 - Disposables	AED TRAINING ELECTRODES, PAD PORTION ONL			$66.00	$46.20	30%
11101-000004	H46 - Disposables	AED TRAINING ELECTRODE SET			$112.00	$78.40	30%
11101-000007	H46 - Disposables	TRAINING ELECTRODES			$42.00	$29.40	30%
11171-000025	H46 - Disposables	LNC14-PATIENT CABLE,SPO2,14FT,			$627.00	$438.90	30%
11240-000031	H46 - Disposables	50MM WIDE ECG PAPERRECORDING, UDI			$29.00	$20.30	30%
11240-000032	H46 - Disposables	100MM ECG PAPERECG, UDI			$30.00	$21.00	30%
11250-000043	H46 - Disposables	POUCH-CABLE ASSY-TRAINING,INF-CHILD, SET			$108.00	$75.60	30%
11250-000052	H46 - Disposables	ASSEMBLY-TRAINING ELECTRODE, LP 1000 TRA			$107.00	$74.90	30%
11996-000113	H46 - Disposables	OXISENSOR II ADULT			$907.00	$634.90	30%
11996-000114	H46 - Disposables	OXISENSOR II ADULT,LONGCABLE			$1,463.00	$1,024.10	30%
11996-000117	H46 - Disposables	OXISENSOR II NEONATAL			$1,182.00	$827.40	30%
11996-000327	H46 - Disposables	RED PC-08,PATIENT CABLE,8FT,REF 2059			$527.00	$368.90	30%
11996-000338	H46 - Disposables	RAINBOW DCIP-DC12,PED REUSE SENSOR,12FT,			$1,732.00	$1,212.40	30%
21300-005847	H46 - Disposables	GEL-CND-CT,ELCTD,15-25,250 GM TUBE			$8.54	$5.98	30%
350-082-000	H46 - Disposables	LARYNGOSCOPE,BLADES,MAC1,BOX OF 10			$219.00	$181.77	17%
350-084-000	H46 - Disposables	LARYNGOSCOPE,BLADES,MAC2,BOX OF 10	$219.00	$181.77	$219.00	$181.77	17%
350-086-000	H46 - Disposables	LARYNGOSCOPE,BLADES,MAC3,BOX OF 10			$219.00	$181.77	17%
350-088-000	H46 - Disposables	LARYNGOSCOPE,BLADES,MAC4,BOX OF 10			$219.00	$181.77	17%
MVA	H46 - Disposables	FILTERLINE,ADV, AD, ORAL-N, STD, S-TERM,			$430.00	$301.00	30%
MVA100U	H46 - Disposables	FILTERLINE,ADV, AD, ORAL-N, S-TERM, 100			$1,558.00	$1,090.60	30%
MVAI	H46 - Disposables	FILTERLINE,ADV, AD, PED,INTUBATED, S-TER			$382.00	$267.40	30%
MVAI100U	H46 - Disposables	FILTERLINE,ADV, AD, PED,INTUBATED, S-TER			$1,318.00	$922.60	30%
MVAIH	H46 - Disposables	FILTERLINE,ADV, AD, PED,INTUBATED, L-TER			$596.00	$417.20	30%
MVAIL	H46 - Disposables	FILTERLINE,ADV, AD, PED,INTUBATED, 4M,S-			$427.00	$298.90	30%
MVAO	H46 - Disposables	FILTERLINE,ADV, AD, ORAL-N, O2, STD, S-T			$475.00	$332.50	30%
MVAO100U	H46 - Disposables	FILTERLINE,ADV, AD, ORAL-N, O2, STD, S-T			$1,676.00	$1,173.20	30%
MVAOL	H46 - Disposables	FILTERLINE,ADV, AD, ORAL-N, O2, 4M, S-TE			$605.00	$423.50	30%
MVIIH	H46 - Disposables	FILTERLINE, ADV, NEO, INTUBATED, L-TERM,			$745.00	$521.50	30%
MVP	H46 - Disposables	FILTERLINE,ADV, PED, ORAL-N, STD, S-TERM			$430.00	$301.00	30%
MVPO	H46 - Disposables	FILTERLINE,ADV, PED, ORAL-N, O2, STD, S-			$578.00	$404.60	30%
X3-003-000	H46 - Disposables	LARYNGOSCOPE, BLADES, X3, BOX OF 10			$384.00	$318.72	17%
11101-000006	H52 - Disposables (ProCare)	CABLE/CONNECTOR ASSMBLY&REUSABLE POUCH:			$36.00	$28.20	30%
11160-000012	H52 - Disposables (ProCare)	NIBP CUFT-SINGLE PATIENTUSE, INFANT, BAY			$15.06	$10.54	30%
11160-000014	H52 - Disposables (ProCare)	NIBP CUFT- SINGLE PATIENT USE, CHILD, BA			$16.31	$11.42	30%
11160-000016	H52 - Disposables (ProCare)	NIBP CUFT- SINGLE PATIENT USE, ADULT, BA			$17.57	$12.30	30%
11160-000018	H52 - Disposables (ProCare)	NIBP CUFT-SINGLE PATIENTUSE,LARGE ADULT,			$17.57	$12.30	30%
11160-000020	H52 - Disposables (ProCare)	NIBP CUFT-SINGLE PATIENTUSE,X-LGE ADULT,			$23.00	$16.10	30%
11171-000016	H52 - Disposables (ProCare)	LNC10-PATIENT CABLE,SPO2,10FT,REF 1814			$419.00	$293.30	30%
11171-000017	H52 - Disposables (ProCare)	LNCS DC1,ADULT SPO2 SENSOR,REUSABLE,REF			$465.00	$325.50	30%
11171-000018	H52 - Disposables (ProCare)	LNCS DCIP,PED SPO2 SENSOR,REUSABLE,REF 1			$431.00	$301.70	30%
11171-000019	H52 - Disposables (ProCare)	LNCS ADT,ADULT SPO2 SENSOR,DISP,20/BOX,R			$464.00	$324.80	30%
11171-000020	H52 - Disposables (ProCare)	LNCS PDT,PED SPO2 SENSOR,DISP,20/BOX,REF			$526.00	$368.20	30%
11171-000024	H52 - Disposables (ProCare)	LNC4-PATIENT CABLE,SPO2,4FT,REF 2017			$295.00	$206.50	30%
11171-000027	H52 - Disposables (ProCare)	LNCS EXTENSION CABLE,SPO2,4FT,REF 2021			$362.00	$253.40	30%
11171-000028	H52 - Disposables (ProCare)	LNCS NEO-L,SPO2 SENSOR,DISP,20-BOX,REF 2			$650.00	$455.00	30%
11171-000029	H52 - Disposables (ProCare)	LNCS NEO PT-L,SPO2 SNSR,DISP,20-BOX,REF2			$711.00	$497.70	30%
11171-000031	H52 - Disposables (ProCare)	LNCS INF,SPO2 SENSOR,DISP,20-BOX,REF 232			$650.00	$455.00	30%
11171-000032	H52 - Disposables (ProCare)	RAINBOW DC1-DC8,AD REUSESNSR,8FT,REF 240			$1,452.00	$1,016.40	30%
11171-000033	H52 - Disposables (ProCare)	RAINBOW DCIP-DC8,PED REUSE SNSR,8FT,REF2			$1,452.00	$1,016.40	30%
11171-000052	H52 - Disposables (ProCare)	DIGITBT LNCS DB1, ADT REUSABLE SNSR,REF2			$490.00	$343.00	30%
11171-000053	H52 - Disposables (ProCare)	DIGITBTRED DB1-DC8, ADTREUSABLESNSR,REF			$1,043.00	$730.10	30%
11171-000054	H52 - Disposables (ProCare)	REUSABLE LIGHT SHIELD, 5/BOX, REF 2387,R			$96.00	$67.20	30%
11171-000055	H52 - Disposables (ProCare)	DISPOSABLE LIGHT SHIELD,10/BAG, REF 2815			$91.00	$63.70	30%
11996-000017	H52 - Disposables (ProCare)	QUIK-COMBO ELECTRODES WITH RED1-PAK PRE-			$57.00	$39.90	30%
11996-000048	H52 - Disposables (ProCare)	ADHESIVE BANDAGE WRAPS FOR ADULT/NEONATA			$158.00	$110.60	30%
11996-000049	H52 - Disposables (ProCare)	ADHESIVE BANDAGE WRAP FOR PEDIATRIC/INFA			$158.00	$110.60	30%
11996-000090	H52 - Disposables (ProCare)	ELECTRODE-EDGE,ADULT,QC RTS,INTL			$60.00	$42.00	30%
11996-000091	H52 - Disposables (ProCare)	ELECTRODE-EDGE,ADULT,QC STD,INTL			$50.00	$35.00	30%
11996-000093	H52 - Disposables (ProCare)	ELECTRODE-EDGE,PED,QC RTS,INTL			$60.00	$42.00	30%
11996-000115	H52 - Disposables (ProCare)	OXISENSOR II INFANT			$1,162.00	$813.40	30%
11996-000116	H52 - Disposables (ProCare)	OXISENSOR II PEDIATRIC			$900.00	$630.00	30%
11996-000323	H52 - Disposables (ProCare)	RED LNC-04,PATIENT CABLE,4FT,REF 2055			$294.00	$205.80	30%
11996-000324	H52 - Disposables (ProCare)	RED LNC-10,PATIENT CABLE,10FT,REF 2056			$359.00	$251.30	30%
11996-000325	H52 - Disposables (ProCare)	RED LNC-14,PATIENT CABLE,14FT,			$607.00	$424.90	30%
11996-000331	H52 - Disposables (ProCare)	RED DCI-DC3,ADULT REUSE SENSOR,3FT,REF 2			$564.00	$394.80	30%
11996-000332	H52 - Disposables (ProCare)	RED DCI-DC12,ADULT REUSE SENSOR,12FT,REF			$1,037.00	$725.90	30%
11996-000333	H52 - Disposables (ProCare)	RED DCIP-DC3,PED REUSABLE SENSOR,3FT,REF			$564.00	$394.80	30%
11996-000334	H52 - Disposables (ProCare)	RED DCIP-DC12,PED REUSE SENSOR,12FT,REF			$1,037.00	$725.90	30%
11996-000335	H52 - Disposables (ProCare)	RAINBOW DCI-DC3,ADULT REUSE SENSOR,3FT,R			$1,266.00	$886.20	30%
11996-000336	H52 - Disposables (ProCare)	RAINBOW DCI-DC12,ADULT REUSE S			$1,732.00	$1,212.40	30%
11996-000337	H52 - Disposables (ProCare)	RAINBOW DCIP-DC3,PED REUSE SEN			$1,266.00	$886.20	30%
21300-008054	H52 - Disposables (ProCare)	ASSY-4 WIRE COMB, QTY 10, 12 LEAD ECG CB			$81.00	$56.70	30%
21300-008055	H52 - Disposables (ProCare)	ASSY-6 WIRE COMB, QTY 10, 12 LEAD ECG CB			$81.00	$56.70	30%
6254000000	B40 - Evac Chair	EVACUATION CHAIR - MODEL 6254	$5,222.00	$4,543.14	$5,170.00	$4,497.90	13%

6254050000	B41 - Evac Chair Aftermarket	BRACKET OPTION	$38.00	$33.06	$38.00	$33.06	13%
6254029000	B41 - Evac Chair Aftermarket	6254 FOOT REST OPTION	$435.00	$378.45	$435.00	$378.45	13%
6254058000	B41 - Evac Chair Aftermarket	COVER OPTION	$269.00	$234.03	$269.00	$234.03	13%
6254002000	B41 - Evac Chair Aftermarket	CABINET OPTION	$963.00	$837.81	$963.00	$837.81	13%
350-STR-AA-AV	H01 - HeartSine 300 Series	PKG, 350P, PP07, EN,AA,Red-Case, 350-STR			$2,513.00	$1,507.80	40%
350-STR-US-10	H01 - HeartSine 300 Series	PACKAGE,350P,PP01,EN,350-STR-US-10			$2,311.00	$1,386.60	40%
350-STR-US-AV	H01 - HeartSine 300 Series	PACKAGE,350P,PP01,EN,350-STR-US-AV			$2,513.00	$1,507.80	40%
350-STR-US-GW	H01 - HeartSine 300 Series	PACKAGE, 350P, Gateway,PP01,US, 350-BAS-			$2,658.00	$1,594.80	40%
360-STR-US-10	H01 - HeartSine 300 Series	PACKAGE,360P,PP01,EN,360-STR-US-10			$2,498.00	$1,498.80	40%
360-STR-US-AV	H01 - HeartSine 300 Series	PACKAGE,360P,PP01,EN,360-STR-US-AV			$2,658.00	$1,594.80	40%
360-STR-US-GW	H01 - HeartSine 300 Series	PACKAGE, 360P, Gateway,PP01, US, 360-BAS			$2,846.00	$1,707.60	40%
450-STR-US-10	H38 - HeartSine 400/500	PACKAGE,450P,PP01,EN,450-STR-US-10			$2,590.00	$1,554.00	40%
450-STR-US-AV	H38 - HeartSine 400/500	PACKAGE,450P,PP01,EN,450-STR-US-AV			$2,777.00	$1,666.20	40%
450-STR-US-GW	H38 - HeartSine 400/500	PACKAGE, 450P, Gateway,PP03J, US, 450-ST			$2,936.00	$1,761.60	40%
TRN-350-AS	H39 - HeartSine A&D	TRAINER,350,ES,TRN-350-AS			$610.00	$366.00	40%
TRN-360-AS	H39 - HeartSine A&D	TRAINER,360,ES,TRN-360-AS			$610.00	$366.00	40%
ACC-BAT-GW	H40 - HeartSine Gateway	HeartSine Gateway,Replacement Batteriies			$52.00	$41.60	20%
ACC-REM-GW	H40 - HeartSine Gateway	HeartSine Gateway,Removal Tool			$25.00	$20.00	20%
PAD-ACC-02	H39 - HeartSine A&D	ACCESSORY,USB CABLE,PAD-ACC-02			$51.00	$40.80	20%
PAD-BAG-01	H39 - HeartSine A&D	BAG,YELLOW/BLUE,PAD-BAG-01			$75.00	$60.00	20%
PAD-BAG-02	H39 - HeartSine A&D	BAG,SCOUT RUCKSACK,PAD-BAG-02			$196.00	$156.80	20%
PAD-CAB-02	H39 - HeartSine A&D	CABINET,WALL BRACKET,PAD-CAB-02			$113.00	$90.40	20%
PAD-CAB-04	H39 - HeartSine A&D	CABINET,ALARMED CABINET,PAD-CAB-04			$207.00	$165.60	20%
PAD-PAK-01	H39 - HeartSine A&D	BATTERY,PAD-PAK-01			$236.00	$188.80	20%
PAD-PAK-02	H39 - HeartSine A&D	BATTERY,PAD-PAK-02			$279.00	$223.20	20%
PAD-PAK-07	H39 - HeartSine A&D	BATTERY,PAD-PAK-07			$256.00	$204.80	20%
TRN-350-US	H39 - HeartSine A&D	TRAINER,350,EN,TRN-350-US			$610.00	$488.00	20%
TRN-360-US	H39 - HeartSine A&D	TRAINER,360,EN,TRN-360-US			$610.00	$488.00	20%
TRN-450-US	H39 - HeartSine A&D	TRAINER,450,EN,TRN-450-US			$610.00	$488.00	20%
TRN-ACC-02	H39 - HeartSine A&D	ACCESSORY,TRN ELECTRODEX10,TRN-ACC-02			$61.00	$48.80	20%
TRN-ACC-03	H39 - HeartSine A&D	ACCESSORY,TRN ELECTRODEX25,TRN-ACC-03			$141.00	$112.80	20%
TRN-ACC-14	H39 - HeartSine A&D	ACCESSORY,TRN CHARGER,TRN-ACC-14			$46.00	$36.80	20%
TRN-ACC-16	H39 - HeartSine A&D	REMOTE,TRN350,TRN-ACC-16			$220.00	$176.00	20%
TRN-ACC-18	H39 - HeartSine A&D	REMOTE,TRN360,TRN-ACC-18			$220.00	$176.00	20%
TRN-ACC-19	H39 - HeartSine A&D	REMOTE,TRN450,TRN-ACC-19			$220.00	$176.00	20%
TRN-PAK-04	H39 - HeartSine A&D	ACCESSORY,TRN-PAK-04			$71.00	$56.80	20%
ACC-GTW-US-01	H40 - HeartSine Gateway	PACKAGE, Gateway, US,ACC-GTW-US-01			$318.00	$254.40	20%
78000172	H07 - Lifenet	CODE-STAT Maint Subscrip 3 yrs			$2,159.00	$1,943.10	10%
78000150	H07 - Lifenet	LIFENET Premium			$15,617.00	$14,055.30	10%
78000151	H07 - Lifenet	LIFENET Standard			$9,746.00	$7,871.40	10%
78000152	H07 - Lifenet	LIFENET Basic			$4,373.00	$3,935.70	10%
78000170	H07 - Lifenet	LIFENET CardioCartInt			$2,624.00	$2,361.60	10%
78000171	H07 - Lifenet	LIFENET Asset			$142.00	$127.80	10%
81000001	H53 – LIFENET Care	EMS LIFENET PRO TIER 1			$518.00	$466.20	10%
81000002	H53 – LIFENET Care	EMS LIFENET PRO TIER 2			$2,588.00	$2,329.20	10%
81000003	H53 – LIFENET Care	EMS LIFENET PRO TIER 3			$7,763.00	$6,986.70	10%
81000004	H53 – LIFENET Care	EMS LIFENET PRO TIER 4			$20,700.00	$18,630.00	10%
81000056	H53 – LIFENET Care	LIFENET Care Enterprise-Site	$4,140.00	$3,726.00	$4,140.00	$3,726.00	10%
81000027	H53 – LIFENET Care	HOSP LIFENET CARE PRO 1	$12,368.00	$11,131.20	$12,368.00	$11,131.20	10%
81000028	H53 – LIFENET Care	HOSP LIFENET CARE PRO 2	$17,543.00	$15,788.70	$17,543.00	$15,788.70	10%
81000029	H53 – LIFENET Care	HOSPITAL LIFENET PRO TIER 3	$22,718.00	$20,446.20	$22,718.00	$20,446.20	10%
81000030	H53 – LIFENET Care	HOSP LIFENET CARE PRO 4	$26,858.00	$24,172.20	$26,858.00	$24,172.20	10%
81000036	H53 – LIFENET Care	HOSP LIFENET PRO TIER 1 RENEW	$12,368.00	$11,131.20	$12,368.00	$11,131.20	10%
81000037	H53 – LIFENET Care	HOSP LIFENET PRO TIER 2 RENEW	$17,543.00	$15,788.70	$17,543.00	$15,788.70	10%
81000038	H53 – LIFENET Care	HOSP LIFENET PRO TIER 3 RENEW	$22,718.00	$20,446.20	$22,718.00	$20,446.20	10%
81000039	H53 – LIFENET Care	HOSP LIFENET PRO TIER 4 RENEW	$26,858.00	$24,172.20	$26,858.00	$24,172.20	10%
81000065	H53 – LIFENET Care	HOSP LIFENET PRO TIER 5 RENEW			$5,175.00	$4,657.50	10%
81000054	H53 – LIFENET Care	HOSP LIFENET PRO ENT TIER 2	$93,150.00	$83,835.00	$93,150.00	$83,835.00	10%
81000044	H53 – LIFENET Care	HOSP LIFENET PRO ENT RENEW	$46,575.00	$41,917.50	$46,575.00	$41,917.50	10%
81000031	H53 – LIFENET Care	HOSPITAL LIFENET STNDRD TIER 1			$6,210.00	$5,589.00	10%
81000032	H53 – LIFENET Care	HOSPITAL LIFENET STNDRD TIER 2			$13,403.00	$12,062.70	10%
81000033	H53 – LIFENET Care	HOSPITAL LIFENET STNDRD TIER 3			$18,578.00	$16,720.20	10%
81000034	H53 – LIFENET Care	HOSPITAL LIFENET STNDRD TIER 4			$22,718.00	$20,446.20	10%
81000055	H53 – LIFENET Care	HOSP LIFENET STANDARD TIER 5	$207,000.00	$186,300.00	$3,105.00	$2,794.50	10%
81000040	H53 – LIFENET Care	LIFENET STNDARD TIER 1 RENEWAL			$6,210.00	$5,589.00	10%
81000041	H53 – LIFENET Care	LIFENET STNDARD TIER 2 RENEWAL			$13,403.00	$12,062.70	10%
81000042	H53 – LIFENET Care	LIFENET STNDARD TIER 3 RENEWAL			$18,578.00	$16,720.20	10%
81000043	H53 – LIFENET Care	LIFENET STNDARD TIER 4 RENEWAL			$22,718.00	$20,446.20	10%
81000066	H53 – LIFENET Care	LIFENET STANDARD RENEW TIER 5			$3,105.00	$2,794.50	10%
81000035	H53 – LIFENET Care	HOSP LIFENET PRO ENT TIER 2	$46,575.00	$41,917.50	$46,575.00	$41,917.50	10%
81000057	H53 – LIFENET Care	HOSP LIFENET STNDARD ENT, 6-10	$93,150.00	$83,835.00	$62,100.00	$55,890.00	10%
81000058	H53 – LIFENET Care	HOSP LIFENET STNDRD ENT, 11-25	$207,000.00	$186,300.00	$155,250.00	$139,725.00	10%
81000059	H53 – LIFENET Care	HOSP LIFENET STD ENT RNW, 2-5	$93,150.00	$83,835.00	$93,150.00	$83,835.00	10%
81000060	H53 – LIFENET Care	HOSP LIFENET STD ENT RNW, 6-10	$207,000.00	$186,300.00	$207,000.00	$186,300.00	10%
81000061	H53 – LIFENET Care	LIFENET STD ENT RENEW, 11-25			$124,200.00	$111,780.00	10%
78000168	H07 - Lifenet	Verizon Data Plan 1yr			$397.00	$357.30	10%
78000169	H07 - Lifenet	AT&T Data Plan 1yr			$530.00	$477.00	10%
99425-000023	H17 - LP1000	LP1000,EN,STD,M			$3,831.00	$2,758.32	28%
99425-000025	H17 - LP1000	LP1000,EN,STD,ECG DISP,M			$4,718.00	$3,396.96	28%
96577-000015	H21 - Refurbished	15AAABAAAABBBAAAAAAAAAABFLP15 MONITOR/DEF			$19,564.00	$16,629.40	15%
96577-000016	H21 - Refurbished	15AABAABAABBBAAAAAAAAAABFLP15 MONITOR/DEF			$15,753.00	$13,390.05	15%
96577-000017	H21 - Refurbished	15AABBAABABBBAAAAAAAAAABFLP15 MONITOR/DEF			$24,584.00	$20,896.40	15%
96577-000018	H21 - Refurbished	15AACBABBABBBABAAAAAAAAABFLP15 MONITOR/DEF			$29,900.00	$25,415.00	15%
96577-000019	H21 - Refurbished	15AACBABBBBBBAAAAAAAAAABFLP15 MONITOR/DEF			$30,471.00	$25,900.35	15%
96577-000020	H21 - Refurbished	15AAAAABBABBBBAAAAAAAAAABFLP15 MONITOR/DEF			$20,421.00	$17,357.85	15%
96577-000021	H21 - Refurbished	15AABBABBABBBAAAAAAAAAABFLP15 MONITOR/DEF			$26,746.00	$22,734.10	15%
96577-000022	H21 - Refurbished	15AACBABBABBBAAAAAAAAAABFLP15 MONITOR/DEF			$29,683.00	$25,230.55	15%
99677-002166	H15 - LP15	LP15,EN,SPO2,3L,EX,CO2,TR,VR,BT,MNC,V4			$29,709.00	$25,282.65	15%
99677-002167	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,TR,VR,TM			$41,082.00	$34,919.70	15%
99677-002168	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,TR,VR,MNC,V4			$30,637.00	$26,041.45	15%
99677-002169	H15 - LP15	LP15,EN,SPO2COMET,3L/12L,EX,NIBP,CO2,TR,			$49,983.00	$42,485.55	15%
99677-002170	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,TR,VR,MN			$40,210.00	$34,178.50	15%
99677-002171	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,IP,TR,VR			$42,769.00	$36,353.65	15%
99677-002172	H15 - LP15	LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2,IP,TR,			$46,408.00	$39,446.80	15%
99677-002173	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,IP,TR,VR			$41,957.00	$35,663.45	15%
99677-002174	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,IP,TR,VR,V4			$32,929.00	$27,989.65	15%
99677-002175	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,IP,TR,VR,MNC			$33,203.00	$28,222.55	15%
99677-002176	H15 - LP15	LP15,EN,SPO2,3L,EX,CO2,TR,VR,V4			$26,465.00	$22,495.25	15%
99677-002177	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,CO2,TR,VR,V4			$37,248.00	$31,660.80	15%
99677-002179	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,TR,VR,MNC,V4			$24,303.00	$20,657.55	15%
99677-002180	H15 - LP15	LP15,EN,3L/12L,EX,TR,VR,V4			$29,429.00	$25,014.65	15%
99677-002181	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,IP,TR,VR,V4			$27,272.00	$23,181.20	15%
99677-002182	H15 - LP15	LP15,EN,SPO2CO,3L,EX,NIBP,CO2,TR,VR,V4			$34,284.00	$29,141.40	15%
99677-002183	H15 - LP15	LP15,EN,SPO2,3L,EX,VR,MNC,V4			$20,400.00	$17,340.00	15%
99677-002184	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,IP,TR,VR,MNC,V4			$28,080.00	$23,868.00	15%
99677-002345	H15 - LP15	LP15,EN,SPO2,3L,EX,VR,V4			$18,445.00	$15,678.25	15%
81700-000001	H15 - LP15	BUN-ACPA,LP15,SPO2,12L,NIPB,CO2,IP,TR,BT			$57,202.00	$48,621.70	15%
81700-000002	H15 - LP15	BUN-ACPA,LP15,SPO2,12L,NIBP,CO2,TR,BT,TM			$51,608.00	$43,866.80	15%
81700-000003	H15 - LP15	BUN-ACPA,LP15,SPO2,NIBP,CO2,TR,V4			$35,198.00	$29,918.30	15%
81700-000004	H15 - LP15	BUN-ACPA,LP15,SPO2,12L,NIBP,CO2,TR,BT,V4			$49,839.00	$42,363.15	15%
81700-000005	H15 - LP15	BUN-ACPA,LP15,SPO2,CO2,TR,BT,V4			$31,893.00	$26,854.05	15%
81700-000006	H15 - LP15	BUN-ACPA,LP15,SPO2,12L,NIBP,CO2,IP,TR,V4			$57,269.00	$48,678.65	15%
81700-000007	H15 - LP15	BUN-ACPA,LP15,V4			$22,038.00	$18,732.30	15%
99577-001368	H15 - LP15	LP15,EN,3L/12L,EX,TR,VR,BT,V4			$31,978.00	$27,181.30	15%
99577-001372	H15 - LP15	LP15,EN,SPO2COMET,3L/12L,EX,NIBP,CO2,IP,			$54,478.00	$46,306.30	15%
99577-001373	H15 - LP15	LP15,EN,SPO2COMET,3L/12L,EX,NIBP,CO2,TR,			$53,562.00	$45,527.70	15%
99577-001588	H15 - LP15	LP15,EN,SPO2COMET,3L/12L,EX,NIBP,CO2,TR,			$51,790.00	$44,021.50	15%
99577-001930	H15 - LP15	LP15,EN,3L,EX,VR,V4			$19,248.00	$16,360.80	15%
99577-001931	H15 - LP15	LP15,EN,SPO2CO,3L,EX,NIBP,TR,VR,V4			$30,425.00	$25,861.25	15%
99577-001932	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,TR,VR,V4			$32,409.00	$27,547.65	15%
99577-001933	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,TR,VR,V4			$38,489.00	$32,715.65	15%
99577-001934	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,TR,VR,V4			$42,445.00	$36,078.25	15%
99577-001935	H15 - LP15	LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2,TR,VR,			$47,115.00	$40,047.75	15%
99577-001936	H15 - LP15	LP15,EN,SPO2COMET,3L/12L,EX,NIBP,CO2,TR,			$51,790.00	$44,021.50	15%
99577-001937	H15 - LP15	LP15,EN,SPO2COMET,3L/12L,EX,NIBP,CO2,IP,			$54,478.00	$46,306.30	15%
99577-001938	H15 - LP15	LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2,TR,VR,			$48,886.00	$41,553.10	15%
99577-001939	H15 - LP15	LP15,EN,3L,EX,VR,BT,V4			$19,248.00	$16,360.80	15%
99577-001941	H15 - LP15	LP15,EN,SPO2,3L,EX,VR,BT,MNC,V4			$22,499.00	$19,124.15	15%
99577-001943	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,CO2,TR,VR,BT,V4			$40,188.00	$34,159.80	15%
99577-001944	H15 - LP15	LP15,EN,SPO2,3L,EX,CO2,TR,VR,BT,V4			$28,867.00	$24,536.95	15%
99577-001945	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,TR,VR,BT,V4			$25,751.00	$21,888.35	15%
99577-001946	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,TR,VR,BT,MNC,V4			$26,597.00	$22,607.45	15%
99577-001947	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,IP,TR,VR,BT,V4			$29,715.00	$25,257.75	15%
99577-001948	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,IP,TR,VR,BT,MNC,			$30,561.00	$25,976.85	15%
99577-001950	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,TR,VR,BT,V4			$32,409.00	$27,547.65	15%
99577-001951	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,TR,VR,BT,MNC	$31,647.00	$26,899.95	$33,248.00	$28,260.80	15%
99577-001952	H15 - LP15	LP15,EN,SPO2CO,3L,EX,NIBP,CO2,TR,VR,BT,V			$37,077.00	$31,515.45	15%
99577-001953	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,TR,VR,BT,V4			$38,489.00	$32,715.65	15%
99577-001955	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,TR,VR,BT			$42,445.00	$36,078.25	15%
99577-001956	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,TR,VR,BT			$44,216.00	$37,583.60	15%
99577-001957	H15 - LP15	LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2,TR,VR,			$47,115.00	$40,047.75	15%
99577-001958	H15 - LP15	LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2,TR,VR,			$48,886.00	$41,553.10	15%
99577-001959	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,IP,TR,VR,BT,			$35,654.00	$30,305.90	15%
99577-001960	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,IP,TR,VR			$45,133.00	$38,363.05	15%
99577-001962	H15 - LP15	LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2,IP,TR,			$49,808.00	$42,336.80	15%
99577-001963	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,IP,TR,VR			$45,987.00	$39,088.95	15%
99577-001964	H15 - LP15	LP15,EN,SPO2,3L/12L,EX,NIBP,CO2,TR,VR,BT			$43,299.00	$36,804.15	15%
99577-001966	H15 - LP15	LP15,EN,SPO2,3L,EX,NIBP,CO2,IP,VR,MNC,V4			$35,942.00	$30,550.70	15%
99512-001261	H02 - LPCR2	LPCR2,WIFI,B,EN-US,DE,S,1,ROS,MODET,ROS,			$3,265.00	$2,383.45	27%
99512-001262	H02 - LPCR2	LPCR2,WIFI,H,EN-US,DE,S,1,ROS,MODET,ROS,			$3,164.00	$2,309.72	27%
99512-001263	H02 - LPCR2	LPCR2,WIFI,B,EN-US,DE,A,1,ROS,MODET,ROS,			$3,535.00	$2,580.55	27%
99512-001264	H02 - LPCR2	LPCR2,WIFI,H,EN-US,DE,A,1,ROS,MODET,ROS,			$3,434.00	$2,506.82	27%
99512-001265	H02 - LPCR2	LPCR2,WIFI,B,EN-US,ES-ES,S,2,ROS,MODET,R			$3,366.00	$2,457.18	27%
99512-001266	H02 - LPCR2	LPCR2,WIFI,H,EN-US,ES-ES,S,2,ROS,MODET,R			$3,265.00	$2,383.45	27%
99512-001267	H02 - LPCR2	LPCR2,WIFI,B,EN-US,ES-ES,A,2,ROS,MODET,R			$3,635.00	$2,653.55	27%
99512-001268	H02 - LPCR2	LPCR2,WIFI,H,EN-US,ES-ES,A,2,ROS,MODET,R			$3,535.00	$2,580.55	27%
99512-001434	H02 - LPCR2	LPCR2,USB,H,EN-US,DE,A,1,MODET,FLX,CPR12			$3,226.00	$2,354.98	27%
99512-001435	H02 - LPCR2	LPCR2,USB,H,EN-US,DE,S,1,MODET,FLX,CPR12			$3,092.00	$2,257.16	27%
99512-000970	H02 - LPCR2	LPCR2,CELL,B,EN-US,DE,S,1,ROS,MODET,ROS,			$3,367.00	$2,457.91	27%
99512-001708	H02 - LPCR2	LPCR2,CELL,H,EN-US,DE,S,1,ROS,MODET,ROS,			$3,262.00	$2,381.26	27%
99512-001709	H02 - LPCR2	LPCR2,CELL,B,EN-US,DE,A,1,ROS,MODET,ROS,			$3,644.00	$2,660.12	27%
99512-001710	H02 - LPCR2	LPCR2,CELL,H,EN-US,DE,A,1,ROS,MODET,ROS,			$3,541.00	$2,584.93	27%

99812-001711	H02 - LPCR2	LPCR2,CELL,B,EN-US,ES-ES,S,2,ROS,MODET,R			$3,470.00	$2,533.10	27%
99812-001712	H02 - LPCR2	LPCR2,CELL,H,EN-US,ES-ES,S,2,ROS,MODET,R			$3,367.00	$2,457.91	27%
99812-001713	H02 - LPCR2	LPCR2,CELL,B,EN-US,ES-ES,A,2,ROS,MODET,R			$3,748.00	$2,736.04	27%
99812-001714	H02 - LPCR2	LPCR2,CELL,H,EN-US,ES-ES,A,2,ROS,MODET,R			$3,644.00	$2,660.12	27%
50998-000027	H42 - Modem Data Plan	LPCR2, 4G DATA PLAN			$516.00	$464.40	10%
99576-000063	H06 - Lucas	LUCAS 3, 3.1, IN SHIPPING BOX, EN			$20,716.00	$17,815.76	14%
99576-000083	H06 - Lucas	UNIT, TRAINING, LUCAS 3,3.1, EN			$12,277.00	$10,558.22	14%
21576-000016	H30 - Lucas Accessories	LUCAS 2 - REFURBISHING KIT			$893.00	$714.40	20%
21576-000026	H30 - Lucas Accessories	LUCAS 2 FRAME ASSY			$1,623.00	$1,298.40	20%
21576-000047	H30 - Lucas Accessories	SCREW PT K40X12 WN 1452A2			$6.09	$4.87	20%
21576-000089	H30 - Lucas Accessories	BRACKET, HOOD, LUCAS			$536.00	$428.80	20%
21996-000036	H30 - Lucas Accessories	SEAL-SHAFT			$4.87	$3.90	20%
11576-000046	H30 - Lucas Accessories	LUCAS SUCTION CUP DISPOSABLE 3-PACK			$193.00	$154.40	20%
11576-000047	H30 - Lucas Accessories	LUCAS SUCTION CUP DISPOSABLE 12-PACK			$685.00	$548.00	20%
11576-000060	H30 - Lucas Accessories	LUCAS BATTERY CHARGER,MAINS PLUG,US-CAN-			$1,609.00	$1,287.20	20%
11576-000064	H30 - Lucas Accessories	LUCAS PC1 BACK PLATE			$4,830.00	$3,864.00	20%
11576-000088	H30 - Lucas Accessories	PLATE, BACK, SLIM, LUCAS			$542.00	$433.60	20%
11576-000089	H30 - Lucas Accessories	PLATE,BACK,ANTI SLIP,FORSLIM BACK PLATE,			$39.00	$31.20	20%
11576-000090	H30 - Lucas Accessories	PLATE,BACK,ANTI SLIP,3PACK,SLIM BACK PLA			$95.00	$76.00	20%
11576-000094	H30 - Lucas Accessories	CASE, CARRYING, HARD SHELL, LUCAS, STRYK			$617.00	$493.60	20%
11996-000279	H30 - Lucas Accessories	LUCAS CONNECTOR-OHMEDA AIR			$508.00	$406.40	20%
21996-000044	H30 - Lucas Accessories	BACKPLATE V2			$520.00	$416.00	20%
11576-000065	H51 - Lucas Accessories (ProC)	LUCAS STABILIZATION STRAP YELLOW-BULK			$120.00	$96.00	20%
21996-000064	H51 - Lucas Accessories (ProC)	LUCAS STABILIZATION STRAP IN SHIPPING BO			$131.00	$104.80	20%
11576-000072	H51 - Lucas Accessories (ProC)	LUCAS 2 BUMPER INTEGRATED SHAFT SEAL, PA			$58.00	$46.40	20%
21576-000006	H51 - Lucas Accessories (ProC)	LUCAS 2 - COMPRESSION MODULE			$6,401.00	$5,120.80	20%
21576-000007	H51 - Lucas Accessories (ProC)	LUCAS 2 - DRIVE BELT			$273.00	$218.40	20%
21576-000008	H51 - Lucas Accessories (ProC)	LUCAS 2 - HOOD WITH USERPANEL			$1,767.00	$1,413.60	20%
21576-000009	H51 - Lucas Accessories (ProC)	LUCAS 2 - BELLOWS			$763.00	$610.40	20%
21576-000010	H51 - Lucas Accessories (ProC)	LUCAS 2 - ELECTRIC FAN			$827.00	$661.60	20%
21576-000011	H51 - Lucas Accessories (ProC)	LUCAS 2 - ELECTRIC MOTOR			$2,125.00	$1,700.00	20%
21576-000013	H51 - Lucas Accessories (ProC)	LUCAS 2 - SUPPORT LEG			$1,271.00	$1,016.80	20%
21576-000018	H51 - Lucas Accessories (ProC)	LUCAS 2 CARRY BALL SCREWGREASE			$108.00	$86.40	20%
21576-000019	H51 - Lucas Accessories (ProC)	LUCAS 2 INTERNAL COMMUNICATION CABLE			$336.00	$268.80	20%
21576-000020	H51 - Lucas Accessories (ProC)	LUCAS 2 HOOD COMMUNICATION CABLE			$353.00	$282.40	20%
21576-000027	H51 - Lucas Accessories (ProC)	LUCAS 2 POWER INLET			$279.00	$223.20	20%
21576-000050	H51 - Lucas Accessories (ProC)	AXEL-ANGLE SHAFT			$13.40	$10.72	20%
21576-000063	H51 - Lucas Accessories (ProC)	SCREW MRX-H M3X50 A2 DIN7985			$6.09	$4.87	20%
21576-000064	H51 - Lucas Accessories (ProC)	SCREW MFT M5X20 A2			$7.31	$5.85	20%
21576-000066	H51 - Lucas Accessories (ProC)	LUCAS 2 - COMPRESSION MODULE 2.2			$6,519.00	$5,215.20	20%
21576-000067	H51 - Lucas Accessories (ProC)	LUCAS 2 - HOOD WITH USER PANEL 2.2			$1,376.00	$1,100.80	20%
21576-000070	H51 - Lucas Accessories (ProC)	LUCAS 2 INTERNAL COMMUNICATION CABLE 2.			$228.00	$182.40	20%
21576-000072	H51 - Lucas Accessories (ProC)	LUCAS 2 POWER INLET 2.2			$391.00	$312.80	20%
21576-000080	H51 - Lucas Accessories (ProC)	HOOD, WITH USER PANEL, LUCAS 3			$898.00	$718.40	20%
21576-000081	H51 - Lucas Accessories (ProC)	LEG, SUPPORT, LUCAS 3			$485.00	$388.00	20%
11576-000038	H51 - Lucas Accessories (ProC)	LUCAS 2 CARRYING BAG			$472.00	$377.60	20%
11576-000039	H51 - Lucas Accessories (ProC)	LUCAS 2 BATTERY			$984.00	$787.20	20%
11576-000048	H51 - Lucas Accessories (ProC)	LUCAS CAR CABLE			$196.00	$156.80	20%
11576-000050	H51 - Lucas Accessories (ProC)	LUCAS PATIENT STRAPS PAIR			$143.00	$114.40	20%
11576-000051	H51 - Lucas Accessories (ProC)	LUCAS PATIENT STRAPS PAIR 3-PACK			$372.00	$297.60	20%
11576-000069	H51 - Lucas Accessories (ProC)	LUCAS PATIENT STRAP-BULK			$66.00	$52.80	20%
11576-000070	H51 - Lucas Accessories (ProC)	LUCAS 2 BUMPER, PAIR			$59.00	$47.20	20%
11576-000071	H51 - Lucas Accessories (ProC)	LUCAS POWER SUPPLY WITHCORD,REDEL,CANADA			$509.00	$407.20	20%
11576-000080	H51 - Lucas Accessories (ProC)	BATTERY,LUCAS,DARK GRAY			$957.00	$765.60	20%
11576-000091	H51 - Lucas Accessories (ProC)	SEAL,SHAFT,INTEGRATED,BUMPER,PAIR,BLACK,			$59.00	$47.20	20%
21576-000074	H51 - Lucas Accessories (ProC)	STRAP, STABILIZATION, LUCAS			$126.00	$100.80	20%
21576-000075	H51 - Lucas Accessories (ProC)	STRAP, STABILIZATION, 4-PACK, LUCAS			$406.00	$324.80	20%
50998-000011	H45 - Modem	OSITECH WIRELESS PART REPLACEMENT			$179.00	$161.10	10%
11996-000471	H45 - Modem	ASSEMBLY, GATEWAY, 4G, MULITTECH, VERIZO			$1,600.00	$1,440.00	10%
11996-000475	H45 - Modem	ASSEMBLY, GATEWAY, 4G, MULITTECH, ATT, K			$1,600.00	$1,440.00	10%
11996-000479	H45 - Modem	ASSEMBLY,GATEWAY,4G,WIFI,VOICE,OSI,VRZN,			$3,048.00	$2,743.20	10%
11996-000480	H45 - Modem	ASSEMBLY,GATEWAY,4G,WIFI,VOICE,OSITECH,N			$3,048.00	$2,743.20	10%
11996-000484	H45 - Modem	ASSEMBLY,GATEWAY,4G,WIFI,VOICE,OSITECH,A			$3,048.00	$2,743.20	10%
11996-000526	H45 - Modem	ASSEMBLY, GATEWAY, 4G, MULITTECH, ATT TE			$1,600.00	$1,440.00	10%
21996-000109	H45 - Modem	GATEWAY, WIRELESS, TITANIII			$1,374.00	$1,236.60	10%
21996-000110	H45 - Modem	GATEWAY,WIRELESS,CELL,AUDIO,TITAN III,NO			$3,492.00	$3,142.80	10%
6082000000	B05 - MX Pro	MX-PRO R-3 AMBULANCE COT	$9,760.00	$8,491.20	$9,760.00	$8,491.20	13%
6083000000	B06 - MX Pro - BT	6083 AMBULANCE COT	$13,707.00	$11,925.09	$13,707.00	$11,925.09	13%
31115788	H26 - Parts	ELECTRODE, ECG, MEDI-TRACE 5, 600 PER CA			$216.00	$151.20	30%
31115796	H26 - Parts	ELECTRODE, ECG, MEDI-TRACE 3, 600 PER CA			$596.00	$417.20	30%
21330-001024	H26 - Parts	ADAPTER ASSY-ELECTRODE,HARD PADDLE			$116.00	$92.80	20%
26500-001156	H26 - Parts	OPERATING INSTRUCTIONS,LF CR TRAINER			$27.00	$21.60	20%
26500-002408	H26 - Parts	LIFEPAK 15 OPERATING INSTRUCTIONS, ENGLI			$95.00	$76.00	20%
6392001205	B17 - Performance Load	COVER, NOSE			$65.00	$56.55	13%
6392001256	B17 - Performance Load	RELEASE LOWER LINK			$3.95	$3.44	13%
6392001305	B17 - Performance Load	PIN ENCLOSURE, HE			$6.26	$5.45	13%
6392001510	B17 - Performance Load	FORGING MACHINED			$460.00	$400.20	13%
6516034002	B17 - Performance Load	6516 PWR-LOAD/PERF-LOAD OPTION	$3,154.00	$2,743.98	$3,154.00	$2,743.98	13%
6392000003	B17 - Performance Load	PERFORMANCELOAD W/CHARGE	$7,524.00	$6,545.88	$7,305.00	$6,355.35	13%
6086034001	B17 - Performance Load	6086 PERFORMANCE-LOAD OPTION	$1,505.00	$1,309.35	$1,461.00	$1,271.07	13%
6392000001	B17 - Performance Load	PERFORMANCELOAD W/CHARGE,PLATE	$8,522.00	$7,414.14	$8,274.00	$7,198.38	13%
6392000004	B17 - Performance Load	PERFORMANCELOAD	$4,147.00	$3,607.89	$4,026.00	$3,502.62	13%
6506034002	B17 - Performance Load	6506 PWR-LOAD/PERF-LOAD OPTION	$3,028.00	$2,634.36	$2,940.00	$2,557.80	13%
6516034001	B17 - Performance Load	6516 PERFORMANCE-LOAD OPTION	$1,990.00	$1,731.30	$1,932.00	$1,680.84	13%
6086000000	B85 - Performance Pro	PERFORMANCE PRO AMBULANCE COT	$12,267.00	$10,672.29	$8,820.00	$7,673.40	13%
639005550001	B16 - Power Load	MTS POWER LOAD	$35,557.00	$30,934.59	$35,557.00	$30,934.59	13%
639005550003	B16 - Power Load	MTS PWLD EXCLUDES FLOOR PLATE	$34,290.00	$29,832.30	$34,290.00	$29,832.30	13%
6390000000	B16 - Power Load	POWER LOAD	$34,290.00	$29,832.30	$33,950.00	$29,536.50	13%
650705550001	B55 - Power Pro 2	6507 POWER PRO 2, HIGH CONFIG	$38,543.00	$33,532.41	$38,543.00	$33,532.41	13%
650705550002	B55 - Power Pro 2	6507 POWER PRO 2, MID CONFIG	$36,248.00	$31,535.76	$36,248.00	$31,535.76	13%
6516000000	B25 - Power Pro IT	POWER PRO IT AMBULANCE COT	$30,013.00	$26,111.31	$28,859.00	$25,107.33	13%
650605550001	B65 - Power Pro XT	6506 MTS PWRPRO COT LOW CONFIG	$22,132.00	$19,254.84	$25,591.00	$22,264.17	13%
650605550002	B65 - Power Pro XT	6506 MTS PWRPRO COT MID CONFIG	$27,774.00	$24,163.38	$32,114.00	$27,939.18	13%
650605550003	B65 - Power Pro XT	6506 MTS PWRPRO COT HIGH CNFIG	$29,848.00	$25,967.76	$34,514.00	$30,027.18	13%
628705550001	B36 - Powered Stair Chair	6257 XPEDITION MID CONFIG			$15,967.00	$13,891.29	13%
628705550002	B36 - Powered Stair Chair	6257 XPEDITION HIGH CONFIG			$17,652.00	$15,357.24	13%
650700450031	P15 - Power Pro 2 Parts	ASSY, BATTRY CHRGR MOUNT PLATE	$61.00	$53.07	$63.00	$54.81	13%
650700450101	P15 - Power Pro 2 Parts	12VDC CABLE, AUTOMOTIVE			$52.00	$45.24	13%
650700450102	P15 - Power Pro 2 Parts	ASSEMBLY, POWER CORD, NORTH AM	$36.00	$31.32	$37.00	$32.19	13%
650700450301	P15 - Power Pro 2 Parts	ASSEMBLY, BATTERY CHARGER	$1,616.00	$1,405.92	$1,616.00	$1,405.92	13%
650707000002	P15 - Power Pro 2 Parts	KIT, ALVARIUM BATTERY, SERVICE	$1,129.00	$982.23	$1,129.00	$982.23	13%
PMONLY	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	$504.00	$428.40			15%
REPAIR-PLT	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	$1,512.00	$1,285.20			15%
PM AND PARTS LABOR TRAVEL	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	$2,016.00	$1,713.60			15%
BATTERYSERVICE	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	$336.00	$285.60			15%
PMONLY	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	$316.00	$268.60			15%
REPAIR-PLT	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	$905.00	$769.25			15%
PM AND PARTS LABOR TRAVEL	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	$1,221.00	$1,037.85			15%
BATTERYSERVICE	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	$435.00	$369.75			15%
REFRESH	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	$764.00	$649.40			15%
PMONLY	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	$218.00	$185.30			15%
REPAIR-PLT	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	$663.00	$563.55			15%
PM AND PARTS LABOR TRAVEL	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	$881.00	$748.85			15%
PMONLY	MANUAL-COT-PROCARE	PROCARE-SVC-MANUAL-COTS	$316.00	$268.60			15%
REPAIR-PLT	MANUAL-COT-PROCARE	PROCARE-SVC-MANUAL-COTS	$518.00	$440.30			15%
PM AND PARTS LABOR TRAVEL	MANUAL-COT-PROCARE	PROCARE-SVC-MANUAL-COTS	$834.00	$708.90			15%
PMONLY	STR-CHAIR-PROCARE	PROCARE-SVC-STAIR-CHAIR	$135.00	$114.75			15%
REPAIR-PLT	STR-CHAIR-PROCARE	PROCARE-SVC-STAIR-CHAIR	$181.00	$153.85			15%
PM AND PARTS LABOR TRAVEL	STR-CHAIR-PROCARE	PROCARE-SVC-STAIR-CHAIR	$316.00	$268.60			15%
PMONLY	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	$166.00	$141.10			15%
REPAIR-PLT	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	$595.00	$505.75			15%
PM AND PARTS LABOR TRAVEL	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	$761.00	$646.85			15%
BATTERYSERVICE	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	$430.00	$365.50			15%
PMONLY	LIFEPK-FLD-PROCARE	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	$563.00	$478.55			15%
REPAIR-PLT	LIFEPK-FLD-PROCARE	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	$1,252.00	$1,064.20			15%
PM AND PARTS LABOR TRAVEL	LIFEPK-FLD-PROCARE	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	$1,815.00	$1,542.75			15%
BATTERYSERVICE	LIFEPK-FLD-PROCARE	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	$466.00	$396.10			15%
CASE CHANGE	LIFEPK-FLD-PROCARE	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	$1,899.00	$1,614.15			15%
PMONLY	LIFEPK-DEP-PROCARE	PROCARE-SVC-LIFEPAK-DEPOT-REPAIR	$456.00	$387.60			15%
BATTERYSERVICE	LIFEPK-DEP-PROCARE	PROCARE-SVC-LIFEPAK-DEPOT-REPAIR	$466.00	$396.10			15%
CASE CHANGE	LIFEPK-DEP-PROCARE	PROCARE-SVC-LIFEPAK-DEPOT-REPAIR	$1,899.00	$1,614.15			15%
PMONLY	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR	$472.00	$401.20			15%
PMONLY	AED-DEPOT-PROCARE	PROCARE-SVC-AED-DEPOT-REPAIR	$381.00	$323.85			15%
PMONLY	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	$456.00	$387.60			15%
REPAIR-PLT	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	$857.00	$728.45			15%
PM AND PARTS LABOR TRAVEL	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	$1,313.00	$1,116.05			15%
BATTERYSERVICE	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	$466.00	$396.10			15%
PMONLY	LUCAS-DEP-PROCARE	PROCARE-SVC-LUCAS-DEPOT-REPAIR	$319.00	$271.15			15%
BATTERYSERVICE	LUCAS-DEP-PROCARE	PROCARE-SVC-LUCAS-DEPOT-REPAIR	$466.00	$396.10			15%
PMONLY	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	$456.00	$387.60			15%
REPAIR-PLT	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	$685.00	$582.25			15%
PM AND PARTS LABOR TRAVEL	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	$1,141.00	$969.85			15%
BATTERYSERVICE	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	$466.00	$396.10			15%
PMONLY	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	$563.00	$478.55			15%
REPAIR-PLT	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	$1,252.00	$1,064.20			15%
PM AND PARTS LABOR TRAVEL	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	$1,815.00	$1,542.75			15%
BATTERYSERVICE	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	$466.00	$396.10			15%
78000459	H23 - Solutions	LIFELINKCEN NON CONNECTED			$26.00	$23.40	10%
78000417	H23 - Solutions	LIFELINKcentral Prem, US1Yr			$232.00	$208.80	10%
78000418	H23 - Solutions	LIFELINKcentral Prem US2Yr			$416.00	$376.20	10%
78000419	H23 - Solutions	LIFELINKcentral Prem US4Yr			$698.00	$628.20	10%
78000420	H23 - Solutions	LIFELINKcentral Prem US8Yr			$1,301.00	$1,170.90	10%
78000421	H23 - Solutions	LIFELINKcentPrem1YrNonPhysio			$232.00	$208.80	10%
78000422	H23 - Solutions	LIFELINKcentPrem2YrNonPhysio			$416.00	$376.20	10%
78000423	H23 - Solutions	LIFELINKcentPrem4YrNonPhysio			$698.00	$628.20	10%
78000455	H23 - Solutions	LIFELINKCENTRAL PROLICENSE 1YR			$134.00	$120.60	10%
78000456	H23 - Solutions	LIFELINKCENTRAL PROLICENSE 2YR			$239.00	$215.10	10%
78000457	H23 - Solutions	LIFELINKCENTRAL PROLICENSE 4YR			$424.00	$381.60	10%
78000458	H23 - Solutions	LIFELINKCENTRAL PROLICENSE 8YR			$797.00	$717.30	10%
6252000000	B35 - Stair Chairs	STAIR PRO - MODEL 6252	$5,076.00	$4,416.12	$5,025.00	$4,371.75	13%
6060036017	B20 - Transport Accessories	SAFETY HOOK, SHORT			$35.00	$30.45	13%
6060036018	B20 - Transport Accessories	SAFETY HOOK LONG			$46.00	$40.02	13%
6060160044	B20 - Transport Accessories	LAP BELT	$45.00	$39.15	$46.00	$40.02	13%
6060160045	B20 - Transport Accessories	FOUR-POINT HARNESS,STANDARD	$131.00	$113.97	$130.00	$113.10	13%
6060202000	B20 - Transport Accessories	COT HEIGHT LIMITING ASSY	$119.00	$103.53	$119.00	$103.53	13%
6060260045	B20 - Transport Accessories	FOUR-POINT HARNESS,EXTND (CP)	$172.00	$149.64	$175.00	$152.25	13%

6060260046	B20 - Transport Accessories	CHEST RESTRAINT (CP)	$116.00	$100.92	$117.00	$101.79	13%
6070140000	B20 - Transport Accessories	PERM. F/E OXYGEN BOTTLE HOLDER	$293.00	$254.91	$289.00	$251.43	13%
6080140000	B20 - Transport Accessories	REMOVABLE OXYGEN BOTTLE HOLDER	$300.00	$261.00	$300.00	$261.00	13%
6080150010	B20 - Transport Accessories	MX-PRO BASE STORAGE NET	$318.00	$276.66	$318.00	$276.66	13%
6080210010	B20 - Transport Accessories	IV POLE ASSY 2-STAGE RIGHT	$440.00	$382.80	$440.00	$382.80	13%
6080211010	B20 - Transport Accessories	IV POLE ASSY 2-STAGE LEFT	$440.00	$382.80	$440.00	$382.80	13%
6080215010	B20 - Transport Accessories	IV POLE ASSY 3-STAGE RIGHT	$560.00	$487.20	$560.00	$487.20	13%
6080216010	B20 - Transport Accessories	IV POLE ASSY 3-STAGE LEFT	$560.00	$487.20	$560.00	$487.20	13%
6080955000	B20 - Transport Accessories	PULL HANDLE OPTION	$219.00	$190.53	$215.00	$187.05	13%
6080999001	B20 - Transport Accessories	ERGONOMIC PACKAGE	$339.00	$294.93	$339.00	$294.93	13%
6081400000	B20 - Transport Accessories	2 POSITION RET POST W/ PROTCTR	$195.00	$169.65	$206.00	$179.22	13%
6082028000	B20 - Transport Accessories	INTERNATIONAL MANUAL			$120.00	$104.40	13%
6082040001	B20 - Transport Accessories	RELEASE HANDLE:OPER. LEFT(STD)			$470.00	$408.90	13%
6082128000	B20 - Transport Accessories	RIGID H/E STORAGE TRAY OPTION	$114.00	$99.18	$107.00	$93.09	13%
6082128010	B20 - Transport Accessories	MX HE POCKETED STORAGE POUCH	$386.00	$335.82	$386.00	$335.82	13%
6082128012	B20 - Transport Accessories	MX HE FLAT STORAGE POUCH	$225.00	$195.75	$225.00	$195.75	13%
6082150015	B20 - Transport Accessories	BASE STORAGE TRAY OPTION	$291.00	$253.17	$297.00	$258.39	13%
6082160050	B20 - Transport Accessories	BELT EXTENSION UP TO 36	$46.00	$40.02	$46.00	$40.02	13%
6082170000	B20 - Transport Accessories	6082 DEFIBRILLATOR PLATFORM	$732.00	$636.84	$732.00	$636.84	13%
6082190000	B20 - Transport Accessories	DUAL RET POST W/BASE PROTECTRS	$144.00	$125.28	$144.00	$125.28	13%
6082200000	B20 - Transport Accessories	PR RET POST W/BASE PROTECTOR			$175.00	$152.25	13%
6082203000	B20 - Transport Accessories	EXTENDED HEIGHT OPTION	$264.00	$229.68	$260.00	$226.20	13%
6082260010	B20 - Transport Accessories	EMS RESTRAINT PACKAGE			$273.00	$237.51	13%
6082501010	B20 - Transport Accessories	SINGLE WHEEL LOCK OPTION			$157.00	$136.59	13%
6082502010	B20 - Transport Accessories	DUAL WHEEL LOCK OPTION	$175.00	$152.25	$175.00	$152.25	13%
6083027000	B20 - Transport Accessories	BASE STORAGE TRAY OPTION	$308.00	$267.96	$303.00	$263.61	13%
6083031000	B20 - Transport Accessories	NO IV POLE OPTION			$43.00	$37.41	13%
6083032000	B20 - Transport Accessories	2 STAGE PATIENT RT OPTION	$440.00	$382.80	$440.00	$382.80	13%
6083033000	B20 - Transport Accessories	2 STAGE PATIENT LT OPTION	$427.00	$371.49	$440.00	$382.80	13%
6083034000	B20 - Transport Accessories	3 STAGE PATIENT RT OPTION	$559.00	$486.33	$559.00	$486.33	13%
6083035000	B20 - Transport Accessories	3 STAGE PATIENT LT OPTION	$560.00	$487.20	$560.00	$487.20	13%
6083036000	B20 - Transport Accessories	DUAL 2 STAGE OPTION	$852.00	$741.24	$879.00	$764.73	13%
6083037000	B20 - Transport Accessories	DUAL 3 STAGE OPTION	$1,091.00	$949.17	$1,121.00	$975.27	13%
6083038000	B20 - Transport Accessories	PATIENT SECURITY STRAP OPTION	$102.00	$88.74	$99.00	$86.13	13%
6083039000	B20 - Transport Accessories	TOW PACKAGE OPTION	$649.00	$564.63	$649.00	$564.63	13%
6083040000	B20 - Transport Accessories	PUSH AND PULL HANDLE OPTION	$1,411.00	$1,227.57	$1,411.00	$1,227.57	13%
6083041000	B20 - Transport Accessories	SIDE LIFT HANDLE OPTION	$642.00	$558.54	$642.00	$558.54	13%
6083042000	B20 - Transport Accessories	LIFT CAPABLE SAFETY HOOK OPT.			$346.00	$301.02	13%
6083044000	B20 - Transport Accessories	NO TOW PACKAGE			$762.00	$662.94	13%
6090041010	B20 - Transport Accessories	BOLSTER MATTRESS			$357.00	$310.59	13%
6090042010	B20 - Transport Accessories	FLAT MATTRESS			$358.00	$311.46	13%
6091300010	B20 - Transport Accessories	PEDI-MATE RESTRAINT PACKAGE	$72.00	$62.64	$72.00	$62.64	13%
6092036018	B20 - Transport Accessories	J-HOOK			$61.00	$53.07	13%
6100003950	B20 - Transport Accessories	NON AS/NZS 4535 OPTION			$54.00	$46.98	13%
6100010000	B20 - Transport Accessories	INT. HEAD END RETRAC, LIFT HND	$422.00	$367.14	$422.00	$367.14	13%
6100014000	B20 - Transport Accessories	F/E COT RETAINING POST OPTION	$260.00	$226.20	$260.00	$226.20	13%
6100015000	B20 - Transport Accessories	FT END RETAINING LOOP	$111.00	$96.57	$111.00	$96.57	13%
6100017000	B20 - Transport Accessories	F/E COT RETAING LOOP (GERMANY)	$99.00	$86.13	$105.00	$91.35	13%
6100018000	B20 - Transport Accessories	AS/NZS 4535 OPTION	$57.00	$49.59	$57.00	$49.59	13%
6100020000	B20 - Transport Accessories	SIDERAIL OPTION M-1 COT	$960.00	$835.20	$960.00	$835.20	13%
6100021000	B20 - Transport Accessories	NO SIDERAIL OPTION M-1 COT			$58.00	$50.46	13%
6100041010	B20 - Transport Accessories	PREMIUM BOLSTER MATTRESS	$825.00	$717.75	$825.00	$717.75	13%
6100041030	B20 - Transport Accessories	PILLOW, HEAD EXTENSION	$200.00	$174.00	$202.00	$175.74	13%
6100042000	B20 - Transport Accessories	DIN LCK DOWN PINS M-1 WORLDCOT	$75.00	$65.25	$140.00	$121.80	13%
6100043000	B20 - Transport Accessories	NO DIN LOCK DOWN PIN M-1 COT			$24.00	$20.88	13%
6100044000	B20 - Transport Accessories	HEAD EXTENSION OPTION	$854.00	$742.98	$939.00	$816.93	13%
6100045000	B20 - Transport Accessories	PILLOW ONLY OPTION	$190.00	$165.30	$202.00	$175.74	13%
6100090003	B20 - Transport Accessories	COMPACT DISC INTERFACE	$49.00	$42.63	$52.00	$45.24	13%
6100115000	B20 - Transport Accessories	IV POLE ASSY 3-STAGE RH OPTION	$533.00	$463.71	$533.00	$463.71	13%
6100116000	B20 - Transport Accessories	IV POLE ASSY 3-STAGE LH OPTION	$560.00	$487.20	$560.00	$487.20	13%
6100170000	B20 - Transport Accessories	M1 DEFIBRILLATOR PLATFORM	$732.00	$636.84	$732.00	$636.84	13%
6100203136	B20 - Transport Accessories	STEERLOCK PLASTIC BUSHING	$27.00	$23.49	$28.00	$24.36	13%
6100999995	B20 - Transport Accessories	MAINT/OP'S MANUAL - HARDCOPY			$134.00	$116.58	13%
6100999999	B20 - Transport Accessories	BOXED SEPARATE (BASE) (LIFTER)	$386.00	$335.82	$394.00	$342.78	13%
6250001143	B20 - Transport Accessories	RESTRAINT STRAP, CHEST, VINYL	$152.00	$132.24	$158.00	$137.46	13%
6250001144	B20 - Transport Accessories	RESTRAINT STRAP, ANKLE, VINYL	$152.00	$132.24	$158.00	$137.46	13%
6250001162	B20 - Transport Accessories	STAIR PRO DVD IN-SERVICE VIDEO			$30.00	$26.10	13%
6250003154	B20 - Transport Accessories	W.A.S. STAIRPRO MANUAL			$39.00	$33.93	13%
6250020000	B20 - Transport Accessories	SOFT VINYL SEAT OPTION			$306.00	$266.22	13%
6250021000	B20 - Transport Accessories	HARD PLASTIC ABS SEAT OPTION			$306.00	$266.22	13%
6250024000	B20 - Transport Accessories	LOWER LIFT HANDLE OPTION			$732.00	$636.84	13%
6250025000	B20 - Transport Accessories	EXTENDED LOWER LIFT HANDLE OPT	$433.00	$376.71	$433.00	$376.71	13%
6250031000	B20 - Transport Accessories	LOCKING FLIP-UP HANDLE OPTION			$61.00	$53.07	13%
6250140000	B20 - Transport Accessories	ELASTIC O2 HOLDER OPTION	$228.00	$198.36	$229.00	$199.23	13%
6250161000	B20 - Transport Accessories	NON-ABSORBANT RESTRAINT OPTION	$179.00	$155.73	$179.00	$155.73	13%
6250162000	B20 - Transport Accessories	PLYSTR RSTRNT METAL BKL OPTION	$39.00	$33.93	$38.00	$33.06	13%
6250700003	B20 - Transport Accessories	ELASTIC O2 BOTTLE HOLDER KIT	$234.00	$203.58	$240.00	$208.80	13%
6252001140	B20 - Transport Accessories	VINYL HEAD SUPPORT	$246.00	$214.02	$260.00	$226.20	13%
6252023000	B20 - Transport Accessories	xxEXTENDED MAIN FRAME ASSYxx			$5,487.00	$4,773.69	13%
6252040000	B20 - Transport Accessories	HEAD SUPPORT OPTION	$114.00	$99.18	$114.00	$99.18	13%
6252041000	B20 - Transport Accessories	VINYL HEAD SUPPORT OPTION	$261.00	$227.07	$260.00	$226.20	13%
6252700003	B20 - Transport Accessories	6252 FOOT REST KIT	$433.00	$376.71	$442.00	$384.54	13%
6373010010	B20 - Transport Accessories	CENTER MOUNT - COT FASTENERS			$1,667.00	$1,450.29	13%
6376010010	B20 - Transport Accessories	CNTER MNT COT FSTNER,W/O BELT			$2,591.00	$2,254.17	13%
6500027000	B20 - Transport Accessories	SMRT 12V DC CBLE(AUTO)DOMESTIC			$714.00	$621.18	13%
6500030000	B20 - Transport Accessories	SMRT 240V AC UNITED KINGDOM			$3,644.00	$3,170.28	13%
6500031000	B20 - Transport Accessories	SMRT 240V AC EUROPE			$3,635.00	$3,162.45	13%
6500032000	B20 - Transport Accessories	SMRT 240V AC AUSTRALIA			$3,653.00	$3,178.11	13%
6500033000	B20 - Transport Accessories	SMRT BATTERY PACK OPTION	$659.00	$573.33	$659.00	$573.33	13%
6500034000	B20 - Transport Accessories	SMRT CHARGER MOUNTING BRKT OPT	$55.00	$47.85	$55.00	$47.85	13%
6500078000	B20 - Transport Accessories	POWERPRO DOMESTIC MANUAL OPT			$80.00	$69.60	13%
6500128000	B20 - Transport Accessories	H/E STORAGE FLAT OPTION	$206.00	$179.22	$214.00	$186.18	13%
6500130000	B20 - Transport Accessories	BACKREST STORAGE POUCH OPTION	$403.00	$350.61	$403.00	$350.61	13%
6500140000	B20 - Transport Accessories	F/E OXYGEN BOTTLE HOLDER OPT.	$273.00	$237.51	$289.00	$251.43	13%
6500141000	B20 - Transport Accessories	FOWLER OXYGEN BOTTLE HLDR OPT	$387.00	$336.69	$407.00	$354.09	13%
6500147000	B20 - Transport Accessories	EQUIPMENT HOOK OPTION	$78.00	$67.86	$81.00	$70.47	13%
6500160000	B20 - Transport Accessories	BASE STORAGE NET OPTION	$303.00	$263.61	$303.00	$263.61	13%
6500211000	B20 - Transport Accessories	2 STAGE IV POLE PL OPTION	$401.00	$348.87	$440.00	$382.80	13%
6500212000	B20 - Transport Accessories	2 STAGE IV POLE DUAL OPTION	$853.00	$742.11	$879.00	$764.73	13%
6500216000	B20 - Transport Accessories	3 STAGE IV POLE PL OPTION	$509.00	$442.83	$560.00	$487.20	13%
6500217000	B20 - Transport Accessories	3 STAGE IV POLE DUAL OPTION	$1,088.00	$946.56	$1,120.00	$974.40	13%
6500700003	B20 - Transport Accessories	EQUIPMENT HOOK KIT	$84.00	$73.08	$85.00	$73.95	13%
6500700011	B20 - Transport Accessories	FOWLER O2 BOTTLE HOLDER KIT	$418.00	$361.05	$423.00	$368.01	13%
6500700040	B20 - Transport Accessories	SMRT POWER KIT-12V DC,DOMESTIC	$1,802.00	$1,567.74	$1,854.00	$1,612.98	13%
6500700041	B20 - Transport Accessories	SMRT POWER KIT-120V AC, DOM	$1,802.00	$1,567.74	$1,854.00	$1,612.98	13%
6500700044	B20 - Transport Accessories	SMRT POWER KIT-240V AC,EUROPE			$3,635.00	$3,162.45	13%
6500700049	B20 - Transport Accessories	6500 PWRLOAD COMP UPGRADE KIT	$4,720.00	$4,106.40	$4,859.00	$4,227.33	13%
6500700051	B20 - Transport Accessories	SMRT POWER KIT, U.S. TRIAL	$2,707.00	$2,355.09	$2,786.00	$2,423.82	13%
6080140010S	B20 - Transport Accessories	OXYGEN BOTTLE HOLDER ASSY	$320.00	$278.40	$343.00	$298.41	13%
6080155020S	B20 - Transport Accessories	KIT,PULL HANDLE FOR FOOTEND	$219.00	$190.53	$225.00	$195.75	13%
6080157000S	B20 - Transport Accessories	KIT,LIFT BAR,HEADEND,2/99-CURR	$202.00	$175.74	$212.00	$184.44	13%
6082200010S	B20 - Transport Accessories	ADJUSTABLE CASTER LOCK ASSY	$157.00	$136.59	$165.00	$143.55	13%
6082700006S	B20 - Transport Accessories	KIT, O2 BOTTLE HOLDER HE	$291.00	$253.17	$297.00	$258.39	13%
6082700022S	B20 - Transport Accessories	KIT-RETAINER PLATE COVER	$76.00	$66.12	$81.00	$70.47	13%
6082700024S	B20 - Transport Accessories	EXTENDED HEIGHT KIT	$663.00	$576.81	$706.00	$614.22	13%
6082700025S	B20 - Transport Accessories	BASE STORAGE TRAY KIT	$298.00	$259.26	$303.00	$263.61	13%
6091700006S	B20 - Transport Accessories	KIT, PEDI-MATE RESTRNT BRACKET	$71.00	$61.77	$70.00	$60.90	13%
6100700008S	B20 - Transport Accessories	M1 Leg Weldment WAS Special LH	$672.00	$584.64	$715.00	$622.05	13%
6100700009S	B20 - Transport Accessories	M1 Leg Weldment WAS Special RH	$672.00	$584.64	$715.00	$622.05	13%
6250001018S	B20 - Transport Accessories	POLYPROPLN RESTRAINT STRAP SET	$101.00	$87.87	$102.00	$88.74	13%
6250001021S	B20 - Transport Accessories	RESTRAINT STRAP SET	$142.00	$123.54	$144.00	$125.28	13%
16323000	B17 - Performance Load	HEX FLANGE SER LOCKNUT, 5/8-18			$1.12	$0.97	13%
38905000	B17 - Performance Load	SPRING, SPIN CAP			$3.67	$3.20	13%
6086058000	P18 - Transport Parts	POWERLOAD COMPATIBLE OPTION	$1,732.00	$1,506.84	$1,732.00	$1,506.84	13%
6390700017	P18 - Transport Parts	PWRLD KIT AS/NZS W/XPS & SAE			$701.00	$609.87	13%
6506700001	P18 - Transport Parts	6506 PWRLD COMPAT UPGRADE KIT	$2,574.00	$2,239.38	$2,645.00	$2,301.15	13%
6500700039	P18 - Transport Parts	GATCH RETROFIT KIT/POWERPRO	$2,561.00	$2,228.07	$2,636.00	$2,293.32	13%
6506001102	P18 - Transport Parts	POWER-PRO XT IN-SERVICE DVD	$30.00	$26.10	$27.00	$23.49	13%
6500700060	P18 - Transport Parts	6500/6510 STRLOCK RETROFIT KIT	$1,326.00	$1,153.62	$1,362.00	$1,184.94	13%
6550001084	P18 - Transport Parts	KNEE GATCH BOLSTER MATTRESS	$432.00	$375.84	$431.00	$374.97	13%
6500002150	P18 - Transport Parts	KN GATCH BOLSTER MATT G RATED			$486.00	$422.82	13%
6085700003	P18 - Transport Parts	RTRCTBLE HEAD SCTN O2 HLDR KIT	$293.00	$254.91	$299.00	$260.13	13%
6500310000	P18 - Transport Parts	2 STAGE IV POLE PR OPTION	$421.00	$366.27	$421.00	$366.27	13%
6500315000	P18 - Transport Parts	3 STG IV POLE PR OPT w/ Clip	$537.00	$467.19	$537.00	$467.19	13%
6500311000	P18 - Transport Parts	2 STAGE IV POLE PL OPTION	$421.00	$366.27	$421.00	$366.27	13%
6500316000	P18 - Transport Parts	3 STAGE IV POLE PL OPTION	$537.00	$467.19	$537.00	$467.19	13%
6500312000	P18 - Transport Parts	2 STAGE IV POLE DUAL OPTION	$844.00	$734.28	$844.00	$734.28	13%
6500001391	P18 - Transport Parts	SHOULDER HARNESS RESTRAINT	$117.00	$101.79	$117.00	$101.79	13%
6500001393	P18 - Transport Parts	WAIST RESTRAINT	$154.00	$133.98	$155.00	$134.85	13%
6500001395	P18 - Transport Parts	LEG RESTRAINT	$83.00	$72.21	$83.00	$72.21	13%
6500001430	P18 - Transport Parts	X-RESTRAINT PACKAGE			$306.00	$266.22	13%
6500002030	P18 - Transport Parts	G-RATED RESTRAINT PACKAGE			$316.00	$274.92	13%
6500001401	P18 - Transport Parts	SHOULDER RESTRAINT	$55.00	$47.85	$49.00	$42.63	13%
6500001402	P18 - Transport Parts	X-DOUBLE BUCKLE STRAP			$64.00	$55.68	13%
6500001403	P18 - Transport Parts	X-BUCKLE TONGUE AND STRAP			$67.00	$58.29	13%
6500001404	P18 - Transport Parts	LEG RESTRAINT	$60.00	$52.20	$59.00	$51.33	13%
6500001405	P18 - Transport Parts	ANKLE RESTRAINT	$58.00	$50.46	$56.00	$48.72	13%
6506170000	P18 - Transport Parts	DEFIB PLATFORM OPTION	$702.00	$610.74	$702.00	$610.74	13%
6086602010	P18 - Transport Parts	DUAL WHEEL LOCK OPTION			$175.00	$152.25	13%
6500201148S	P18 - Transport Parts	POWER SUPPLY, CHARGER	$245.00	$213.15	$258.00	$224.46	13%
6500201149S	P18 - Transport Parts	POWER CORD, NORTH AMERICA	$18.83	$16.38	$15.49	$13.48	13%
6500201147S	P18 - Transport Parts	12V CABLE, STANDARD	$58.00	$50.46	$56.00	$48.72	13%
6500201000	P18 - Transport Parts	INSTRUMENTS KIT, CHARGER	$1,183.00	$1,029.21	$1,215.00	$1,057.05	13%
6500700015	P18 - Transport Parts	BASE TUBE PROTECTOR ASSEMBLY	$38.00	$30.45	$33.00	$28.71	13%
6500700022	B20 - Transport Accessories	BOLT REPLACEMENT KIT	$11.29	$9.82	$6.45	$5.61	13%
7900001368	B20 - Transport Accessories	1IN ADHESIVE LOOP PILE	$11.29	$9.82	$6.45	$5.61	13%
6500700058	P18 - Transport Parts	SMRT POWER KIT-120V AC, 12V DC	$1,913.00	$1,664.31	$1,965.00	$1,709.55	13%
6506000030001	P18 - Transport Parts	XPR SHOULDER RESTRAINT	$210.00	$182.70	$98.00	$85.26	13%
6506000030002	P18 - Transport Parts	XPR WAIST DOUBLE BUCKLE RESTRA	$134.00	$116.58	$134.00	$116.58	13%
6506000030003	P18 - Transport Parts	XPR WAIST SINGLE BUCKLE LONG R	$140.00	$121.80	$140.00	$121.80	13%
6506000030004	P18 - Transport Parts	XPR THIGH RESTRAINT	$140.00	$121.80	$140.00	$121.80	13%
6506000030005	P18 - Transport Parts	XPR ANKLE RESTRAINT	$131.00	$113.97	$131.00	$113.97	13%
6506000030010	P18 - Transport Parts	XPR RESTRAINT PACKAGE	$739.00	$642.93	$739.00	$642.93	13%
6506000030013	P18 - Transport Parts	XPR CAP AND LABEL			$2.57	$2.23	13%
6253101151	P18 - Transport Parts	EVACUATION CHAIR BRACKET	$129.00	$112.23	$131.00	$113.97	13%
625707000009	P18 - Transport Parts	KIT, UPGRADE, FOOTREST			$352.00	$306.24	13%
625700100400	P18 - Transport Parts	HEAD RESTRAINT, XPEDITION	$149.00	$129.63	$149.00	$129.63	13%

625700100260	P18 - Transport Parts	IV HOOK, PL, XPEDITION	$88.00	$76.56	$88.00	$76.56	13%
625707000008	P18 - Transport Parts	KIT,UPGRADE,UPPER CARRY HANDLE			$374.00	$325.38	13%
625700100300	P18 - Transport Parts	O2 HOLDER, XPEDITION	$299.00	$260.13	$299.00	$260.13	13%
625700100350	P18 - Transport Parts	HEAD SUPPORT, XPEDITION			$339.00	$294.93	13%
625700100600	P18 - Transport Parts	FULL ASSEMBLY, PCS	$424.00	$368.88	$424.00	$368.88	13%
625700100450	P18 - Transport Parts	ANKLE RESTRAINT, XPEDITION			$69.00	$60.03	13%
300-000-100	H29 - Accessories	LARYNGOSCOPE,CASE			$160.00	$132.80	17%
301-000-000	H47 - Video Laryngoscope	LARYNGOSCOPE, VIDEO, MCGRATH MAC A03			$3,766.00	$3,125.78	17%
6500003130	B70 - XPS	KNEE GATCH BOLSTER MATRSS, XPS			$660.00	$574.20	13%
6506700004	B70 - XPS	KIT, XPS RETROFIT			$4,008.00	$3,486.96	13%
70335-000035	H35 - LP35	LP35,EN-US,MAS-SP/CO/MET,MED-CO2,SUN-NIB			$59,000.00	$54,280.00	8%
70335-000037	H35 - LP35	LP35,EN-US,MAS-SP/CO/MET,MED-CO2,SUN-NIB			$59,000.00	$54,280.00	8%
70335-000038	H35 - LP35	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,IP			$53,600.00	$49,312.00	8%
70335-000039	H35 - LP35	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,IP			$53,600.00	$49,312.00	8%
70335-000040	H35 - LP35	LP35,EN-US,MAS-SPO2,MED-CO2,SUN-NIBP,IP-			$48,200.00	$44,344.00	8%
70335-000041	H35 - LP35	LP35,EN-US,MAS-SPO2,MED-CO2,SUN-NIBP,IP-			$48,200.00	$44,344.00	8%
70335-000042	H35 - LP35	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12			$51,400.00	$47,288.00	8%
70335-000043	H35 - LP35	LP35,EN-US,MAS-SPO2,MED-CO2,SUN-NIBP,12L			$46,000.00	$42,320.00	8%
70335-000045	H35 - LP35	LP35,EN-US,MAS-SPO2,MED-CO2,SUN-NIBP,IP-			$32,200.00	$29,624.00	8%
70335-000044	H35 - LP35	LP35,EN-US,MAS-SPO2,MED-CO2,SUN-NIBP,IP-			$32,200.00	$29,624.00	8%
70335-000046	H35 - LP35	LP35,EN-US,MAS-SPO2,MED-CO2,SUN-NIBP,WIF			$30,000.00	$27,600.00	8%
21300-001038	H26 - Parts	SCREW-M,CS,Z,PH, NYLOCK,4-40 X .312L			$5.37	$4.57	15%
21300-006251	H26 - Parts	SCREW-M,PH,NYLOK,CS,4-40,.250L			$0.30	$0.26	15%
21300-007253	H26 - Parts	SCREW-CAP,SCH,REC 15IP TORX PLUS,6-32,0.			$1.05	$0.89	15%
21300-008073	H26 - Parts	SCREW, #8-32X3/8 PH, CR,SS, PTCH			$0.58	$0.49	15%
21300-008144	H26 - Parts	SCREW,MACH,PANHEAD,PHDRV,SS,NYLOK,6-32 X			$0.29	$0.25	15%
21300-008167	H26 - Parts	HEADER, BOARD STACKER, .100 IN, 8 PIN			$7.49	$6.37	15%
21300-008168	H26 - Parts	HEADER, BOARD STACKER, .100 IN, 44 PIN			$40.00	$34.00	15%
21300-008169	H26 - Parts	FLEX, UI, SYSTEM PCBA, 15EM, LP35			$355.00	$301.75	15%
21300-008174	H26 - Parts	SCREW,MACH,PANHD,PHDRV,NYLOK,6-32 X .750			$0.34	$0.29	15%
21300-008248	H26 - Parts	FERRITE, CLAMP ON,OD.465IN,ID.169IN,LG.9			$4.66	$3.96	15%
21300-008295	H26 - Parts	FLEX ACCESS, LP35			$812.00	$690.20	15%
21300-008296	H26 - Parts	FLEX, DEFIB-PMOD, LP35			$685.00	$582.25	15%
21300-008297	H26 - Parts	FLEX, DISPLAY VIDEO, LP35			$117.00	$99.45	15%
21300-008298	H26 - Parts	FLEX, DEFIB KEY PANEL-LIGHT SENSOR, LP35			$54.00	$45.90	15%
21300-008301	H26 - Parts	CAPACITOR, ENERGY STORAGE, LP35			$203.00	$172.55	15%
21300-008302	H26 - Parts	INDUCTIVE RESISTOR-8 OHM, ROHS, LP35			$58.00	$49.30	15%
21300-008303	H26 - Parts	HARNESS, WIRE, BATTERY CONNECTOR, LP35			$107.00	$90.95	15%
21300-008309	H26 - Parts	FLEX, MASIMO PATIENT, LP35			$365.00	$310.25	15%
21300-008310	H26 - Parts	FLEX, USB, PMOD, LP35			$226.00	$192.10	15%
21300-008311	H26 - Parts	INSULATOR, PCBA, INTERFACE, DISPLAY POWE			$7.73	$6.57	15%
21300-008312	H26 - Parts	HOUSING, BEZEL, FRONT, LP35			$253.00	$215.05	15%
21300-008313	H26 - Parts	KNOB, ROTARY, LP35			$9.50	$8.08	15%
21300-008314	H26 - Parts	COVER, DUST, USB, LP35			$1.58	$1.34	15%
21300-008315	H26 - Parts	GUARD, ECG, LP35			$26.00	$22.10	15%
21300-008316	H26 - Parts	COVER, SCREW, THERAPY RECEPTACLE, LP35			$1.01	$0.86	15%
21300-008317	H26 - Parts	CAM, CO2 DOOR, LPQ5			$28.00	$23.80	15%
21300-008318	H26 - Parts	SPRING, TRSN, WIRE DIA0.028IN, SS			$1.15	$0.98	15%
21300-008319	H26 - Parts	HOUSING, PARAMETER MODULE, FRONT, LP35			$32.00	$27.20	15%
21300-008320	H26 - Parts	COVER, CO2 DOOR, LPQ5			$10.08	$8.57	15%
21300-008321	H26 - Parts	COVER, SCREW, REAR, PARAMETER MODULE, LP			$5.52	$4.69	15%
21300-008322	H26 - Parts	COVER, SCREW, ENDS, PARAMETER MODULE, LP			$5.52	$4.69	15%
21300-008323	H26 - Parts	SEAL, HOUSING, MAIN, LPQ5, LPT5			$19.54	$16.61	15%
21300-008324	H26 - Parts	HOUSING, PLATE, SKID, LP35			$93.00	$79.05	15%
21300-008326	H26 - Parts	Insulator, Interface PCBA, LPQ5, LPT5			$9.46	$8.04	15%
21300-008329	H26 - Parts	Bracket, Speaker, LP35			$11.76	$10.00	15%
21300-008330	H26 - Parts	HOUSING, CORNER, HANDLE, LEFT, LP35			$49.00	$41.65	15%
21300-008331	H26 - Parts	ASSY, CORNER, HANDLE, RIGHT, LP35			$58.00	$49.30	15%
21300-008333	H26 - Parts	CLIP,ROUTING,DIA.25IN HOLDING C,SNAP LOC			$0.48	$0.41	15%
21300-008334	H26 - Parts	FOAM, DISPLAY CABLE, LP35			$2.69	$2.29	15%
21300-008335	H26 - Parts	HOSE, PUMP TO MODULE, NIBP, LP35			$9.17	$7.79	15%
21300-008336	H26 - Parts	HOUSING, FRS MOUNTING, LP35			$7.01	$5.96	15%
21300-008337	H26 - Parts	SEAL, FRS HOUSING, LPQ5			$4.32	$3.67	15%
21300-008338	H26 - Parts	SEAL, CO2 EXHAUST, LP35			$5.23	$4.45	15%
21300-008339	H26 - Parts	HOUSING, CO2 EXHAUST, LP35			$10.94	$9.30	15%
21300-008340	H26 - Parts	HOUSING, MASIMO CONNECTOR, LP35			$8.50	$7.23	15%
21300-008341	H26 - Parts	BRACKET, MASIMO PATIENT CONNECTOR, LPQ5			$17.81	$15.14	15%
21300-008342	H26 - Parts	SEAL, MASIMO MOUNTING, LPQ5			$15.22	$12.94	15%
21300-008343	H26 - Parts	INSULATOR, PCBA, REAR, PMOD, LPQ5			$11.28	$9.59	15%
21300-008344	H26 - Parts	SHIELD, CO2 MODULE, TOP, LP35			$12.29	$10.45	15%
21300-008345	H26 - Parts	SHIELD, CO2 MODULE, BOTTOM, LP35			$5.71	$4.85	15%
21300-008346	H26 - Parts	SEAL, TEMP-IP MOUNTING, LP35			$8.88	$7.55	15%
21300-008347	H26 - Parts	BRACKET, PMOD, INTERNAL, LP35			$10.56	$8.98	15%
21300-008348	H26 - Parts	HOSE, COUPLER TO MODULE, NIBP, LP35			$10.08	$8.57	15%
21300-008364	H26 - Parts	SCREW, BUTTONHEAD, TORX, #4-40 X LG 0.25			$0.96	$0.82	15%
21300-008365	H26 - Parts	SCREW,MACHINE,PANHEAD,NYLOK,6-32-X 1.125			$0.43	$0.37	15%
21300-008366	H26 - Parts	WASHER,FLAT,NPRN,.350IN ID,.625IN OD,.09			$2.88	$2.45	15%
21300-008367	H26 - Parts	BRACKET, PCBA, ENERGY DELIVERY, LP35			$7.39	$6.28	15%
21300-008368	H26 - Parts	HOUSING, ECG, PLATE, LP35			$46.00	$39.10	15%
21300-008375	H26 - Parts	FOAM, CO2 WIRE HARNESS, LP35			$12.82	$10.90	15%
21300-008382	H26 - Parts	FLEX, BEACON, READINESS INDICATOR, LP35			$134.00	$113.90	15%
21300-008384	H26 - Parts	HANDLE, LP35			$105.00	$89.25	15%
21300-008385	H26 - Parts	KEYPAD 21300-008385 EN, US, LP35			$812.00	$690.20	15%
21330-001663	H26 - Parts	CABLE ASSY, TEMP-IP, LP35			$155.00	$131.75	15%
21330-001664	H26 - Parts	ASSY, CABLE, INTERNAL DC POWER, LP35			$19.82	$16.85	15%
21330-001665	H26 - Parts	ASSY, CABLE, DISPLAY POWER, LPQ5, LPT5			$19.82	$16.85	15%
21330-001666	H26 - Parts	CABLE ASSY, CO2, LP35			$28.00	$23.80	15%
21330-001667	H26 - Parts	ASSY, POWER PLUG, LP35			$240.00	$204.00	15%
21330-001668	H26 - Parts	ASSY, ANTENNA, WLAN, LP35			$81.00	$68.85	15%
21330-001669	H26 - Parts	ASSY, ECG FLEX, LP35			$614.00	$521.90	15%
21330-001670	H26 - Parts	ASSEMBLY, RECEPTACLE, THERAPY, LP35			$388.00	$329.80	15%
21300-008305	H26 - Parts	FLEX, USB, 15EM, LP35			$247.00	$209.95	15%
21330-001674	H26 - Parts	ASSY, CABLE, SPEAKER, LP35			$57.00	$48.45	15%
21330-001675	H26 - Parts	ASSEMBLY AID, CO2 DOOR, LP35			$6.00	$5.10	15%
21330-001676	H26 - Parts	ASSY, INSULATOR, PCBA, SYSTEM, FRONT, LP			$13.63	$11.59	15%
21330-001678	H26 - Parts	ASSY, HOUSING RIGHT, PMOD, LP35			$221.00	$187.85	15%
21330-001679	H26 - Parts	ASSY, BATTERY BACKPLATE, LP35			$178.00	$151.30	15%
21330-001680	H26 - Parts	GUIDE, BATTERY HARNESS, LPQ5, LPT5			$9.55	$8.12	15%
21330-001681	H26 - Parts	BRACKET ASSEMBLY, PCBA STACK, LPQ5, LPT5			$408.00	$346.80	15%
21330-001686	H26 - Parts	Assy, Fan with VHB, LP35			$58.00	$49.30	15%
21501-003323	H26 - Parts	LABEL 21501-003323 ECG COVER, LP35			$3.36	$2.86	15%
21501-003345	H26 - Parts	LABEL, INSTRUCTION, ENGLISH, LP35			$10.61	$9.02	15%
21501-003360	H26 - Parts	LABEL 21501-003360 PTR PNT,MODEM P, LP35			$3.46	$2.94	15%
21501-003361	H26 - Parts	LABEL 21501-003361 DC INPUT, LP35			$2.30	$1.96	15%
21501-003362	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,G3,LP35			$22.00	$18.70	15%
21501-003363	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,TEMPIP,			$22.00	$18.70	15%
21501-003364	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,TEMPIP,			$19.10	$16.24	15%
21501-003365	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,G2,LP35			$22.00	$18.70	15%
21501-003368	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,TEMPIP,			$22.00	$18.70	15%
21501-003369	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,TEMPIP,			$22.00	$18.70	15%
21501-003370	H26 - Parts	LABEL,PMOD,MAS SPO2,MDT CO2,NIBP,G1,LP35			$19.10	$16.24	15%
21501-003371	H26 - Parts	LABEL, ASSY AID, 0.9IN,LP35			$2.50	$2.13	15%
21501-003376	H26 - Parts	LABEL, ASSY AID, 2.0IN,LP35			$4.18	$3.55	15%
40535-000002	H26 - Parts	KIT, REPAIR, SYSTEM PCBA, LP35			$8,779.00	$7,462.15	15%
40535-000003	H26 - Parts	KIT, REPAIR, ENERGY DELIVERY PCBA, LP35			$3,270.00	$2,779.50	15%
40535-000004	H26 - Parts	KIT, REPAIR, INTERFACE PCBA, LP35			$718.00	$610.30	15%
40535-000005	H26 - Parts	KIT, REPAIR, FRONT HOUSING DISPLAY, LP35			$2,662.00	$2,262.70	15%
40535-000006	H26 - Parts	KIT, REPAIR, HANDLE, LP35			$116.00	$98.60	15%
40535-000007	H26 - Parts	KIT, REPAIR, REAR HOUSING, LP35			$70.00	$59.50	15%
40535-000008	H26 - Parts	KIT, REPAIR, THERAPY RECEPTACLE, LP35			$450.00	$382.50	15%
40535-000009	H26 - Parts	KIT, REPAIR, BATTERY CONNECTOR, LP35			$139.00	$118.15	15%
40535-000010	H26 - Parts	KIT, REPAIR, ECG CONNECTOR, LP35			$698.00	$593.30	15%
40535-000011	H26 - Parts	KIT, REPAIR, FAN, LP35			$29.00	$24.65	15%
40535-000012	H26 - Parts	KIT, REPAIR, ROTARY SWITCH, LP35			$84.00	$71.40	15%
40535-000014	H26 - Parts	KIT, REPAIR, PATIENT PARAMETER PCBA, LP3			$764.00	$649.40	15%
40535-000015	H26 - Parts	KIT, REPAIR, CO2 MODULE,MEDTRONIC, LP35			$3,636.00	$3,090.60	15%
40535-000016	H26 - Parts	KIT, REPAIR, PMOD HOUSING			$29.00	$24.65	15%
40535-000017	H26 - Parts	KIT, REPAIR, INTERNAL FASTENERS, LP35			$28.00	$23.80	15%
40535-000018	H26 - Parts	KIT, REPAIR, SPO2 MODULE, MASIMO, LP35			$1,235.00	$1,049.75	15%
40535-000019	H26 - Parts	KIT, REPAIR, NIBP MODULE, LP35			$1,330.00	$1,130.50	15%
40535-000020	H26 - Parts	KIT, REPAIR, NIBP PUMP,LP35			$220.00	$187.00	15%
40535-000021	H26 - Parts	KIT, REPAIR, NIBP COUPLER, LP35			$1,377.00	$1,170.45	15%
40535-000022	H26 - Parts	KIT, REPAIR, SPO2 CONNECTOR, MASIMO, LP3			$415.00	$352.75	15%
11140-000131	H29 - Accessories	POWER CORD,C13 ST,10FT,HOSPITAL GRADE			$108.00	$91.80	15%
11113-000008	H29 - Accessories	ASSY, CABLE, THERAPY, LP35, IFU			$515.00	$437.75	15%
11111-000031	H29 - Accessories	ASSY, CABLE, ECG, 3 WIRE, AHA, 8 FT			$347.00	$294.95	15%
11111-000036	H50 - Accessories (ProCare)	ASSY, CABLE, ECG, 4 WIRE, AHA, 5 FT			$509.00	$432.65	15%
11111-000035	H29 - Accessories	ASSY, CABLE, ECG, 4 WIRE, AHA, 8 FT			$514.00	$436.90	15%
11111-000029	H29 - Accessories	ASSY,CABLE,ECG,5WIRE,AHA,8FT			$347.00	$294.95	15%
11171-000065	H52 - Disposables (ProCare)	M-LNCS DB1, SOFT SENSOR,REF 2507, ROHS			$465.00	$395.25	15%
11171-000039	H52 - Disposables (ProCare)	M-LNCS ADULT ADHESIVE SENSOR, 20/BOX,REF			$467.00	$396.95	15%
11171-000040	H52 - Disposables (ProCare)	M-LNCS PED ADHESIVE SENSOR,20/BOX, REF 2			$495.00	$420.75	15%
11171-000041	H52 - Disposables (ProCare)	M-LNCS INF ADHESIVE SNSR, 20/BOX, REF 25			$612.00	$520.20	15%
11171-000042	H52 - Disposables (ProCare)	M-LNCS NEO/ADULT ADH SNSR,20/BOX,REF 251			$612.00	$520.20	15%
11171-000043	H52 - Disposables (ProCare)	M-LNCS NEOPT AD SNSR, 20/BOX, REF 2516,R			$672.00	$571.20	15%
11171-000046	H52 - Disposables (ProCare)	M-LNCS DC1, ADULT REUSABLE SENSOR, REF 2			$418.00	$355.30	15%
11171-000047	H52 - Disposables (ProCare)	M-LNCS DCIP, PED REUSABLE SENSOR, REF 25			$418.00	$355.30	15%
11996-000339	H52 - Disposables (ProCare)	RAINBOW R25,ADULT DISP SENSORS,10/BOX,RE			$993.00	$844.05	15%
11171-000050	H52 - Disposables (ProCare)	RAINBOW DCIP PED REUSABLE SENSOR, REF 26			$978.00	$831.30	15%
11996-000340	H52 - Disposables (ProCare)	RAINBOW R20,PED DISP SENSORS,10/BOX,REF			$1,027.00	$872.95	15%
11996-000341	H52 - Disposables (ProCare)	RAINBOW R25-L,ADULT DISP SENSORS,10/BOX,			$993.00	$844.05	15%
11996-000342	H52 - Disposables (ProCare)	RAINBOW R20-L,PED DISP SENSORS,10/BOX,RE			$1,027.00	$872.95	15%
11171-000049	H52 - Disposables (ProCare)	RAINBOW DC1 ADT REUSABLESENSOR, REF 2696			$889.00	$755.65	15%
11171-000057	H52 - Disposables (ProCare)	RAINBOW DC1-6 ADT REUSESENSOR,6FT,3657,R			$1,013.00	$861.05	15%
11171-000058	H52 - Disposables (ProCare)	RAINBOW DCIP-6 PED REUSESENSOR,6FT,3658,			$1,084.00	$921.40	15%
11160-000022	H52 - Disposables (ProCare)	NIBP CUFF-SINGLE PATIENTUSE,SMALL ADULT,			$16.48	$14.01	15%
11160-000021	H50 - Accessories (ProCare)	NIBP CUFF- REUSEABLE,SMALL ADULT, BAYONE			$40.00	$34.00	15%
21300-008159	H29 - Accessories	NIBP - TUBING, 6FT, BAYONET, UDI			$100.00	$85.00	15%
11230-000022	H50 - Accessories (ProCare)	ASSY, CABLE, ADAPTER, TEMPERATURE, LP35,			$1,150.00	$977.50	15%
21330-001440	H26 - Parts	ASSY - TEST LOAD, ROHS, EN ZH KO JA RU C			$109.00	$92.65	15%
11330-000026	H50 - Accessories (ProCare)	ASSY, DOCKING STATION, LP35			$3,200.00	$2,720.00	15%
11111-000037	H50 - Accessories (ProCare)	ASSY, CABLE, ECG, 1SLEAD, 6 WIRE PRECORD			$310.00	$263.50	15%
11140-000102	H29 - Accessories	CHARGER, BATTERY, LP35			$3,000.00	$2,550.00	15%
11150-000020	H29 - Accessories	KIT, MODEM, NA, LP35			$1,500.00	$1,275.00	15%
11230-000021	H29 - Accessories	ASSY, CABLE, ADAPTER, IP, ICU, LP35			$1,200.00	$1,020.00	15%
11230-000024	H50 - Accessories (ProCare)	ASSY, CABLE, ADAPTER, IP, EDWARDS, LP35			$1,200.00	$1,020.00	15%
11260-000070	H50 - Accessories (ProCare)	KIT, PMOD BAG, LP35			$210.00	$178.50	15%

11260-000071	H50 - Accessories (ProCare)	KIT, REAR BAG, LP35			$210.00	$178.50	15%
11260-000072	H50 - Accessories (ProCare)	KIT, ECG BAG, LP35			$210.00	$178.50	15%
11260-000073	H50 - Accessories (ProCare)	KIT, SHOULDER STRAP, LP35			$75.00	$63.75	15%
11330-000007	H29 - Accessories	ASSY, CABLE, ACCESS PORT, LP35			$750.00	$637.50	15%
11330-000014	H29 - Accessories	CABLE, PRINTER, LP35			$1,500.00	$1,275.00	15%
11330-000017	H29 - Accessories	ASSY, CABLE, ACCESS PORT, SHORT, LP35			$1,000.00	$850.00	15%
11335-000001	H50 - Accessories (ProCare)	BATTERY, LI-ION, WITH IFU, LP35			$1,000.00	$850.00	15%
11335-000005	H29 - Accessories	KIT, PRINTER, LP35			$3,000.00	$2,550.00	15%
11335-000008	H29 - Accessories	KIT, STORAGE BAGS, LP35			$600.00	$510.00	15%
11996-000458	H26 - Parts	CABLE,PATIENT,RD/NBOW,SETRA25-05,5FT,MASI			$500.00	$425.00	15%
11997-000298	H29 - Accessories	CABLE,PATIENT,RD RNBOW,SET RA25-04,EMS,M			$400.00	$340.00	15%
41335-000001	H29 - Accessories	SHIP KIT, POWER SUPPLY, LP35			$2,500.00	$2,125.00	15%
81-010400EU	H46 - Disposables	SENSOR,SKIN TEMPERATURE,PACK-50,ROHS			$400.00	$340.00	15%
81-025412EU	H46 - Disposables	TEMP PROBE,GEN PURP,DEPTH MARK,12FR,PACK			$400.00	$340.00	15%
81-080414EU	H46 - Disposables	FOLEY CATHETER WTH TEMPSENSOR,14FR,PACK-			$1,350.00	$1,147.50	15%
81-080416EU	H46 - Disposables	FOLEY CATHETER WTH TEMPSENSOR,16FR,PACK-			$1,350.00	$1,147.50	15%
6500210000	B20 - Transport Accessories	2 STAGE IV POLE PR OPTION	$413.00	$359.31	NULL - NOT SALABLE AS AFTERMARKET		13%
6252027000	P18 - Transport Parts	FOOTREST OPTION	$422.00	$367.14	NULL - NOT SALABLE AS AFTERMARKET		13%

TOWN OF JUPITER
Purchase of Cardiac Monitors and Accessories From Zoll Medical Corporation.

DATE	October 7, 2025
TO	Honorable Mayor and Members of Town Council
THRU	Frank Kitzerow, Town Manager
FROM	Darrel Donatto, Fire Chief
SUBJECT	Approving the purchase of cardiac monitors and accessories with Zoll Medical Corporation, using a piggyback of the Sourcewell contract

EXECUTIVE SUMMARY

Zoll Medical Corporation is the manufacturer and distributor of pre-hospital medical equipment. Staff seeks authorization for the purchase of cardiac monitors and accessories from Zoll Medical Corporation, using and piggybacking Sourcewell contract 041823, which has an initial term of 10/26/23 - 06/30/27, with the option for extending three additional one-year extensions.

ANALYSIS

In support of the Fire Rescue Department's operational start, staff requests approval to purchase cardiac monitors and various accessories from Zoll Medical Corporation. These purchases for FY2026 are up to, but not exceeding, $800,000. Staff requests approval to purchase from Zoll Medical Corporation as the vendor for the supplies, piggybacking the Sourcewell contract 041823.

STRATEGIC PRIORITY

- Fiscal Responsibility
- Safety

ATTACHMENTS

1. Sourcewell Contract 041823

FUNDING SOURCE

Amount of this Request	FY2026 $800,000 Subject to appropriation	
Amount Approved in Budget	$800,000	Sources: FY2026 Operating Supplies 04534126-552000 & FY2026 CIP Machinery and Equipment 04534126-564000-F2601
Additional Funding Requested	$0.00	Sources:

For more information or copies of the attachments, please contact Tim Roche at TimRo@jupiter.fl.us or 561-741-2481.

Sourcewell

Solicitation Number: 041823

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and **ZOLL Medical Corporation**, 269 Mill Road, Chelmsford, MA 01824 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for **Critical Care and EMS Equipment** from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.

EXPIRATION DATE AND EXTENSION. This Contract expires June 30, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. SURVIVAL OF TERMS. Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship according to Supplier's Limited Product Warranty attached hereto in Attachment A. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with Supplier's documentation. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition, minus applicable sales tax. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged and shall be delivered to Participating Entities FOB destination. If upon inspection goods are found to be non-conforming, Supplier shall correct the non-conformity promptly. Supplier will, in its sole discretion, repair or replace at Participating Entity's request. If the non-conformity is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within ten (10) days at no cost to Sourcewell or its Participating Entities, after which point if no claim has been made, the shipment is deemed to be complete. Participating Entities reserve the right to inspect the Equipment and Products within ten (10) days after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products. The delivery dates provided upon order confirmation and are approximate only and Supplier shall not be liable for or shall the Contract be breached by any delivery by Supplier within a reasonable time after such dates.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition as set forth in Article 3.A.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity. The pricing quoted does not include sales, use, excise, or other similar taxes. The Participating Entity shall pay in addition to the prices quoted, the amount of any present or future sales, excise or other similar tax or customs duty or charge applicable to the sale or use of the Products or Equipment sold hereunder (except any tax based on the net income of Supplier). In lieu thereof the Participating Entity may provide Supplier with a tax exemption certificate acceptable to the taxing authorities.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

D. RETURNS AND CANCELLATION. (a) The Participating Entity shall obtain authorization from Supplier prior to returning any of the Products or Equipment. (b) If the Participating Entity receives authorization from Supplier to return a Product or Equipment for credit; then the Participating Entity shall be subject to a restocking charge of twenty percent (20%) of the original list purchase price, but not less than $50.00 per product. (c) Any change in delivery caused by the Participating Entity that causes a delivery date greater than six (6) months from the Participating Entity's original order date shall constitute a new order for the affected Products or Equipment in determining the appropriate list price. Notwithstanding the foregoing, products categorized as consumables or disposables (for example electrodes, catheters, cartridges, and related accessories) are non-returnable unless the products (a) were shipped in error by Supplier and are returned within thirty (30) calendar days of the invoice date, (b) are non-conforming or defective and returned within the applicable warranty period, or (c) are those of which Supplier specifically authorized in writing for return. Products or Equipment returned without Supplier's prior written authorization shall be refused. Products or Equipment authorized for return and returned withing thirty (30) calendar days must be unopened, undamaged and properly packaged by the Participating Entity to prevent damage during shipping. Supplier will not issue a return credit for products that are damaged during shipment. The Participating Entity is responsible for any return freight charges, unless due to a delivery nonconformity.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally have access to purchase the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access and with Participating Entities are bound under the terms and conditions of this Contract for any purchases made thereto. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity. Payment by the Participating Entity is due NET thirty (30) days from invoice date. Supplier reserves the right at any time to change or rescind payment terms based on assessment of a Participating Entity's financial condition or prior payment record. All shipments and deliveries shall at all times be subject to the approval of credit by Supplier. Supplier may at any time decline to may any shipment or delivery except upon receipt of payment or security or upon terms regarding credit or security satisfactory to Supplier.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order prior to shipment, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee of 1.5% of net sales to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied of the total net sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than forty-five (45) calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than thirty (30) days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. WAIVER. Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. CONTRACT COMPLETE. This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, to the extent directly caused by any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law. The Supplier indemnity obligations are conditions on Sourcewell or the Participating Entities to: (a) provide Supplier with prompt notice of any such claim, and (b) cooperate with Supplier in the defense of any such claim, and (c) provide Supplier solecontrol of the defense, negotiation and settlement of and such claim. Supplier shall not accept such settlement unless Sourcewell or the affected Participating Entity has approved, in writing, any settlement that requires an admission or liability on Sourcewell or the Participating Entity. Participating Entity may participate in the defense of any claim at its own expense. IN NO EVENT SHALL SUPPLIER BE LIABLE FOR INDIRECT SPECIAL OR CONSEQUENTIAL DAMAGES RESULTING FROM SUPPLIER'S PERFORMANCE OR FAILURE TO PERFORM PURSUANT TO THIS CONTRACT OR THE FURNISHING, PERFORMANCE, OR USE OF ANY PRODUCTS, EQUIPMENT OR SOFTWARE SOLD HERETO, WHETHER DUE TO A BREACH OF CONTRACT, BREACH OF WARRANTY, THE NEGLIGENCE OF SUPPLIER, OR OTHERWISE.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
   a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
   b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense*. The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any

sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination*. Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. ENDORSEMENT. The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control (including, but not limited to, epidemics, pandemics, or by shortages of power or materials). A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending*. Notwithstanding the existence of a dispute, the parties must continue without delay to carry out all of their responsibilities under the Contract that are not affected by the dispute. If a party fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, that party will bear any additional costs incurred by the affected party as a result of such failure to proceed.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an “AM BEST” rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers’ Compensation and Employer’s Liability.*

Workers’ Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:
$500,000 each accident for bodily injury by accident
$500,000 policy limit for bodily injury by disease
$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:
$1,000,000 each occurrence Bodily Injury and Property Damage
$1,000,000 Personal and Advertising Injury
$2,000,000 aggregate for products liability-completed operations, which may be written on a claims-made form
$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:
$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:
$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:
$2,000,000 per occurrence
$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to include Sourcewell and its Participating Entities that access this Contract, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, with respect to this Contract. Supplier agrees to include Sourcewell and Participating Entities that access this Contract as an additional insured under products and completed operations with respect to claims brought against Sourcewell and the Participating Entities that access this Contract caused by a defect in the Supplier's product or the negligence of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds. It is agreed that primary and non-contributing language will not apply to any claim based on the sole negligence of Sourcewell or any Participating Entity accessing this Contract.

D. WAIVER OF SUBROGATION. Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION. The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any

Participating Entity. Supplier certifies that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further certifies that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to "federal" should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier's Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report
all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of

mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining

any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell	ZOLL Medical Corporation
DocuSigned by: Jeremy Schwartz C0FD2A139D06489...	DocuSigned by: Neil Johnston 73F27B738B0A445...
By: _____	By: _____
Jeremy Schwartz	Neil Johnston
Title: Chief Procurement Officer	Title: Vice President Worldwide Sales
Date: 10/25/2023 | 5:10 PM CDT	Date: 10/26/2023 | 8:48 AM CDT

DocuSign Envelope ID: 67153088-DC0E-452C-BD34-EA69EFDA9672

Approved:

By: DocuSigned by: Chad Coauette 48BAF71B0894454...
Chad Coauette
Title: Executive Director/CEO

Date: 10/26/2023 | 4:58 PM CDT

DocuSign Envelope ID: 67153088-DC0E-452C-BD34-EA69EFDA9672

ATTACHMENT A

ZOLL Limited Product Warranty

ZOLL Medical Corporation (ZOLL) warrants to the customer that the product(s) purchased from ZOLL or its authorized dealers shall be free from defects in material and workmanship under normal use and maintenance conditions for the period of time set forth in the attached schedule. This warranty begins on the date of shipment from ZOLL's facility. During the applicable warranty period, ZOLL shall, at no cost to customer, either repair or replace (at ZOLL's sole discretion) any part of the product found to be defective in material or workmanship. If ZOLL's inspection detects no defects in material or workmanship, ZOLL's regular service charges shall apply. This warranty is not transferrable.

The foregoing warranty shall not apply if the defect, failure or other nonconformance of the product is caused by or attributable to: (i) any maintenance, repair or modification of the product by any party other than ZOLL or its authorized representatives, unless such modification is made with the prior written approval of ZOLL; (ii) use of the product with any associated or complementary equipment, accessory or software not supplied by ZOLL; (iii) any accident, negligence, misuse or accidental damage of the product; or (iv) use of the product in contradiction with
applicable operating instructions or outside of the product's intended purpose, environment or setting. The foregoing warranty shall not apply to any equipment on which any original serial numbers have been removed or destroyed. The following are not covered under the warranty: (1) items subject to normal wear and burnout during use, including but not limited to, lamps, fuses, batteries, patient cables and accessories, and (2) software included as part of the equipment (including software embodied in read-only memory, known as "firmware").

ZOLL, in its sole discretion, will determine whether warranty service on the product will be performed in the field or through ship-in repair. For field repair, this warranty service will be provided by ZOLL at the customer's facility or an authorized ZOLL facility during normal business hours. For ship-in repair, all products and/or assemblies requiring warranty service should be returned to a location designated by ZOLL, freight prepaid.

Products repaired or replaced under this warranty retain the remainder of the warranty period of the repaired or replaced product.

Repair or replacement constitutes the exclusive remedy of the customer and the exclusive liability of ZOLL for any breach of any warranty related to the equipment, accessories or electrodes supplied hereunder.

THE WARRANTY SET FORTH HEREIN IS EXCLUSIVE AND ZOLL EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES WHETHER WRITTEN, ORAL, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. ZOLL IS NOT LIABLE FOR INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF BUSINESS OR PROFITS) WHETHER BASED ON CONTRACT, TORT, OR ANY OTHER LEGAL THEORY.

ExpertCare™ Limited Warranty Matrix

GLOBAL PRODUCT LIMITED FACTORY WARRANTIES

PRODUCT	EMS		HOSPITAL		MILITARY / FEDERAL GOVERNMENT		PUBLIC SAFETY / ALTERNATE CARE	
MONITORS/ DEFIBRILLATORS	US & Canada	International	US & Canada	International	US & Canada	International	US & Canada	International
X Series®	1 year	1 year	5 years	1 year	5 years	5 years	5 years	N/A
R Series®	1 year	3 years	5 years	3 years	5 years	5 years	5 years	N/A
Propaq® M	1 year	1 year	5 years	1 year	5 years	5 years	N/A	N/A
Propaq® MD	5 years	5 years	5 years	5 years	5 years	5 years	N/A	N/A
VENTILATORS								
Z Vent®	1 year	1 year	1 year	1 year	N/A	N/A	1 year	N/A
EMV+®	1 year	1 year	1 year	1 year	5 years	5 years	1 year	N/A
330 Multifunction Aspirator	1 year	1 year	N/A	N/A	5 years	5 years	N/A	N/A
MECHANICAL CPR								
AutoPulse®	1 year	1 year	1 year	1 year	1 year	1 year	1 year	N/A
ResQPUMP®	1 year	1 year	N/A	N/A	1 year	1 year	N/A	N/A

PRODUCT	EMS		HOSPITAL		MILITARY / FEDERAL GOVERNMENT		PUBLIC SAFETY / ALTERNATE CARE	
AEDS	US & Canada	International	US & Canada	International	US & Canada	International	US & Canada	International
AED Plus®	5 years	5 years	5 years	5 years	5 years	5 years	5 years	5 years
AED Pro®	5 years	5 years	5 years	5 years	5 years	5 years	5 years	5 years
ZOLL AED 3®	6 years	6 years	6 years	6 years	6 years	6 years	6 years	6 years
Powerheart® G3 Pro	5 years	5 years	5 years	5 years	5 years	5 years	5 years	5 years
Powerheart® G3 Plus	5 years	5 years	5 years	5 years	5 years	5 years	5 years	5 years
Powerheart® G3 Elite	N/A	5 years	N/A	5 years	N/A	5 years	N/A	5 years
Powerheart® G5	6 years	6 years	6 years	6 years	6 years	6 years	6 years	6 years
Mobilize™	N/A	N/A	N/A	N/A	N/A	N/A	1 year	N/A
ADD 2 YEARS ADDITIONAL WARRANTY FROM SHIP DATE WITH AED REGISTRATION Registering ZOLL AED Plus, Powerheart, and ZOLL AED 3 devices provides two additional years of (not applicable in Japan) warranty.								

PRODUCT	EMS		HOSPITAL		MILITARY / FEDERAL GOVERNMENT		PUBLIC SAFETY / ALTERNATE CARE	
TEMPERATURE MANAGEMENT	US & Canada	International	US & Canada	International	US & Canada	International	US & Canada	International
Thermogard XP®	1 year	1 year	1 year	1 year	1 year	1 year	N/A	N/A
SUPERSATURATED OXYGEN THERAPY	US & Canada	International	US & Canada	International	US & Canada	International	US & Canada	International
TherOx®	1 year	1 year	1 year	1 year	1 year	1 year	N/A	N/A

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GLOBAL PRODUCT LIMITED FACTORY WARRANTIES

BATTERIES			
MONITORS/ DEFIBRILLATORS	Part Number	Description	Warranty
X Series®	8000-0580-01	Battery, Lithium-Ion, SurePower™ II	1 year
R Series®	8019-0535-01	SurePower™ Rechargeable Lithium-Ion Battery Pack	1 year
Propaq®	8000-0580-01	Battery, Lithium-Ion, SurePower™ II	1 year
VENTILATORS			
Z Vent®	703-0731-01-01	Battery Pack, 6.6 AH, 14.8V, Lithium-Ion, 12- Cell Conditioned	90 days
EMV+®	703-0731-01-01	Battery Pack, 6.6 AH, 14.8V, Lithium-Ion, 12- Cell Conditioned	90 days
MECHANICAL CPR			
AutoPulse®	8700-0752-01	Lithium-Ion Battery	1 year
AEDs			
AED Plus®	8000-0807-01	Type 123 Lithium Batteries	N/A
AED Pro®	8000-0860-01	Non-Rechargeable Lithium Battery Pack	90 days
	8019-0535-01	SurePower™ Rechargeable Lithium-Ion Battery Pack	1 year
ZOLL AED 3®	8000-000696	Lithium Manganese Dioxide Battery Pack	90 days
Powerheart® G3 Pro	9145-301	Intellisense® Lithium Battery	90 days*
Powerheart® G3 Plus	9146-302	Intellisense® Lithium Battery	90 days*
Powerheart® G3 Elite	9146-702	Intellisense® Lithium Battery	90 days*
Powerheart® G5	XBTAED001A	Intellisense® Lithium Battery	90 days*
	* Intellisense® Lithium Battery Replacement Program (Four years from date of installation. Conditions Apply - See Policy For Details)		

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GLOBAL PRODUCT LIMITED FACTORY WARRANTIES

CHARGERS

Part Number	Description	Warranty
8200-00010-01	SurePower™ Single Bay Charger	1 year
8050-0030-01	SurePower™ Charger Station	1 year
8300-0500-01	SurePower™ Charger Station w/Charger Adaptors	1 year
8700-0753-01	AutoPulse® Battery Charger, U.S., Multi-Chemistry	1 year
8911-000290-01	Mobilize™ Refill, Item PC, Tablet Charger	90 days

GLOBAL PRODUCT LIMITED FACTORY WARRANTIES

ACCESSORIES

Product	Part Number	Description	Warranty
X Series® R Series® Propaq®		SPO2 Cables and Sensors	9 months
X Series®	8000-001392	Masimo Rainbow® EMS RC-4 Patient Cable	2 years
R Series®	8000-0312 8000-0367	Mainstream - CAPNO 5 CO2 Sensor and Cable Sidestream - CAPNO 5 LoFlo CO2 Module	limited lifetime warranty* *Original purchaser only
Thermogard XP® Catheters Start Up kits Guidewires	6 months		
TherOx® SSO_2 Catheters and Cartridges	Warranty is valid through the shelf life date stated on the packaging.		
Electrodes	90 days		
Other Cables	90 days		

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RFP 041823 - Critical Care and EMS Equipment

Vendor Details

Company Name:	ZOLL Medical Corporation
Address:	269 Mill Road Chelmsford, Massachusetts 01824
Contact:	Contracts Department
Email:	bids@zoll.com
Phone:	978-421-9655
HST#:	

Submission Details

Created On:	Friday March 03, 2023 08:04:38
Submitted On:	Tuesday April 18, 2023 12:27:39
Submitted By:	Contracts Department
Email:	bids@zoll.com
Transaction #:	d96ae371-c6cb-46cf-a52b-4ec2f439df11
Submitter's IP Address:	67.218.11.44

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	ZOLL Medical Corporation	*
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	ZOLL does not have any subsidiary entities. ZOLL is a subsidiary entity of Asahi Kasei Corporation.	*
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	ZOLL Medical Corporation ZOLL Medical Canada Inc.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 0UJ27 / UEI: YNFJYW1DZ9T3	*
5	Proposer Physical Address:	269 Mill Road, Chelmsford, MA 01824	*
6	Proposer website address (or addresses):	https://www.zoll.com	*
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Neil Johnston, Vice President Worldwide Sales, 269 Mill Road, Chelmsford, MA 01824, NJohnston@zoll.com, 978-421-9256	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Stacy Freeman, Senior Contract Specialist, 269 Mill Road, Chelmsford, MA 01824, stacy.freeman@zoll.com, 351-500-3500	*
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Caitlin Baillargeon, Bid and Proposal Contract Specialist, 269 Mill Road, Chelmsford, MA 01824, caitlin.baillargeon@zoll.com, 351 500-3581	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	

10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	Today, ZOLL's product portfolio and customer base have greatly expanded. Hospitals, emergency medical services (EMS), and lay rescuers across the globe use ZOLL professional and automated external defibrillators every day to treat sudden cardiac arrest and improve outcomes. Our comprehensive product portfolio also includes the world's only wearable defibrillator; a revolutionary automated CPR system; rapid, highly efficient intravascular and surface temperature management systems for patients who require therapeutic cooling or warming; and intrathoracic pressure regulation (IPR) therapy, which creates a vacuum inside the chest cavity that enhances circulation, increases blood pressure, and lowers intracranial pressure. In 2015 our ResQCPR™ System became the first and only CPR device with an FDA-approved indication to "increase the likelihood of survival in adults who have experienced non-traumatic cardiac arrest." Cardiac arrest victims treated with the ResQCPR System were 49% more likely to be alive one year after the event than patients treated with conventional manual CPR. We also offer a family of portable ventilators for environments ranging from the emergency department to military operations, and every care environment in between. At ZOLL we also feel strongly that we need to address data management and analysis. One of ZOLL's core principles is that if you can't measure something, you can't improve it. Our data offerings are unmatched. When the call first comes in, EMS systems use RescueNet® Navigator to get the crew to the scene as quickly as possible. After the crisis has passed, RescueNet Code Review enables a code team to see events as they occurred, providing the ECG, the vital signs, and the depth and rate of compressions for a post-event analysis. In all, we are focused on key areas that we believe make a real difference to our customers and their patients: investing in people and research, delivering innovative products, and helping our customers save lives that might otherwise be lost. Investments in research and development in our quest to continue delivering products that set new standards of care are above average for the industry and our spending in clinical research is unequalled. Our ongoing commitment is to being a consistent, stable, and reliable partner whom our customers can count on to achieve meaningful business and clinical advances. ZOLL's commitment to our customers is paramount in everything we do. We recognize the unique challenges faced by each of the markets ZOLL serves and work with our customers to address their needs. Through ongoing research and development, intelligent engineering, and strategic acquisitions, we have pursued this goal for more than three decades by offering best in class, technically advanced products and by adding new capabilities.	*
11	What are your company's expectations in the event of an award?	If awarded this opportunity, ZOLL Medical Corporation stands ready to serve the needs of Sourcewell US and Canadian members, and we look forward to the possibility of a long and mutually rewarding partnership. ZOLL is focused on improving patient outcomes with "cutting-edge" resuscitation and acute critical care technology. Our family of products offers the most integrated system of clinical solutions for Critical Care and EMS services as well as complementary products and services to provide data integration and management. We understand the unique needs of first responders and for four decades have been committed to developing "leading-edge" resuscitation products with those needs in mind. If awarded this opportunity, it is our expectation to keep up with the level of services provided for Sourcewell and its members.	*
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	ZOLL has consistently increased its revenue profits annually, as we are one of the top suppliers of this commodity. Based on our detailed consolidated financial statements from our parent company Asahi Kasei Corporation we have shown financial growth by year which can be seen in our attached financial reports from our parent company Asahi Kasei.	*
13	What is your US market share for the solutions that you are proposing?	ALS Monitor/Defibrillators = ~50% Vents and mechanical CPR = ~33%	*
14	What is your Canadian market share for the solutions that you are proposing?	ALS Monitor/Defibrillators = ~70% Vents and mechanical CPR = ~33%	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	ZOLL Medical Corporation has never petitioned for a bankruptcy protection.	*

16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	ZOLL markets and sells its lifesaving AED devices, Mobilize Trauma Kits and Rescue Ready Services, through our network of approved distribution partners who are supported by a network of 48 direct ZOLL sales managers, 5 Law Enforcement Market Specialists, 180 implementation/service representatives, and 106 manufacturer's representatives. ZOLL markets its lifesaving EMS devices to include monitor/defibrillators, mechanical cpr, ventilation and data solutions. Our EMS customers are supported by 100 sales managers, 30 implementation and training representatives and 37 technical support personnel. ZOLL maintains manufacturing facilities in Chelmsford, MA; Deerfield, WI; San Jose, CA; Pawtucket, RI; and… where all of our lifesaving equipment is manufactured, tested, supported, and distributed from. ZOLL also provides AED Program Compliance/Management SaaS services through Rescue Ready Services, the support team is based out of Chelmsford, MA and will support any of our public safety customers using one of the Rescue Ready Services programs (PlusTrac, PlusCare, or PlusLearning). Every day, you rely on your equipment to help you make sound treatment decisions and save lives. The consequences are high when your equipment doesn't work. Let ZOLL® support efforts with our Expert Care™ Service. Our preventive maintenance and service provides peace of mind, ensuring that your equipment is in proper working order every time you need it.	*
17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	ZOLL is an FDA registered Medical Device Company with product that falls into all classifications. Our Class III products have PMA approval, as well as 510(k) approval for Class II products. We are an ISO 13485 registered and certified organization enrolled in the FDA initiative "Case for Quality" program through CMMI Institute. We are certified as an MDSAP organization for US, Canada, Australia, Japan, and Brazil audited yearly to maintain a certified standing. Our products comply to the latest industry guidelines and standards as published in our Operators Guide. Our Quality Management Systems holds our Suppliers to the highest standards for Quality, Reliability, and Compliance.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	ZOLL has not received any suspension or disbarment to our organization during the past 10 years. ZOLL has been committed to abiding by rules and regulations to remain in compliance with all applicable laws.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	• October 2021 – ZOLL Medical Announces its XSeries® Advanced monitor/defibrillator was recognized by EMS World with its annual Innovation Award. https://www.hmpgloballearningnetwork.com/site/emsworld/original-contribution/2021-ems-world-innovation-award-winners • January, 2021 - ZOLL® Medical announced that its ZOLL AED 3® and ZOLL AED 3 BLS automated external defibrillators (AEDs) were recognized by the World of Safety & Health Asia (WSHAsia) in its inaugural New & Innovative Solutions Awards program. As the only products to receive a five-star rating, the ZOLL defibrillators were recognized for their unrivaled smart technology and the industry's shortest interval between compressions and shock delivery. • April 2019 - ZOLL's Medical Corporation, a manufacturer of resuscitation devices and related software solutions, announced that it has received the Omega NorthFace ScoreBoard AwardSM for a seventh consecutive year. The award is presented annually by the Omega Management Group Corp. to organizations that, as rated by their own customers, demonstrate excellence in customer service and support. • November, 2020 – Mobilize™ Comprehensive Trauma Kit wins Occupational Health & Safety New Product Award for Emergency Response https://nationalsafetyinc.com/zoll-8911-001000-01-mobilize-comprehensivetraumakit.html ZOLL AED 3 AND COMPREHENSIVE RESCUE SYSTEM HONORED FOR ABILITY TO IMPROVE WORKPLACE SAFETY Two ZOLL Products Named 2020 New Products of the Year by Occupational Health & Safety Magazine https://www.zoll.com/news-releases/2020/11/10/zoll-aed-3-and-comprehensive-rescue-system-honored-for-ability-to-improve-workplace-safety • May 2018 Mobilize Rescue Systems announces that the company has been honored with the Bronze Edison Award for Medical Innovation at the Edison Awards. https://edisonawards.com/past-winners/	*
20	What percentage of your sales are to the governmental sector in the past three years	The percentage of sales to the governmental sector in the past three years is: 2020 - 8% to 10% 2021 - 8% to 10% 2022 - 8% to 10%	*
21	What percentage of your sales are to the education sector in the past three years	Since ZOLL sells AEDs into the public safety sector through a network of approved distribution partners we do not have an exact estimate of how many AEDs our distribution partners supply into the educational sections. Conservative estimates are approximately 20% of total AED sales.	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	CMAS 2020 - $4.4M 2021 - $5.7M 2022 - $6.5M NASPO 2020 - $27.5M 2021 - $32.8M 2022 - $14.9M STATE OF OHIO 2020 - $2.8M 2021 - $2.1M 2022 - $1.4M	*
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	FSS: V797D-40135 FY20:$11,496,518.00 FY21:$4,792,229.00 FY22: $3,994,997.00	*

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Georgia State Patrol	Col Chris Wright	404-624-7477	*
City of Chicago Public Schools	Department of Leadership	773-553-1000	*
Miami-Dade Police Department	Main Office	305-476-5423	*

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Municipal Fire Department California	Government	California - CA	Capital Equipment and related/ongoing accessories.	~900-2000 commodity sales.	$5 Million	*
Paramedic Services DivisionCounty EMS Agency	Government	ON - Ontario	Capital Equipment and related/ongoing accessories.	~900-2000 commodity sales.	$5 Millon	*
County EMS Agency	Government	Florida - FL	Capital Equipment and related/ongoing accessories.	~900-2000 commodity sales.	$4 Million	*
Miami Dade Police	Government	Florida - FL	Capital Equipment and related/ongoing accessories.	~900-2000 commodity sales.	$4-5 Million	*
Florida State Highway Patrol	Government	Florida - FL	Capital Equipment and related/ongoing accessories.	~900-2000 commodity sales.	$4-5 Million	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	ZOLL markets and sells its lifesaving AED devices, Mobilize Trauma kits, and Rescue Ready Services, through our network of approved distribution partners who are supported by a network of 48 direct ZOLL sales managers, 5 Law Enforcement Market Specialists, 180 implementation/service representatives, and 106 manufacturer's representatives. ZOLL markets its lifesaving EMS devices to include monitor/defibrillators, mechanical cpr, ventilation and data solutions. Our EMS customers are supported by 100 sales managers, 30 implementation and training representatives and 37 technical support personnel.	*
27	Dealer network or other distribution methods.	ZOLL markets and sells its lifesaving AED devices, Mobilize Trauma kits, and Rescue Ready Services, through our network of approved distribution partners who are supported by a network of 48 direct ZOLL sales managers, 5 Law Enforcement Market Specialists, 180 implementation/service representatives, and 106 manufacturer's representatives.	*

28	Service force.	Page 28 Technical Service and Support ZOLL® Technical Support and Service Department is dedicated to providing world-class technical support around the globe. Our award-winning technical support team takes pride in delivering high-quality service to our customers. Our staff of highly skilled, trained professionals has extensive experience in technical and clinical applications, electronics, and process quality control. North America Technical Support Monday through Friday | 8:30 a.m. to 6:00 p.m. EST U.S.: 800-348-9011 (press 1 for technical support) Canada: 866-442-1011 Visit zoll.com/ExpertCareSupport to submit an inquiry, report an issue, or place a service part order. Emergency Technical Support Emergency Technical Support is available outside of normal business hours 365 days a year, by calling 800 348-9011 or 978 421-9655 to speak to an on-call technician. Product Related Issues We are pleased to provide technical assistance through our Technical Support Department, should you have questions about your ZOLL device and/or require service/repairs. Monday through Friday | 8:30 a.m. to 6:00 p.m. EST 800-348-9011 (press 1 for technical support) | zoll.com/ExpertCareSupport Repairs Repairs The ZOLL Service Depot performs repairs and preventive maintenance for all ZOLL devices. Our service technicians are highly skilled and trained in accordance with our technical service standard operating procedures. Extensive training is required for all technicians prior to evaluating and repairing any device. All devices serviced in our Service Depot undergo a rigorous and systematic recertification process prior to their return. Upgrades Software upgrades will be provided at no charge if the software upgrade is required to repair a deficiency in the existing software. Hardware upgrades will be provided at no cost if the hardware is required to perform the software upgrade necessary to repair a deficiency in the existing software. Outside the U.S.: Contact your local ZOLL office or authorized distributor. Within the U.S.*: Contact the upgrade specialist. 800-348-9011 | serviceupgrades@zoll.com *Service loaners will be available for use during the upgrade process. Non-Technical Customer Support – Customer Service ZOLL® knows the importance of providing quality and timely services to customers. ZOLL is staffed with knowledgeable, extensively trained customer service representatives who know what it takes to make our customers feel valued and important. Our quality processes in order management and call handling have made us a leader in implementing customer satisfaction and retention programs. Contact Customer Service for Non-Technical Questions Customer service is available to answer non-technical questions regarding product features and benefits, individual purchases, pricing, refunds, rebates, shipping status, or other service-related information. You can contact our customer service representatives by phone or e-mail: Monday - Friday 8:30 a.m. to 6:00 p.m. EST 978 421-9440 Direct 800 348-9011 Toll-free (US) 866-442-1011 Toll-free (Canada)	*

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	ZOLL's ordering process is as follows: Direct Sales: ZOLL offers many methods of ordering to make the process as convenient as possible for our customers. Purchase Orders can be submitted to the following: o PHONE: 800-348-9011 (M-F 8:30am-7:00pm EST) consumables only o FAX: 978-421-0015 o ONLINE: ZOLL WebStore @ https://www.zollwebstore.com/ consumables only o EMAIL: esales@zoll.com All orders will be processed within 24 hours of being received, and a confirmation will be sent via email to the email address listed on the Purchase Order. Distribution Sales: ZOLL will authorize approved business partners the ability to use the Sourcewell contract. These approved distribution partners will then work with applicable customers to sell products and or services using the ZOLL Sourcewell contract pricing though their normal proposal/quoting/ordering process. Following the delivery of Sourcewell contract related items ZOLL business partners will be required to provide tracing information to ZOLL which will allow ZOLL to properly track all customer orders based off Sourcewell contract	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	ZOLL's provides exceptional customer service to our customers. Our customer service is available to answer non-technical questions regarding product features and benefits, individual purchases, pricing, refunds, rebates, shipping status, or other service-related information. You can contact our customer service representatives by phone or e-mail. We accept phone orders for consumables and accessories only. In the US, we accept Purchase orders via fax, email, EDI and accessories via online webstore. All orders will be processed within one business day upon receipt.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	ZOLL is willing and able to provide products and services across all 50 states in the United States that are either FDA PMA, 510K, or are approved for sale/distribution within the United States.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	ZOLL is willing and able to provide products and services across Canada for devices and accessories that have Health Canada approval or that are approved for sale/distribution within Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	ZOLL is able to provide its products to all of the US and Canada.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	ZOLL is able to provide its products to all participating Sourcewell members.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	ZOLL Medical Corporation will consider the restrictions of the State laws in Hawaii, Alaska and US territories. Therefore, our ability to provide and sell our products is based on their restrictions, but there must be a mutual agreement.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	ZOLL Medical's Sourcewell Marketing plan will include working with Sourcewell to encourage member participation. ZOLL will market the Sourcewell program to our Sales and contract teams, as well as our distribution partners. We will create a Sourcewell page for our distribution portal to facilitate seller access to relevant information and processes. We will leverage Sourcewell flyers and other materials and resources to market to our distributors, manufacturers' reps, and end user customers. Our Marketing plan includes the addition of a Sourcewell page on our website to provide contract information and promote the value of the cooperative. We will create tabletop materials and flyers for tradeshows. Finally, our internal sales enablement team will embark on a lead generation campaign to schedule meetings with our sales team and distribution partners. As appropriate, we will amplify the Sourcewell contract opportunity through social media.	*
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	ZOLL Medical's marketing efforts leverage technology and digital data across a variety of platforms to promote critical care, sudden cardiac arrest awareness and response, EMS topics and trauma response. ZOLL utilizes paid search, display advertising, social media, email campaigns and Search Engine Optimization (SEO) to create leads and drive traffic to our website. In addition, our Marketing tools include salesforce.com, internal digital asset management platforms and marketing automation software. Sourcewell members will have access to ZOLL.com, where they can learn about our products and services. The Technical Service and Customer Support pages on ZOLL.com enable Sourcewell members to click on an email link or phone number to get help directly from the website. In the event of an award, ZOLL will: o Create email outreach campaigns for known Sourcewell members to drive contract awareness. o Maintain and update ZOLL.com to ensure timely and current information, including product manuals. o Notify Sourcewell members of relevant ZOLL-hosted webinars and events.	*
38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	ZOLL's Sales and Marketing teams are driven by the concept of extreme collaboration, which extends to our business partners, to include Sourcewell in the event of an award. We look forward to partnering in a strong relationship with Sourcewell. As we see it, Sourcewell's role in promoting contract arising from this current RFP may include: • Email and other promotional campaigns to members. • Advertising and Marketing materials noting the ZOLL Medical award. • Digital presence and backlinks between the Sourcewell and ZOLL websites. • Mutual support at events at which ZOLL and Sourcewell both exhibit. Integration of the Sourcewell contract into ZOLL Medical's sales process: ZOLL Sales leadership will create a strategic plan to promote awareness of the Sourcewell contract across all Sales disciplines. This includes background and documented process for working with Sourcewell and its members, and a saleforce.com-based reporting structure to monitor activity and KPIs (key performance indicators). ZOLL's sales team stands ready, willing and able to implement this strategic plan when put in place. ZOLL Sales is committed to supporting Sourcewell members in the sales process.	*
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Existing customers have the option to email purchase orders to esales@zoll.com. From there, our customer service team will process the order accordingly.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	

40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	ALS Direct Products: Change is constant. It's a sign of moving forward. But change brings logistical challenges. The ZOLL XChange™ program was created to ease your adoption of new technologies. A team of experienced EMS professionals, IT specialists, and certified project managers provide industry-exclusive transition services that ensure a smooth conversion to the ZOLL devices for your crews. Product Through Distribution: ZOLL and our distribution partners offer a variety of services and options to support the in-service and setup of our equipment. For AEDs and Mobilize Trauma kits support is offered in various ways depending on how the customer acquires the device. ZOLL offers comprehensive web-based training videos and tools, and in most cases between our manufacturer representatives and our distribution partners will offer onsite in-service/basic training. For ZOLL Rescue Ready Services our customer support team will contact applicable customers to help with their in-service and training on the platform. Once the customer is using PlusTrac ZOLL offers customer support via web-chat, email, and direct phone access. The support team will troubleshoot customer challenges and help address them.	*
41	Describe any technological advances that your proposed products or services offer.	ZOLL Medical internal teams innovate cutting edge technologies to improve outcomes during life-threatening emergencies. ZOLL is dedicated to leveraging emerging technology, as well as adapting proven technologies to optimize device performance. Mobilize™ trauma kits Mobilize™ trauma kits pair with an interactive instructional app, enabling bystanders to help treat victims while EMS is on the way. Rescue Ready Services Powered by cloud based PlusTrac software, this suite of offerings provides sophisticated AED program management, as well as PlusCare on-site service and PlusLearning training programs. PlusTrac includes CheckAED app for remote AED inspection logging using mobile phones. ZOLL AEDs All of ZOLL's AED devices feature Real-Time CPR Feedback. Unique among AEDs currently on the market, ZOLL defibrillators provide integrated proprietary real-time feedback technology to help the rescuer achieve life-saving CPR compression rate and depth, as suggested by American Heart Association Guidelines. Research (Bobrow B, et al. Annals of Emergency Medicine. July 2013:62(1):47-56.31) has found that ZOLL defibrillators, combined with training, more than doubled the chance of survival from sudden cardiac arrest.	*
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	ZOLL Medical Corporation, through our parent company (Asahi Kasei Corporation), promotes the reduction of environmental impacts and the efficient utilization of resources and energy throughout the entire life cycle in its business activities in order to contribute to a circular economy. Specifically, it will promote the 3Rs of reduction, reuse, and recycling, and increase usage of resources and energy with lower environmental impacts and renewable resources and energy. Our parent company, Asahi Kasei Corporation, has a firm stance on environmental sustainability. In our efforts to meet our targets, we have many environmental policies and initiatives such as Global Environmental Policy, Group Code of Conduct, and targets for GHG Reduction and Carbon Neutrality. Asahi Kasei also has sustainable practices such as recycling, reusing, and reducing resources, promotes biodiversity, preserves water resources, and builds a low carbon society. One of our targets is to have electric vehicle charging stations by April of 2023. Currently, our HVAC units on the roofs are water cooled and chemicals are used to keep bacteria out of the units, so we are replacing HVAC units with air-cooled systems. Therefore, we will be using less water to fill the basins. In addition, ZOLL Medical Corporation utilizes cartons made from 80% post-consumer / 20% virgin materials with inner carton trays made from 100% recycled material for the distribution of goods manufactured by ZOLL. Additionally, ZOLL does reuse cartons designed for the safe transportation of critical items, such as PCBAs. For more information, please see the following link for all sustainability policies and plans. https://www.asahi-kasei.com/sustainability/	*
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Currently ZOLL does not have applicable certifications, labels, or ratings.	*
44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	ZOLL's plan for Fiscal Year 2023 is to spend 20.0% in WMBE, SBE and veteran owned businesses. Last year, ZOLL spent 19.8% in these businesses. ZOLL presents a plan to the US Veterans Affairs Department every year.	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	ZOLL AEDs Page 32 The Effectiveness of Real-time Feedback o The American Heart Association (AHA), in a 2013 Consensus Statement, highlighted the importance of devices that can measure and provide feedback on CPR quality. All ZOLL AEDs include integrated, real-time feedback. "... monitoring of CPR quality is arguably one of the most significant advances in resuscitation practice in the past 20 years and one that should be incorporated into every resuscitation and every professional rescuer program." * – American Heart Association CPR Quality Consensus Statement AEDs: Designed for Unexpected Heroes™ ZOLL AEDs support rescuers with real-time feedback technology that guides rescuers through high-quality CPR compressions, critical to helping a sudden cardiac arrest (SCA) victim. With over 2 million installed worldwide, ZOLL AEDs are trusted by safety leaders because they are smart, reliable and ready for the rescue. At ZOLL, we are focused on providing intuitive and intelligent AEDs in every public space around the world and to enable bystanders to act quickly, appropriately and with confidence in sudden cardiac arrest emergencies. That is why all of our AEDs are designed to remove the guesswork and support unexpected heroes throughout the rescue. Together with our distributor partners, we are by your side, giving you the potential to help. save lives. o No other AEDs support rescuers with integrated, real-time feedback on compression rate and depth like ZOLL AEDs. Real-time feedback technology guides rescuers on optimal rate and depth of chest compressions through voice, text and visual prompts that help ensure the delivery of high-quality CPR. o Automatic Self-Testing: A series of regular automatic self-tests verify that the internal circuitry, battery and pads are fully functional so you can have confidence it will be ready to use. o Designed for Durability: Designed to withstand harsh environments and temperature extremes, ZOLL AEDs have an ingress protection (IP) rating of IP55, which means they are highly resistant to dust and moisture. o Ready for the Rescue: An AED needs to be ready when you need it. All ZOLL AEDs perform a rigorous series of self-tests and use long-life consumables that minimize the frequency of maintenance: ZOLL AED 3® features WiFi connectivity that can report device readiness automatically to program management. Pads and battery have an industry-leading shelf life of five years. Powerheart® G5 conducts automatic self-tests of critical components and tests battery and pads for both presence and function. ZOLL AED Plus® pads and batteries last five years, thus requiring less frequent maintenance. Mobilize Rescue Systems™: For Those Who Won't Stand By These innovative systems of modern medical supplies paired with an interactive instructional app guides untrained bystanders to help with critical injuries such as severe bleeding, trauma, seizures, choking, hypothermia and more. Mobilize™ trauma and medical response kits pair with an interactive instructional app, enabling bystanders to help treat victims while EMS is on the way. o Integrated medical supplies and rescue app with real-time instructions. o Manage life-threatening conditions as well as common accidents and injuries. o No training is required - simple diagnostic prompts and step-by-step guidance to provide care. Rescue Ready Services: Life Depends on It Our comprehensive program management solutions ensure that safety equipment and trained responders are ready when needed. From tracking consumables to medical direction and addressing compliance with local regulations, you can count on ZOLL. Automated external defibrillators (AEDs) help save lives. But managing a holistic AED program involves much more than just buying an AED; it takes time and effort from a dedicated program manager. To ensure that each AED is ready to use at a moment's notice, for example, it must have working batteries and pads that are within their expiration dates. All potential responders must also be trained in CPR and AED use. Setting up a program with ZOLL Rescue Ready Services that provides a system of care – from pre-event preparedness, to rescue response and post-event support – will enable your organization and responders to be ready for an unexpected sudden cardiac arrest (SCA) emergency and to help to save lives when every minute counts. ALS Devices: At ZOLL, we're passionate about improving patient outcomes and helping save lives. We provide innovative technologies that make a meaningful difference in people's lives. Our	

medical devices, software, and related services are used worldwide to diagnose and treat patients suffering from serious cardiopulmonary and respiratory conditions.
ZOLL's proprietary Rectilinear Biphasic Defibrillation Waveform is the only one cleared by the FDA to state superiority over monophasic defibrillation waveforms. The Inovise 12 Lead analysis algorithm has the highest sensitivity for STEMI of any 12-lead algorithm used today. *
o STEMI ECG without confounders – 91%
o All STEMI ECG's – 76%

The Inovise algorithm specificity is measured to be in excess of 98% in all categories.

X Series® Advanced utilizes Welch Allyn Sure BP® and Smartcuf® technology.
o Sure BP® assesses during cuff inflation, obtaining readings in as little as 15 seconds.
o Smartcuf® synchronizes the measurement to the patient's R wave, improving motion tolerance, accuracy and reliability.

The X Series® Advanced is the only ALS device approved for use as an AED with both adult and pediatric patients. It features several technologies to assist in the treatment of cardiac arrest in both populations.
o Adult
RapidShock – Analysis algorithm capable of making a shock/no shock decision in as little as 3 seconds.
o Pediatric
Automatic switching of the X Series Advanced to Pediatric mode when OneStep Pediatric CPR electrodes are connected, lowering the defibrillation Joule settings and peak blood pressure inflation target, along with adjusting alarm settings accordingly.
Proprietary AED rhythm analysis algorithm designed specifically for use with pediatric patients.
Pediatric-specific defibrillation energy protocol

ZOLL's patented rectilinear pacing waveform has been clinically proven to gain capture more often and at
lower current levels than competing noninvasive pacing technology.

ZOLL's Real CPR Help is the only technology capable of providing real-time CPR feedback for Adults and Pediatrics down to age 0 in all modes of operation.
o Adult:
ZOLL offers our CPR Dashboard™ which displays real-time indicators that provide CPR coaching to clinicians targeting a depth of 2 to 2.4 inches and a rate of 100 to 120 compressions per minute on adult patients. Providers will receive audible and visual indicators letting them know if compressions are of proper depth and rate, and if they are releasing quickly enough to allow for full ventricular filling. A Perfusion Performance Indicator (PPI) is another indicator of overall chest compression quality. If compressions are paused for more than 3 seconds, an Idle Timer will display to prompt the clinician to resume CPR.
The X Series Advanced also features See-Thru CPR®, unique to ZOLL. See-Thru CPR filters out chest compression artifact so that the adult patient's underlying heart rhythm can be displayed during CPR. By allowing the clinician to visualize the underlying rhythm, this technology minimizes the duration of pauses in compressions, critical to improving patient survival.

o Pediatric
ZOLL offers our CPR Dashboard™ which displays real-time indicators that provide CPR feedback allowing clinicians to target appropriate depth and rate for every age range.

Real BVM Help®
The X Series Advanced includes ZOLL's Real BVM Help Technology which provides real-time feedback and coaching on the quality of manual ventilation. Real BVM Help provides clinicians with real time ventilation feedback on both rate and volume for patients managed with a simple BVM or advanced airway.

TBI Dashboard®
The TBI Dashboard brings together ventilation, oxygenation, and blood pressure in one display to allow constant monitoring of these three vital signs in patients with traumatic brain injury. The TBI Dashboard is unique; it is the only dashboard of its kind that is designed to help providers monitor these vital trends to help treat the patient before hypoxia, hyperventilation, and hypotension can become an issue.

The Autopulse
The AutoPulse mechanical CPR device squeezes the patient's entire chest to improve blood flow to the heart and brain. The only device of its kind, AutoPulse automatically sizes to the patient, and has shown improved outcomes in numerous clinical trials.

The X-Series Advanced and Autopulse interoperability.
X Series® Advanced monitor/defibrillator recognizes the unique, patient customized compressions performed by the AutoPulse® Resuscitation System and informs rescuers that high-quality CPR is being administered.

		The Z Vent® Page 34 Z Vent ® is the ideal transport ventilator designed for pre-hospital and inter-hospital use. Z Vent offers unmatched durability and portability, delivering a full range of ventilation options in a device that's simple to use.	

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
46	Do your warranties cover all products, parts, and labor?	ZOLL Medical Corporation does have warranties that covers all products, parts, and labor for one year. ZOLL warrants to the customer that the product(s) purchased from ZOLL or its authorized dealers shall be free from defects in material and workmanship under normal use and maintenance conditions. This warranty begins on the date of shipment from ZOLL's facility. During the applicable warranty period, ZOLL shall, at no cost to customer, either repair or replace (at ZOLL's sole discretion) any part of the product found to be defective in material or workmanship.	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	ZOLL Medical Corporation's warranty shall not apply if the defect, failure or other nonconformance of the product is caused by or attributable to: (i) any maintenance, repair or modification of the product by any party other than ZOLL or its authorized representatives, unless such modification is made with the prior written approval of ZOLL; (ii) use of the product with any associated or complementary equipment, accessory or software not supplied by ZOLL; (iii) any accident, negligence, misuse or accidental damage of the product; or (iv) use of the product in contradiction with applicable operating instructions or outside of the product's intended purpose, environment or setting. The foregoing warranty shall not apply to any equipment on which any original serial numbers have been removed or destroyed. The following are not covered under the warranty: (1) items subject to normal wear and burnout during use, including but not limited to, lamps, fuses, batteries, patient cables and accessories, and (2) software included as part of the equipment (including software embodied in read-only memory, known as "firmware").	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	ZOLL, in its sole discretion, will determine whether warranty service on the product will be performed in the field or through ship-in repair. For field repair, this warranty service will be provided by ZOLL at the customer's facility or an authorized ZOLL facility during normal business hours. For ship-in repair, all products and/or assemblies requiring warranty service should be returned to a location designated by ZOLL, freight prepaid.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	ZOLL has service technicians available in nearly all of the states and markets in the continental US. We do not have technicians based in AK or HI – we fly in techs as needed for those markets. Our techs complete minor/simple repairs in the field. Complex repairs are completed at our factory repair depot. Technicians are able to deploy spare devices to ensure uptime. We can fly out technicians anywhere in Canada. However, most repairs will need to come in to the ZOLL Canada office as we're only able to do very minor repairs in the field.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	This is not applicable as ZOLL manufactures our own products.	*

51	What are your proposed exchange and return programs and policies?	Products cannot be returned without approval from ZOLL's Customer Service Department. An authorization number will be provided which must be printed on the returned merchandise. ZOLL reserves the right to charge shipping and restocking fees on returned items. Special, modified, or discontinued items are not subject to return. Trade-In: ZOLL or competitor's equipment traded in by the customer as an allowance against a purchase of new ZOLL equipment. Re-invoice: An invoice provided to the customer should they decide to keep their trade in equipment or if they do not return the equipment. ZOLL Trade-in Partner: A third party who will receive ZOLL's customer's trade-in equipment directly rather that returning product to ZOLL. Trade Coordinator will make first contact within 45 days of the invoice date. Results are notated on a spreadsheet and will follow up contact date scheduled. Exceptions may be in the case of training/deployment delays, delivery delays or product issues. Trade Coordinator works closely with Sales and Customer to identify when we should expect the trade-in equipment to be returned. Trade Coordinator will make additional collections contact until the equipment is returned or resolution has been completed. Sales representative will get an "Open Trade-In Order report" twice a month showing your outstanding trades. From time to time, we may need your assistance to resolve any outstanding issues.	*
52	Describe any service contract options for the items included in your proposal.	ZOLL will not be providing service contract options for the items included in this proposal.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
53	Describe your payment terms and accepted payment methods.	ZOLL's payment terms are Net 30 days, and our payment methods include: ACH/Wire transfers, Check, and Credit Card	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	ZOLL offers extended payment options. More specifically, Capital and Fair Market Value Leasing.	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	ZOLL does not have standard transaction documents as all of our orders are placed electronically.	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	ZOLL does accept the P-card.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	ZOLL Medical Corporation's pricing model is as follows: Product Category discounts will flow down to specific items within said categories. Additionally, given the breadth of our offerings across ZOLL, we may have specific line item discounts from time to time that don't fit a specific category in order to allow customers to purchase them as a standalone item when beneficial.	*
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	ZOLL is offering a competitive discount between 2%-20% on all products offered.	*
59	Describe any quantity or volume discounts or rebate programs that you offer.	ZOLL will not be offering quantity/volume discounts or rebate programs.	*
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	ZOLL's method of facilitating "sourced" products which may be referred to as "open market" items or "nonstandard options" is to provide a quote for each such request.	*
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	For EMS devices, all implementation, training and inspection are included in the purchase of capital equipment. Most entities who will purchase off the Sourcewell contact will also purchase CPR/AED or First Aid training for employees who require it. Most of these entities will have a contact with a nationally recognized training provider, American Heart Association, American Red Cross, etc, to provide this training. The average cost of an onsite training class is $700-$900 for a class of up to 9 learners.	*
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	For direct sales, Sourcewell members will receive free freight on all orders placed directly with ZOLL. For orders made through distribution, all orders made through distribution will receive free freight when being dropped to the end user.	*
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	ZOLL is providing to Sourcewell members free freight and FOB shipping point terms.	*
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	ZOLL will work with the customer to identify the best distribution/delivery method for the Sourcewell member. This support could vary from delayed shipments (to meet in-service/deployment schedules) to arranging delivery with a freight consolidator. ZOLL will typically ship all order via UPS or FedEx depending on the package contents and shipping requirements/regulations.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	ZOLL is offering a fair and reasonable price to Sourcewell as we have done for other GPO's, cooperative procurement organizations, and state purchasing departments.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *	
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	ZOLL's self-audit process consists of maintaining a set and updated price list, cross reference participating member purchase orders to the Sourcewell to ensure customer accounts are properly coded. This will ensure that the correct pricing is provided for each Sourcewell order. ZOLL has the capability to run detailed quarterly sales reports to ensure the administrative fees are accurately calculated and paid.	*
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Success for ZOLL will be a measure of contract utilization. ZOLL can run detailed sales reports to measure contract adoption and utilization in comparison with other similar types of agreements. ZOLL would also measure the total sales generated and new customers gained due to the contract. We also be implementing quarterly calls to measure our progress and implement strategies to increase our success with the contract as we move forward.	*
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	ZOLL would like to offer Sourcewell a 1.5% administrative fee in the event that we are awarded a contract.	*

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *	
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	ZOLL AED 3 The ZOLL AED 3® defibrillator guides rescuers through the process of performing high-quality CPR and can deliver a potentially lifesaving shock to the heart when needed. With a ZOLL AED 3 and quick action, tragedy could be averted. ZOLL's proprietary Real CPR Help® technology helps guide rescuers in performing high-quality CPR in accordance with the most recent guidelines for depth and rate of compression. The innovative, intuitive design and enhanced features of the ZOLL AED 3 will give unexpected heroes both the confidence and knowledge needed to treat sudden cardiac arrest (SCA). Powerheart G5 with iCPR Whether you are an experienced rescuer or a first-time responder, you will appreciate how the Powerheart G5 AED combines ease of use, reliability, and advanced technologies to help victims survive sudden cardiac arrest. The Powerheart® G5 AED with Intellisense™ CPR (ICPR) provides corrective feedback to ensure delivery of high-quality compressions. One button dual language functionality and automatic self tests give rescuers the confidence to act. ZOLL AED Plus The ZOLL® AED Plus® defibrillator with Real CPR Help technology helps bystanders act quickly and confidently in an SCA emergency. It provides real-time audio and visual feedback to ensure the best possible CPR is achieved and, if necessary, will deliver a defibrillating shock to the victim. As a pioneer in resuscitation technology, ZOLL® has been empowering first responders and unexpected heroes for 25 years. When a life is suddenly in your hands, a ZOLL® AED is what you want to be holding. Mobilize™ Trauma Kits Unique among trauma kits, mobilize kits include an app to provide just-in-time instruction to help lay responders save lives while EMS is en route. Comprehensive and Mobile kits include a tablet to deliver instructions at point of treatment. The mobile app is also available to all Mobilize customers for use on any Apple or Android smartphone. The app includes a treatment summary to document and inform arriving EMS of actions taken, including a time stamp of treatment progress steps. Rescue Ready Services Lifesaving rescue equipment must be ready the moment it's needed. That means	

		ensuring your AED is in working order, your trauma kit is fully stocked, your employees are trained to respond, and your organization is compliant with state regulations. With ZOLL Rescue Ready® Services, you're immediately alerted when your rescue equipment or any other aspect of your program requires attention. Tap into our comprehensive offering of software, services, and training to ensure you're ready to help save lives. PlusTrac Program Management Your AED needs to be ready the day you need it, not just the day you buy it. PlusTrac™ AED program management software helps you track and manage consumable items such as pads and batteries, monitors the certification expiration dates of volunteer responders, and keeps track of your compliance with local AED regulations. PlusCare™ Service Our national network of experienced, certified service providers offers: • On-site service and maintenance • Annual inspections • Device troubleshooting • Replacement of expired batteries and electrodes* • Post-event services *Available with PlusCare Advanced package only PlusLearning™ Training Flexible AED, CPR, and first aid classes are offered in small-group settings. • Instructors are nationally accredited professionals. • Classes are offered on-site at your location. • Blended (on-site and online) training experiences meet your staff and volunteer needs. • Wide range of classes from CPR/AED/first aid certification to bloodborne pathogens training. X-Series® Advanced Monitor/Defibrillator For years, ZOLL® devices have provided real-time clinical feedback on CPR to help rescuers deliver high-quality compressions to patients in cardiac arrest. The X Series® Advanced monitor/defibrillator goes beyond cardiac arrest, providing real-time clinical feedback for patients in respiratory distress and patients with a traumatic brain injury. AutoPulse® Mechanical CPR Device The AutoPulse® Resuscitation System is an automated CPR device that delivers high-quality CPR. Designed for Resuscitation on the Move™, it provides high-quality CPR at any angle, allowing rescuers to provide CPR without interruption from the scene all the way to the hospital. Z Vent® Portable Ventilator Z Vent ® is the ideal transport ventilator designed for pre-hospital and inter-hospital use. Z Vent offers unmatched durability and portability, delivering a full range of ventilation options in a device that's simple to use. ResqPOD® Impendence Threshold Device The ResQPOD® impedance threshold device (ITD) is a simple, non-invasive device that delivers intrathoracic pressure regulation (IPR) therapy during basic or advanced life support to improve perfusion. The ResQPOD ITD 10 may be used with either a facemask or advanced airway (e.g., endotracheal tube) during ventilation to improve circulation.	*
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	AEDs – Automated External Defibrillators Trauma Kits – Technology-driven trauma kits with just-in-time instructional app Defibrillators Mechanical CPR Portable Ventilator AED Program Management Software and Services Service Programs Training	*

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	

71	Cardiac monitors, defibrillators	◉ Yes ○ No	R Series Monitor/Defibrillator: The R Series® monitor/defibrillator is designed to help you deliver high-quality CPR, provide optimal defibrillation and pacing treatments, and manage your data to address critical quality improvements. X Series Monitor/Defibrillator: The ZOLL® X Series® monitor/defibrillator addresses EMS needs now and moving forward. Likely half the weight of what you carry today, X Series delivers the capabilities you expect from a full-featured monitor designed for use with all patient types, from neonates through adults. X Series Advanced Monitor/Defibrillator: ZOLL's new X Series® Advanced monitor/defibrillator helps providers manage patients more effectively than ever before. X Series Advanced comes with new features available only from ZOLL®: Real BVM Help® and TBI Dashboard™ technologies, RescueNet® Live, and enhanced RescueNet CaseReview functionality.	*

72	Automated External Defibrillator (AED) used by emergency responders	◉ Yes ○ No	ZOLL AED 3: Leads the way with Real CPR Help® technology, which provides real-time feedback to guide rescuers in delivering high-quality CPR. The innovative, intuitive design and enhanced features of ZOLL AED 3 will give unexpected heroes both the confidence and the knowledge needed to treat SCA. Powerheart G5 with iCPR: Whether you are an experienced rescuer or a first-time responder, you will appreciate how the Powerheart G5 AED combines ease of use, reliability, and advanced technologies to help victims survive sudden cardiac arrest. The Powerheart® G5 AED with Intellisense™ CPR (ICPR) provides corrective feedback to ensure delivery of high-quality compressions. One button dual language functionality and automatic self tests give rescuers the confidence to act. ZOLL AED Plus: Unlike other AEDs, ZOLL® AEDs support rescuers with integrated, real-time feedback on compression rate and depth. Recommended by medical professionals, the ZOLL AED Plus® defibrillator with Real CPR Help® technology guides rescuers in performing high-quality CPR and provides integrated audio and visual feedback to support you throughout the rescue.	*
73	CPR Assist Devices	◉ Yes ○ No	AutoPulse Resuscitation System: Provides high-quality automated CPR to victims of sudden cardiac arrest. Easy to use and battery-operated, AutoPulse squeezes the patient's entire chest to improve blood flow to the heart and brain.1,2,3 The only device of its kind, AutoPulse automatically adjusts to the size of the patient, and has shown improved outcomes in numerous clinical trials.	*
74	Patient movement devices and systems	○ Yes ◉ No		
75	Critical Care assist equipment such as IV pumps, ventilation equipment	◉ Yes ○ No		
76	Portable equipment including suction units, vital monitoring equipment including but not limited to pulse oximetry, pulse, blood pressure and carbon monoxide levels	◉ Yes ○ No		
77	Bags and other transportation devices to carry equipment and supplies for patient and provider care and protection	◉ Yes ○ No		
78	Immobilization equipment such as backboard, KED boards, spider straps, head and neck immobilization	○ Yes ◉ No		

79	Emergency medical supplies as they are related to Critical Care and EMS Equipment	(•) Yes ( ) No	Mobilize™ Trauma Kits. For Those Who Won't Stand By	*
80	Services and accessories complementary to the above offerings 71 - 79 including training, installation, testing, maintenance, and warranty programs	(•) Yes ( ) No	Expert care. PlusCare. PlusTrac. Plus learning. One Year Warranty.	*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- Pricing - Sourcewell Pricing 4.13.2023 - For Submission.xlsx - Tuesday April 18, 2023 12:08:41
- Financial Strength and Stability - Asahi Kasei Audited Financial Statements_2021.pdf - Monday April 17, 2023 11:44:10
- Marketing Plan/Samples - Brochures.pdf - Tuesday April 18, 2023 12:13:03
- WMBE/MBE/SBE or Related Certificates (optional)
- Warranty Information - Product Warranty Matrix.pdf - Monday April 17, 2023 11:43:25
- Standard Transaction Document Samples (optional)
- Upload Additional Document - Sourcewell Contract Template - DRAFT 4-12-23 (for submission 4.13.2023).docx - Monday April 17, 2023 11:45:20

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.

3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.

5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.

6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.

7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.

8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.

9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

11. Proposer its employees, agents, and subcontractors are not:
    1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;

    2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or

    3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable, or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Neil Johnston, Vice President of Worldwide Sales, ZOLL Medical Corporation

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

○ **Yes** ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum"** below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_9_RFP_041823_Critical_Care_EMS Tue April 11 2023 09:23 AM	☑	1
Addendum_8_RFP_041823_Critical_Care_EMS Wed April 5 2023 04:50 PM	☑	1
Addendum_7_RFP_041823_Critical_Care_EMS Tue April 4 2023 08:26 AM	☑	2
Addendum_6_RFP_041823_Critical_Care_EMS Wed March 29 2023 04:03 PM	☑	1
Addendum_5_RFP_041823_Critical_Care_EMS Thu March 23 2023 03:39 PM	☑	1
Addendum_4_RFP_041823_Critical_Care_EMS Wed March 22 2023 06:32 PM	☑	1
Addendum_3_RFP_041823_Critical_Care_EMS Thu March 9 2023 03:32 PM	☑	2
Addendum_2_RFP_041823_Critical_Care_EMS Tue March 7 2023 07:36 PM	☑	1
Addendum_1_RFP_041823_Critical_Care_EMS Fri March 3 2023 02:40 PM	☑	1

AMENDMENT #1
TO
CONTRACT # 041823-ZLL

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **ZOLL Medical Corporation** (Supplier).

Sourcewell awarded a contract to Supplier to provide Critical Care and EMS Equipment to Sourcewell and its Participating Entities, effective October 26, 2023, through June 30, 2027 (Contract).

The parties wish to amend the Proposal to ensure compliance with Sourcewell's Procurement Policy and standard government procurement practices.

NOW, THEREFORE, the parties amend the Contract as follows:

1. Line item 7 of "Table 1: Proposer Identity & Authorized Representative" of the Proposal is deleted in its entirety and replaced with the following:

   Roger Perez, Vice President/General Manager, Public Safety
   Email: rperez@zoll.com

   Kurt Sandstrom, Vice President/General Manager, EMS
   Email: ksandstrom@zoll.com

2. Line item 8 of "Table 1: Proposer Identity & Authorized Representative" of the Proposal is deleted in its entirety and replaced with the following:

   Ann Asselin, Manager, GPO and State Contracts
   Email: ann.asselin@zoll.com or gpoandstatecontracts@zoll.com
   ph: +1 978-421-9285

Except as amended by this Amendment, the Contract remains in full force and effect.

Sourcewell

By: Signed by: Jeremy Schwartz C0FD2A139D06489...
Jeremy Schwartz
Chief Operating & Procurement Officer

Date: 12/3/2024 | 2:23 PM CST

ZOLL Medical Corporation

By: DocuSigned by: 4301C0CB99C945F...
Roger Perez
VP/General Manager, Public Safety

Date: 12/3/2024 | 7:54 AM PST