

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

Blue Sheet No. 20030830

1. REQUESTED MOTION:

ACTION REQUESTED: Approve award of project # EX030656, the purchase of defibrillator accessories and supplies for Public Safety-EMS Division, from Zoll Medical Corporation off SNAPS II (State of Florida Negotiated Price Schedule) Agreement # 4652462-3. Also request authority to continue to utilize the agreement until it expires or is renewed.

WHY ACTION IS NECESSARY: Allows Public Safety-EMS Division to continue to purchase accessories and supplies that will annually exceed \$50,000.

WHAT ACTION ACCOMPLISHES: Allows Public Safety-EMS Division to continue to provide accessories and supplies for Zoll Defibrillators currently in use by the EMS Division.

**2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #**

C7C

3. MEETING DATE:

08-05-2003

4. AGENDA:

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

**5. REQUIREMENT/PURPOSE:
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-1
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
 - B. DEPARTMENT Public Safety
 - C. DIVISION EMS,
- BY: John Wilson
Michael C. Bridges
For

7. BACKGROUND:

Public Safety-EMS Division has been procuring accessories and supplies for Zoll Defibrillators and will soon be exceeding the annual \$50,000 quoting threshold. In order to continue to purchase these types of materials Public Safety-EMS Division will utilize an existing SNAPS II Agreement # 4652462-3.

Attachment: (1) SNAPS Agreement #4652462-3
(2) Department request to obtain quoted prices

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>7-5-03</i>	<i>7/15/03</i>			<i>Ardelea</i>	OA	OM	Risk	GC	<i>1/5 7-18-03</i>
				<i>7/16/03</i>	<i>7/17/03</i>	<i>7/17/03</i>	<i>7-16-03</i>		

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: *7-16-03*
Time: *2:56*

Forwarded To:
Budget
7/16/03-3:05pm

RECEIVED BY
COUNTY ADMIN: *PM*

7/15 4:20

COUNTY ADMIN
FORWARDED TO: *KS*

7/21 9:00

ATTACHMENT /



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SNAPS AGREEMENT TITLE : DEFIBRILLATORS
AGREEMENT NUMBER :4652462 -3
TERM OF AGREEMENT:

Begin date: 06-19-2001
End date: 06-18-2004

VENDOR :

ZOLL MEDICAL CORP
32 2ND AVE
BURLINGTON, MA 01803

SPURS NO: F042711626-001
MBE CODE: NON-MINORITY (A)
CONTACT: KEN STILES
PHONE: 8002429150

COMMODITY CLASS : 465 **COMMODITY GROUP :** 150
DELIVERY :
WARRANTY :1 year EMS

APPROVED PRICE SCHEDULE & DATE :
1.) Price list eff. 3/26/2001 Expire date: 06-18-2004
2.) Amendment eff. 03/29/2002 Expire date: 06-18-2004

CONTACT VENDOR FOR COPY OF PRICE SCHEDULE & CONTRACT INFORMATION.

Manufacturer sale and service of cardiac resuscitation machines (defibrillators) and related accessories.

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ZOLL

ZOLL Medical Corporation32 Second Avenue
Burlington, Massachusetts 01803-4420
U.S.A.(781) 229-0020
(781) 272-5578 Teletax

July 14, 2003

Chris Jeffcoat, Purchasing Agent
Lee County Division of Purchasing
P.O. Box 398
Fort Myers, FL 33902

Dear Mr. Jeffcoat:

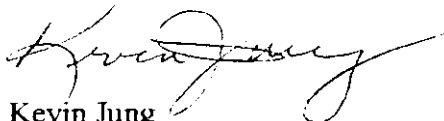
ZOLL Medical Corporation, headquartered in Burlington, MA, designs, manufactures and markets an integrated line of proprietary, noninvasive resuscitation devices and disposable electrodes. These innovative products are used by health care professionals to provide pacing and defibrillation in the emergency treatment of cardiac arrest victims in hospitals and pre-hospital settings. ZOLL Medical is the sole manufacturer and distributor of the M Series Monitor/Defibrillator that Lee County EMS has selected.

To answer your inquiry as to whether ZOLL Medical participates in any state contracts, please know that the following accessories and supplies used by Lee County EMS for the M Series are found on the State of Florida's State Negotiated Agreement Price Schedule (SNAPS II) number 4652462-1:

1. 8000-1007-01 Patient Cable for 12-lead ECG w/limb leads & v leads
2. 8000-1008-01 V lead patient cable for 12 lead ECG
3. 8000-0308-01 Universal Cable
4. 8000-0250 Reusable 4' SPO2 cable
5. 8000-0044 Disposable Pediatric SPO2 sensor
6. 8000-0045 Disposable Adult SPO2 sensor
7. 8000-0655 NIBP hose
8. 8900-0004 4ECG electrodes/pouch (480 electrodes)
9. 8900-4003 *stat*padz* Adult defibrillation pads
10. 8900-2065 *stat*padz* Pediatric defibrillation pads
11. 8000-0301 Recorder paper 80mm Fan Fold

We at ZOLL Medical Corporation appreciate your support. If you have any additional questions, please do not hesitate to contact me at 800-242-9150 ext. 576.

Sincerely,

Kevin Jung
EMS Territory Manager
kjung@zoll.com

ATTACHMENT Z

From: John Norton
To: Jeffcoat, Christopher
Date: 6/23/03 11:04AM
Subject: Zoll Support Items For Remainder of FY 2003

Hi Chris,

Thanks in advance for offering to help us with this bid/quote. This is the anticipated need for Zoll support items for the remainder of FY 2003. If you could get us a bid on the items we will ask Patti Hojnacki to submit a request for an open P/O for the dollar amount. The items we received earlier in the program were negotiated by Don Plunkett with Zoll's representative Kevin Jung. Kevin can be reached at 800-242-9150, extension 576 if necessary. I know you have your own contacts at Zoll Medical. We will need to re-order electrodes within the next 3 weeks.

1. 8000 - 1007-01	Pt. ECG cable w/limb leads and v-leads.	4 Each
2. 8000 - 1008-01	V-leads only	4 Each
3. 8000 - 0308-01	Universal Defib Cable	4 Each
4. 8000 - 0250	Reuseable 4ft SPO2 cable	5 Each
5. 8000 - 0044	Disposable Pediatric SPO2 sensor	2 Each
6. 8000 - 0045	Reuseable Adult SPO2 sensor	4 Each
7. 8000 - 0655	NIBP hose	3 Each
8. 8900 - 0004	ECG Electrodes	20 Cases of 480 Each
9. 8900 - 4003	Adult Defib Pads	30 cases of 12 Pair Each
10. 8900 - 2065	Pedi Defib Pads	6 Cases of 6 Pair Each

I will be contacting you concerning the plan for FY 2004. We are looking at getting all of the items quoted on a separate quote and including Zoll Medical on the mailing list.

Thanks for your help.

Please advise how I may serve you today.

John V. Norton
 Supply Specialist/Public Safety
 nortonjv@leegov.com
 Phone 239-652-6020
 Fax 239-652-6018

10 Items on this page!
 1 Item on 2nd page!

From: John Norton
To: Jeffcoat, Christopher
Date: 6/24/03 7:22AM
Subject: Zoll Item

Hi Chris,

As I said yesterday I am sending the last of the Zoll items needed on a quote. I left it out intentionally from the earlier note I sent because I thought we were going to go first for the requirements for the rest of FY 2003 and address FY 2004 separately. We have enough of the paper (the subject of this note) to last the rest of FY 2003 but it will be required in out years.

1. Recorder Paper, P/N 800-0301, 30 boxes of 10 packs each.

Thanks

Please advise how I may serve you today.

John V. Norton
Supply Specialist/Public Safety
nortonjv@leegov.com
Phone 239-652-6020
Fax 239-652-6018