

**BOARD OF BIDS & CONTRACTS**  
**BoCC Meeting Room at 10:00 a.m.**

**October 2, 2014**  
**(2 Items)**

**AGENDA ITEMS**

1. EMS 2014 Monitor-Defibrillator Systems-----Emergency Medical Services
2. Lake Afton ADA Upgrades-----Facilities Department

**1. EMS 2014 MONITOR-DEFIBRILLATOR SYSTEMS -- EMERGENCY MEDICAL SERVICES  
FUNDING -- EMERGENCY MEDICAL SERVICES**

(Request sent to 17 vendors)

RFP #14-0071 Contract

	Qty	ZOLL Medical Corp.		Physio-Control, Inc.		Philips Healthcare a Division of Philips Electronics North America	
		Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1. Portable heart monitor/defibrillator/pacer devices	34	\$25,019.15	\$850,651.10	<b>\$23,096.15</b>	<b>\$785,269.10</b>	\$11,173.25	\$379,890.50
2. Automatic external defibrillator units	100	\$1,356.60	\$135,660.00	<b>\$2,076.00</b>	<b>\$207,600.00</b>	\$1,826.00	\$182,600.00
3. Accessories			\$406,803.14		<b>\$229,416.20</b>		\$647,829.35
4. Trade-in credit			(\$110,800.00)		<b>(\$215,800.00)</b>		(\$162,950.00)
5. Warranty*			\$61,982.00		<b>\$46,669.40</b>		\$55,524.00
Grand total			\$1,344,296.24		<b>\$1,053,154.70</b>		\$1,102,893.85
	Qty	eMed America, LLC dba eMed		Enerspect Medical Solutions, LLC		No Bid	Airgas USA, LLC
		Unit Price	Extended Price	Unit Price	Extended Price		
1. Portable heart monitor/defibrillator/pacer devices	34	\$6,131.00	\$208,454.00	\$6,366.50	\$216,461.00		
2. Automatic external defibrillator units	100	incomplete	incomplete	\$819.17	\$81,917.00		Heart Smart AED.com
3. Accessories			\$588,200.00		\$927,186.52		
4. Trade-in credit			incomplete		(\$62,000.00)		
5. Warranty*			incomplete		\$120,598.00		
Grand total			incomplete		\$1,284,162.52		

On behalf of Emergency Medical Services, recommend to **accept the lowest and best proposal from Physio-Control, Inc. in the amount of \$1,053,154.70 and establish contract pricing for three (3) years.**

A committee comprised of Scott Hadley - EMS Director, Dennis Mauk - EMS Deputy Director, Dr. Sabina Braithwaite - Medical Director of the Wichita/Sedgwick County Emergency Medical System, Dalene Deck - EMS Education Division leader, Paul Misasi - EMS Quality Improvement Manager, Charles Fair - EMS IT Support Specialist, Paul Gibson - EMS Logistics Manager, Dave Johnston - EMS Operations Manager and Joe Thomas - Purchasing, evaluated proposals based on proposed services, data analysis, functionality, training offered, warranty and qualifications of proposers. The committee shortlisted three proposers for further review and interviews: ZOLL Medical Corp., Physio-Control, Inc. and Philips Healthcare a Division of Philips Electronics North America. Physio-Control, Inc. was selected based on our comprehensive assessment and subsequent evaluation scoring.

The county will be able to reduce their costs even further by selecting Physio-Control, Inc., because there are several accessories that are compatible with our current monitor/defibrillator (Physio-Control LP-12) and the new LP-15. In addition, we may not need to purchase 100 AED units because we have LP-1000 AEDs in the system already and operationally the LP-15 is very similar to our current LP-12. Training costs and time will also be reduced due to compatibility of existing and proposed systems.

\* Note: Includes 1-year extended warranty + 60 batteries/year

**BOARD OF BIDS AND CONTRACTS OCTOBER 2, 2014**

**2. LAKE AFTON ADA UPGRADES-- FACILITIES DEPARTMENT  
FUNDING -- COMPLIANCE WITH ADA 2011**

(Request sent to 188 vendors)

RFB #14-0091 S/C# 8000049181

	<b>DanCo Enterprises, Inc.</b>	Sutherland Builders, Inc.	Bauer & Son Construction
Lake Afton ADA Upgrades	<b>\$143,500.00</b>	\$177,400.00	\$227,000.00
Days to substantial completion	<b>60</b>	120	200
Days to final completion	<b>15</b>	30	15
Total calendar days	<b>75</b>	150	215
Bid bond	<b>Yes</b>	Yes	Yes
Acknowledge addendum	<b>Yes</b>	Yes	Yes
	Penner Construction Services, Inc.	Compton Construction Corporation	Walz Harman Huffman Construction, Inc.
Lake Afton ADA Upgrades	\$172,000.00	\$224,900.00	\$178,800.00
Days to substantial completion	150	150	145
Days to final completion	35	30	15
Total calendar days	185	180	160
Bid bond	Yes	Yes	Yes
Acknowledge addendum	Yes	Yes	Yes
No Bid	Martin K. Eby Construction Co., Inc.	Commerce Construction Services, Inc.	Power Company Maintenance & Striping
	LawKingdon Architecture, Inc.	Dondlinger & Sons Construction	Ferguson Paving, LLC
	Holland Paving, Inc.	Reece Construction	Zernco, Inc.
	Barkley Concrete, Inc.	Evans Building Co., Inc.	Graycon Building Group, Inc.
	Smith Construction Co, Inc.	Lowe North Construction, Inc.	Missouri Petroleum
	Handyman Matters of Greater Wichita	McPherson Contractors, Inc.	Conspec, Inc. dba Kansas Paving
	Van Asdale Construction, LLC		

On behalf of the Facilities Department, recommend to **accept the low bid from DanCo Enterprises, Inc. in the amount of \$143,500.00.**

This project will provide Americans with Disabilities Act (ADA) improvements at Lake Afton Park located in Goddard, KS. This project is on the ADA transition plan and will address the medium priorities such as a new ADA accessible fishing dock with an accessible route from the parking space to the dock and shelter on the west side of the park. The project also addresses thresholds at entrances into two existing shelter houses and ADA accessible paths to the new ADA accessible picnic/grilling areas. Campsites are also included in the improvements. All upgrades will comply with the Recreational Facilities Specifications and Americans with Disabilities Act Accessibility Guidelines (ADAAG) specifications and all were designed to meet the 2010 ADA Standards for Accessible Design.