

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

**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 Healthcare		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		
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		Heart Smart AED.com

On the recommendation of Joe Thomas, on behalf of Emergency Medical Services, Jennifer Dombaugh moved 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.** Tim Kaufman seconded the motion. The motion passed unanimously.

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