

Hernando County  
Brooksville, Florida

RQ230290

SOLE/SINGLE SOURCE JUSTIFICATION

Approval No.: \_\_\_\_\_

Approved By: \_\_\_\_\_  
(Chief Procurement Officer)

Vendor Name: <u>Zoll</u>
Address: <u>269 Mill Road Chelmsford, MA. 01824-4105</u>
Telephone No: <u>800-348-9011</u>
Email: <u>Grudd@zoll.com</u>

**SERVICE/COMMODITY:** (General Description): Ventilators

Please check entry below that applies to the proposed purchase. Attach additional data or support documentation as instructed below.

**SOLE SOURCE JUSTIFICATION**

- 1.  Parts/Equipment can only be obtained from original manufacturer – not available through distributors.
- 2.  Only area distributor of the original manufacturer.
- 3.  Proprietary Item/Service
- 4.  Parts/Equipment not interchangeable with similar parts of another manufacturer (compatibility)
- 5.  This is the only known item/source that will meet the specialized needs of this department or perform the intended function (explain below).
- 6.  Other. Furnish explanation below.

**SINGLE SOURCE JUSTIFICATION**

- 7.  Repair (Tear Down/quote)
- 8.  Matching existing equipment
- 9.  Only one economically feasible source

On the basis of the foregoing, I recommend that competitive procurement be waived and that the service or material on the attached requisition be purchased as a sole source commodity. I certify that the information contained in this justification is accurate and complete.

Requisitioner: Barbara Carter-Lansaw Date: October 17, 2022  
(Signature)

Director/ Department Head: [Signature] Date: 10/17/22  
(Signature)

Forward along with any backup documentation.  
A copy of this document will be placed in the sole source file and attach a copy to the Purchase Order



## DEPARTMENT OF PUBLIC SAFETY

FIRE & EMERGENCY SERVICES

15470 FLIGHT PATH DRIVE • BROOKSVILLE FLORIDA 34604  
P 352.540.4353 • F 352.540.4355 • W [www.HernandoCounty.us](http://www.HernandoCounty.us)



TO: Purchasing Department  
FROM: Kelly Trout, Finance Manager  
DATE: October 17, 2022  
SUBJECT: Ventilators

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Hernando County Fire and Emergency Services is requesting to purchase three (3) ventilators, carry cases and accessories. The three (3) will allow for every ambulance to have a ventilator ready for use on any emergency call requiring it.

In 2019, the department's EMS Safety Committee evaluated the different types of ventilators available and found that while other products are available, they are made to be utilized in the hospital setting. Zoll was the only ventilator that is conducive to an ambulance setting. We purchased six of these in 2019 and would like to purchase another three to match what is already in the field. It is important as our staff may move from station to station, that our equipment remain consistent in order to respond to our patients quickly.

Funding is available in the capital equipment line item, as well as uncapitalized equipment for accessories and software maintenance for the first year.

Please let us know if you have any questions.



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9055 (main)  
978-421-0025 (fax)  
www.zoll.com

October 1, 2022

Hernando County Fire & Emergency Services  
15470 Flight Path Drive  
Brooksville, FL 34604

We appreciate your selection of ZOLL® products for Hernando County Fire and Rescue. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of the ZVent Portable Ventilator, Basic Series. ZOLL® or Garland Rudd, Territory Manager, will not sell the ZVent Portable Ventilator Basic Series to Hernando County Fire & Emergency Services through any vendor or dealer.

**Features:**

- AC Power Supply with Line Cord
- High-Pressure Oxygen Hose
- Adult/Pedi Disposable Wye Circuit
- Infant Disposable Wye Circuit
- Padded Case with Accessory Pouch
- Universal Mask Harness
- Infant, Child, Adult Size CPAP Mask
- Filter, Air Intake
- Filter, Disc Air Intake
- CD, Operators Manual
- CD, Manual, EMV +
- Quick Reference Guide, Laminated

Should you have any questions or require additional information please contact me.

Sincerely, Garland Rudd 770-840-5450



**ZOLL Medical Corporation**

269 Mill Road  
Chelmsford, MA 01824-4105  
Federal ID# 04-2711626

Phone: (800) 348-9011  
Fax: (978) 421-0015  
Email: esales@zoll.com

Quote No: Q-38505 Version: 1

Hernando County Fire Rescue District  
20 North Main Street  
Room 363  
Brooksville, FL 34601

ZOLL Customer No: 5669  
Kenneth Wannan  
352-650-4909  
kwannan@co.hernando.fl.us

Quote No: Q-38505  
Version: 1

Issued Date: October 7, 2022  
Expiration Date: December 30, 2022

Terms: NET 30 DAYS

FOB: Shipping Point  
Freight: Free Freight

Prepared by: Garland Rudd  
Vent Territory Manager  
grudd@zoll.com  
+1 7708405450

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	949804	8660-001401-01	<b>Z Vent® Portable Ventilator</b>  Includes: 1 each: Circuit, Vent, Single Limb, WYE, Adult/Pedi, 1 each: Circuit, Vent, Single Limb, WYE, Infant, 1 Assembly Oxygen Hose 6" Long, 2 each: Filter, Foam, Inlet, 10" dia X 1/2" Long, Individually Bagged, 2 each: Filter, Disk, Fresh Gas/Emergency Air Intake, Individually Bagged, 1 Power Cord, 18AWG 3 SPT-2, NEMA 5-15P, IEC60320-C5 (Check MFR), 1Power Supply, 100-240 VAC, 100W, 24V, 42A, IEC 320 & DT7L Plugs.	3	\$19,822.00	\$14,345.90	\$43,037.70
2	949804	820-0107-20	<b>Infant Disposable Circuit, Disposable Circuit, EMV+, AEV, Eagle II, 6 foot length, Single patient use, (case of 20)</b>	3	\$384.00	\$277.98	\$833.94
3		703-0731-37	<b>Ventilator Carrier (Z Vent)</b>	3	\$435.00	\$435.00	\$1,305.00
4		8778-89002-PP-V	<b>Vent - Precision Service Plan - 2 Year At Time of Sale</b>  Includes: Annual preventive maintenance, Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty.	3	\$2,425.00	\$2,182.50	\$6,547.50
5	949804	820-0132-00	<b>Test Lung, plastic/ Silicone</b>	6	\$188.00	\$136.00	\$816.00

Subtotal: \$52,540.14

**Total: \$52,540.14**



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Hernando County Fire Rescue District  
Quote No: Q-38505 Version: 1

Contract Reference	Description
949804	Reflects GPO Npp 2020 - Contract No. PS20200 contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in NPP 2020 - Contract No. PS20200 shall apply to the customer's purchase of the products set forth on this quote.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/about-zoll/invoice-terms-and-conditions> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. This Quote expires on December 30, 2022. Pricing is subject to change after this date.
2. Applicable tax, shipping & handling will be added at the time of invoicing.
3. All purchase orders are subject to credit approval before being accepted by ZOLL.
4. To place an order, please forward the purchase order with a copy of this quotation to [esales@zoll.com](mailto:esales@zoll.com) or via fax to 978-421-0015.
5. All discounts from list price are contingent upon payment within the agreed upon terms.
6. Place your future accessory orders online by visiting [www.zollwebstore.com](http://www.zollwebstore.com).



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Hernando County Fire Rescue District  
Quote No: Q-38505 Version: 1

**Order Information (to be completed by the customer)**

- Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)
- Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

- Yes      PO Number: \_\_\_\_\_      PO Amount: \_\_\_\_\_  
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)
- No      (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

**Hernando County Fire Rescue District**

Authorized Signature:

\_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

REQUESTED 10/12/22  
REQUIRED 09/30/23

APPROVAL GROUP AG220  
Fire Rescue

BUYER  
BCARTERLANSAW

SHIP TO 02261  
HC CONSOLIDATED FIRE  
HC FIRE ADMINISTRATION  
60 VETERANS AVENUE  
BROOKSVILLE, FL 34601  
ATTN: RICH RUSSELL  
SOLE SOURCE FOR VENTILATORS

VENDOR 13926  
ZOLL MEDICAL CORPORATION  
WORLDWIDE HEADQUATERS  
269 MILL ROAD  
CHELMSFORD MA 01824-4105

FREIGHT  
FOB DESTINATION

This Purchase is in accordance Hernando County Sole Source with Vendor named: Zoll, Vendor Quote No. Q-38505, Dated: October 7, 2022.

The County Purchase Order Terms and Conditions (T&C) shall prevail. Hernando County Fire and Emergency Services is requesting to purchase three (3) ventilators, carry cases and accessories. The three will allow for every ambulance to have a ventilator ready for use on any emergency call requiring it.

In 2019, the department's EMS Safety Committee evaluated the different types of ventilators available and found that while other products are available, they are made to be utilized in the hospital setting. Zoll was the only ventilator that is conducive to an ambulance setting. We purchased six of these in 2019 and would like to purchase another four to match what is already in the field. It is important as our staff may move from station to station, that our equipment remain consistent in order to respond to our patients quickly.

The County Contact Person is: Rich Russell, Phone Number: (352) 573-7280  
The Contractor Contact is Garland Rudd, Phone Number: (770) 840-5450

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
01			3.00	EA	14,345.9000	43,037.70
0	PART # 8660-001401-01, Z VENT PORTABLE VENTILATOR					0.00
					TOTAL PRICE	43,037.70
	DEPARTMENT 02491	ACCOUNT 5606401	SUB-PROJECT	ACCOUNT		CHARGE AMOUNT 43,037.70

REQUESTED 10/12/22  
 REQUIRED 09/30/23

APPROVAL GROUP AG220  
 Fire Rescue

BUYER  
 BCARTERLANSAW

SHIP TO 02261  
 HC CONSOLIDATED FIRE  
 HC FIRE ADMINISTRATION  
 60 VETERANS AVENUE  
 BROOKSVILLE, FL 34601  
 ATTN: RICH RUSSELL  
 SOLE SOURCE FOR VENTILATORS

VENDOR 13926  
 ZOLL MEDICAL CORPORATION  
 WORLDWIDE HEADQUATERS  
 269 MILL ROAD  
 CHELMSFORD MA 01824-4105

FREIGHT  
 FOB DESTINATION

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
02			3.00	EA	277.9800	833.94
0	PART # 820-0107-20 - INFANT DISPOSABLE CIRCUIT, DISPOSABLE CIRCUIT, EMV+, AEV, EAGLE II, 6 FOOT LENGTH, SINGLE PATIENT USE, (CASE OF 20)					0.00
						0.00
					TOTAL PRICE	833.94
	DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE	AMOUNT
	02491	5305201				833.94

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
03			3.00	EA	435.0000	1,305.00
0	PART # 703-0731-27 - VENTILATOR CARRIER (Z VENT)					0.00
						0.00
					TOTAL PRICE	1,305.00
	DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE	AMOUNT
	02491	5305201				1,305.00

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
04			3.00	EA	2,182.5000	6,547.50
0	PART # 8778-89002-PP-V - VENT - PRECISION SERVICE PLAN - 2 YEAR AT TIME OF SALE					0.00
						0.00
					TOTAL PRICE	6,547.50
	DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE	AMOUNT
	02491	5305201				6,547.50

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
05			6.00	EA	136.0000	816.00
0	PART # 820-0132-00 - TEST LUNG, PLASTIC/SILICONE					0.00
						0.00
					TOTAL PRICE	816.00
	DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE	AMOUNT
	02491	5305201				816.00
					PAGE TOTAL	9,502.44



REQUESTED 10/12/22  
REQUIRED 09/30/23

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Fire Rescue

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FREIGHT  
FOB DESTINATION

REQUISITION TOTAL 52,540.14