

Hernando County
Brooksville, Florida

SOLE/SINGLE SOURCE JUSTIFICATION

Approval No.: _____

Approved By: _____
(Chief Procurement Officer)

Vendor Name: Stryker
Address: 3800 E. Centre Ave., Portage, MI 49009
Telephone No: 813-545-3532
Email: Piper, Ted <Ted.Piper@stryker.com

SERVICE/COMMODITY: (General Description): Purchase of LPI5's

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: 10/07/22
(Signature)

Director/ Department Head: [Signature] Date: 10/7/22

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
HERNANDO COUNTY FIRE RESCUE



60 VETERANS AVENUE • BROOKSVILLE, FLORIDA 34601
P 352.540.4353 • F 352.540.4355 • W www.HernandoCounty.us

TO: Purchasing Department
FROM: Kelly Trout, HCFES Finance Manager
DATE: October 7, 2022
SUBJECT: Single Source Memo

Hernando County Fire & Emergency Services is requesting to utilize Stryker as a single source to purchase replacement LP 15 Life Pak Defibrillators.

HCFES currently uses Stryker defibrillators in the field. We are requesting to continue to use matching equipment. Our field personnel may change stations frequently and it is important to have all matching equipment for familiarity during an emergency.

There is also efficiency in using one vendor for repairs and maintenance.



10/07/2022

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR™ coaching devices
- CODE-STAT™ data review software

Stryker is the sole-source provider in all markets for the following products and services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe SolutionSM Government Campus Solution
- Titan II and Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade™

Stryker does not authorize any resellers to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,

Matt Van Der Wende, Senior Director, Americas Sales

GDR 3321967_H

Stryker Emergency Care

11811 Willows Road NE, Redmond, WA 98052 USA | P 425.867.4000 | 800.442.1142 | strykeremergencycare.com



3800 E. Centre Ave.
Portage, MI 49002 USA
1-800-STRYKER
stryker.com

To:	Whom it may concern
Subject:	Emergency Care Parts and Service
Date:	October 7, 2022

Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Stryker's Emergency Care products. All parts are manufactured at Stryker or by an outside supplier specifically for Stryker.

Stryker employs its own field service team (known as ProCare Services) to service its products. Stryker only uses OEM parts for repairs, and has exclusive use of certain proprietary tools for diagnostics and repairs. Stryker Emergency Care products that require the use of such proprietary tools include, but are not limited to:

- Power-LOAD fastener
- Power-PRO cot
- LUCAS 3 chest compression system
- LIFEPAK 15 defibrillator/monitor
- LIFEPAK 20e defibrillator/monitor
- LIFEPAK 1000 defibrillator
- LIFEPAK CR+ / LIFEPAK CR2 defibrillator

All tooling is calibrated, documented and controlled by Stryker's home offices in Portage, MI, USA and Redmond, WA, USA. Calibration records and training records are available upon request.

All service repairs are documented and reviewed by Stryker's quality team. To help ensure Stryker's commitment to quality, Stryker tracks and trends its service to help ensure the highest level of product performance for its customers. Preventive maintenance (PM) and service history documentation is available upon request.

Please contact your local Stryker representative with questions.

Stryker Corporation or its divisions or other corporate affiliated entities own, use or have applied for the following trademarks or service marks: LIFEPAK, LUCAS, Power-LOAD, Power-PRO, ProCare, Stryker. All other trademarks are trademarks of their respective owners or holder.

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MKT Lit-1630 03 JUL 2018 Rev B



LP 15 x 5

Quote Number: 10593718

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: HERNANDO COUNTY FIRE AND EMER SVCS

Rep: Ted Piper

Attn:

Email: ted.piper@stryker.com

Phone Number:

GPO: NASPO

Quote Date: 10/06/2022

Expiration Date: 01/04/2023

Delivery Address

Name: HERNANDO COUNTY FIRE AND EMER SVCS

Account #: 1186363

Address: 60 VETERANS AVE

BROOKSVILLE

Florida 34601-3206

End User - Shipping - Billing

Name: HERNANDO COUNTY FIRE AND EMER SVCS

Account #: 1186363

Address: 60 VETERANS AVE

BROOKSVILLE

Florida 34601-3206

Bill To Account

Name: HERNANDO COUNTY FIRE AND EMER SVCS

Account #: 1528554

Address: 15470 FLIGHT PATH DR

BROOKSVILLE

Florida 34604-6823

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99577-001957	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order	5	\$32,893.13	\$164,465.65
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	5	\$0.00	\$0.00
3.0	11140-000052	LP15 REDI-CHARGE Adapter Tray	5	\$200.51	\$1,002.55
4.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	20	\$433.33	\$8,666.60
5.0	11140-000098	LP15 AC Power Adapter (power cord not included)	5	\$1,506.51	\$7,532.55
6.0	11140-000015	AC power cord	5	\$73.70	\$368.50
7.0	11171-000082	Masimo RC Patient Cable - EMS, 4 FT.	5	\$239.44	\$1,197.20
8.0	11171-000046	Masimo M-LNCSCI, Adult Reusable SpO2 only Sensor. For use with RC Patient Cable.	5	\$273.43	\$1,367.15
9.0	11171-000049	Masimo Rainbow DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	5	\$581.39	\$2,906.95
10.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	5	\$295.61	\$1,478.05
11.0	11220-000028	LIFEPAK 15 Carry case top pouch	5	\$53.41	\$267.05
12.0	11260-000039	LIFEPAK 15 Carry case back pouch	5	\$75.97	\$379.85



LP 15 x 5

Quote Number: 10593718

Version: 1

Prepared For: HERNANDO COUNTY FIRE AND EMER SVCS

Attn:

GPO: NASPO

Quote Date: 10/06/2022

Expiration Date: 01/04/2023

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Ted Piper

Email:

ted.piper@stryker.com

Phone Number:

Equipment Total:	\$189,632.10
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Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
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Freight/Shipping:	\$0.00
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Grand Total:	\$189,632.10
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Prices: In effect for 30 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

REQUESTED 10/07/22
 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
 SINGLE SOURCE FIVE (5) LP15'S &
 ACCESSORIES

VENDOR 17651
 STRYKER SALES CORPORATION
 PO BOX 93308
 CHICAGO IL 60673-3308
 FREIGHT
 FOB DESTINATION

This Purchase is in accordance Hernando County Single Source with Vendor named: Stryker, Vendor Quote No. 10593718 Dated: 10/06/2022.

Department provided support justification for this purchase.

Purchase of five (5) LP15's with accessories per quote.

HERNANDO COUNTY CONTACT: RICH RUSSELL (352) 540-6912
 STRYKER CONTACT: Ted Piper (813) 545-3532

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
01			5.00	EA	32,893.1300	164,465.65
0	PRODUCT 99577-001957 - LIFEPAK 15 V4 MONITOR/DEFIB - MANUAL & AED					0.00 0.00
					TOTAL PRICE	164,465.65
	DEPARTMENT 02491	ACCOUNT 5606401	SUB-PROJECT	ACCOUNT		CHARGE AMOUNT 164,465.65

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
02			5.00	EA	.0000	0.00
0	PRODUCT 41577-000288 - SHIP KIT -QUIK-COMBO					0.00 0.00
					TOTAL PRICE	0.00
	DEPARTMENT 02491	ACCOUNT 5606401	SUB-PROJECT	ACCOUNT		CHARGE AMOUNT .00

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
03			5.00	EA	200.5100	1,002.55
0	PRODUCT 11140-000052 - LP15 REDI-CHARGE ADAPTER TRAY					0.00 0.00
					TOTAL PRICE	1,002.55
	DEPARTMENT 02491	ACCOUNT 5606401	SUB-PROJECT	ACCOUNT		CHARGE AMOUNT 1,002.55

PAGE TOTAL 165,468.20

REQUESTED 10/07/22
 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
 SINGLE SOURCE FIVE (5) LP15'S &
 ACCESSORIES

VENDOR 17651
 STRYKER SALES CORPORATION
 PO BOX 93308
 CHICAGO IL 60673-3308
 FREIGHT
 FOB DESTINATION

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
04			20.00	EA	433.3300	8,666.60
0	PRODUCT 21330-001176 - LP 15 LITHIUM-ION BATTERY 5.7 AMP HRS					0.00
					TOTAL PRICE	8,666.60
	DEPARTMENT 02491	ACCOUNT 5305201	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT	8,666.60

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
05			5.00	EA	1,506.5100	7,532.55
0	PRODUCT 11140-000098 - LP15 AC POWER ADAPTER (POWER CORD NOT INCLUDED)					0.00
					TOTAL PRICE	7,532.55
	DEPARTMENT 02491	ACCOUNT 5305201	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT	7,532.55

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
06			5.00	EA	73.7000	368.50
0	PRODUCT 11140-000015 - AC POWER CORD					0.00
					TOTAL PRICE	368.50
	DEPARTMENT 02491	ACCOUNT 5305201	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT	368.50

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
07			5.00	EA	239.4400	1,197.20
0	PRODUCT 11171-000082 - MASIMO RC PATIENT CABLE - EMS, 4 FT.					0.00
					TOTAL PRICE	1,197.20
	DEPARTMENT 02491	ACCOUNT 5305201	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT	1,197.20

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 ACCESSORIES

VENDOR 17651
 STRYKER SALES CORPORATION
 PO BOX 93308
 CHICAGO IL 60673-3308

FREIGHT
 FOB DESTINATION

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
08			5.00	EA	273.4300	1,367.15
0	PRODUCT 11171-000046 MASIMO M-LNCSCI, ADULT REUSABLE SPO2 ONLY SENSOR. FOR USE WITH RC PATIENT CABLE.					0.00
						0.00
					TOTAL PRICE	1,367.15

DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT
02491	5305201			1,367.15

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
09			5.00	EA	581.3900	2,906.95
0	PRODUCT 11171-000049 - MASIMO RAINBOW DCI ADULT REUSABLE SPO2, SPC0, SPMET SENSOR, 3 FT. FOR USE WITH RC PATIENT CABLE.					0.00
						0.00
					TOTAL PRICE	2,906.95

DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT
02491	5305201			2,906.95

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
10			5.00	EA	295.6100	1,478.05
0	PRODUCT 11577-000002 LIFEPAK 15 BASIC CARRY CASE W/RIGHT & LEFT POUCHES. SHOULDER STRAP (11577-000001) INCLUDED AT NO ADDITIONAL CHARGE WHEN CASE ORDERED WITH A LIFEPAK 15 DEVICE.					0.00
						0.00
					TOTAL PRICE	1,478.05

DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE AMOUNT
02491	5305201			1,478.05

REQUESTED 10/07/22
REQUIRED 09/30/23

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ATTN: RICH RUSSELL
SINGLE SOURCE FIVE (5) LP15'S &
ACCESSORIES

VENDOR 17651
STRYKER SALES CORPORATION
PO BOX 93308
CHICAGO IL 60673-3308

FREIGHT
FOB DESTINATION

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
11			5.00	EA	53.4100	267.05
0	PRODUCT 11220-000028 - LIFEPAK 15 CARRY					0.00
	CASE TOP POUCH					0.00
					TOTAL PRICE	267.05

DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE	AMOUNT
02491	5305201				267.05

LN/ST	COMMODITY	STOCK NO	QUANTITY	UOM	UNIT PRICE	EXTENSION/ TAX/TRADE-IN
12			5.00	EA	75.9700	379.85
0	PRODUCT 11260-000039 - LIFEPAK 15 CARRY					0.00
	CASE BACK POUCH					0.00
					TOTAL PRICE	379.85

DEPARTMENT	ACCOUNT	SUB-PROJECT	ACCOUNT	CHARGE	AMOUNT
02491	5305201				379.85

REQUISITION TOTAL 189,632.10