

### FLUVANNA COUNTY BOARD OF SUPERVISORS

#### **REGULAR MEETING AGENDA**

Fluvanna County Library, 214 Commons Blvd.
Palmyra, VA 22963
August 4, 2021at 4:00 pm

#### **TAB AGENDA ITEMS**

- 1 CALL TO ORDER
- 2 PLEDGE OF ALLEGIANCE AND MOMENT OF SILENCE
- 3 ADOPTION OF AGENDA
- 4 COUNTY ADMINISTRATOR'S REPORT
- 5 PUBLIC COMMENTS #1 (5 minutes each)
- 6 PUBLIC HEARING

#### 7 - ACTION MATTERS

- A Purchase of Cardiac Monitors and AED's Cyndi Toler, Procurement Officer
- B Fork Union Military Academy Wastewater Treatment Plant Evaluation PA#12 Cyndi Toler, Purchasing Officer
- C FY22 Pay Rates and Classifications Donna Snow, Human Resources Manager

#### **7A – APPOINTMENTS**

- D Board, Commission, and Committee Appointments Caitlin Solis, Clerk to the Board
- 8 PRESENTATIONS (normally not to exceed 10 minutes each)
  - E FY22 Capital Improvements Plan (CIP) Debt Issuance Eric Dahl, County Administrator
  - F Regional Cigarette Tax Eric Dahl, County Administrator
  - G Transportation Alternatives Program (TAP) Grant Request Douglas Miles, Community Development Director
  - H County Broadband Update Bryan Rothamel, Economic Development Coordinator
  - I Fluvanna Arts Council MOU Kelly Belanger Harris, Assistant County Administrator

#### 9 - CONSENT AGENDA

- J Minutes of July 7, 2021 Caitlin Solis, Clerk to the Board
- K Amendment to Resolution Recognizing Nichols Coleman Thornton Eagle Scout Caitlin Solis, Clerk to the Board
- Job Description Update for Utility System Operator I (Trainee) and Utilities System Operator II Donna Snow, HR Manager
- M Utilities System Operator III Job Description Donna Snow, HR Manager
- N Accountant Job Description Donna Snow, HR Manager
- CRMF Courts Building Sally Port Door Dale Critzer, Asst. Director Public Works-Facilities
- P FY21 90 Rescue Lane Insurance Claim Tori Melton, Management Analyst

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- Q FY21 11206 West River Road Insurance Claim Tori Melton, Management Analyst
- R FY21 Sheriff Department Insurance Claim 2019 Dodge Charger VIN# 3232 Tori Melton, Management Analyst
- S FY21 School Bus Insurance Claim Bus # 72 Tori Melton, Management Analyst

#### **10 – UNFINISHED BUSINESS**

T Colonial Circle – Coves at Monticello Affordable Workforce Housing – Eric Dahl, County Administrator

#### 11 - NEW BUSINESS

**TBD** 

#### 12 - PUBLIC COMMENTS #2 (5 minutes each)

#### 13 - CLOSED MEETING

**TBD** 

#### 14 - ADJOURN

County Administrator Review

Epul

#### PLEDGE OF ALLEGIANCE

I pledge allegiance, to the flag, of the United States of America, and to the Republic for which it stands, one nation, under God, indivisible, with liberty and justice for all.

#### **GENERAL RULES OF ORDER**

- 1. It shall be the duty of the Chairman to maintain order and decorum at meetings. The Chairman shall speak to points of order in preference to all other members.
- 2. In maintaining decorum and propriety of conduct, the Chairman shall not be challenged and no debate shall be allowed until after the Chairman declares that order has been restored. In the event the Board wishes to debate the matter of the disorder or the bringing of order; the regular business may be suspended by vote of the Board to discuss the matter.
- 3. No member or citizen shall be allowed to use defamatory or abusive language directed at any member of the Board or other person, to create excessive noise, or in any way incite persons to use such tactics. The Chair shall be the judge of such breaches, however, the Board may by majority vote of the Board members present and voting to overrule the judgment of the Chair.
- 4. When a person engages in such breaches, the Chairman shall order the person's removal from the building, or may order the person to stand silent, or may, if necessary, order the person removed from the County property.

### **RULES OF PROCEDURE FOR PUBLIC HEARINGS**

#### 1. PURPOSE

- The purpose of a public hearing is to receive testimony from the public on certain resolutions, ordinances or amendments prior to taking action.
- A hearing is not a dialogue or debate. Its express purpose is to receive additional facts, comments and opinion on subject items.

### 2. SPEAKERS

- Speakers should approach the lectern so they may be visible and audible to the Board.
- Each speaker should clearly state his/her name and address.
- All comments should be directed to the Board.
- All questions should be directed to the Chairman. Members of the Board are not expected to respond to questions, and response to questions shall be made at the Chairman's discretion.
- Speakers are encouraged to contact staff regarding unresolved concerns or to receive additional information.
- Speakers with questions are encouraged to call County staff prior to the public hearing.
- Speakers should be brief and avoid repetition of previously presented comments.

#### 3. ACTION

- At the conclusion of the public hearing on each item, the Chairman will close the public hearing.
- The Board will proceed with its deliberation and will act on or formally postpone action on such item prior to proceeding to other agenda items.
- Further public comment after the public hearing has been closed generally will not be permitted.

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## FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB A

MEETING DATE:	August 4, 2021						
AGENDA TITLE:	Purchase of Cardiac Monitors and AED's						
MOTION(s):	I move the Board of Supervisors approve a budget transfer of \$159,000.00 from the Fire & Rescue Vehicle CIP budget to the Machinery and Equipment CIP budget for the Purchase of Cardiac Monitors and AED's.  I move the Board of Supervisors to approve the Contract between Fluvanna County and Stryker Medical to Purchase the LifePak Cardiac Monitors and AED's totaling \$438,902.15 including 5 years of preventative maintenance, and further authorize the County Administrator to execute the agreement subject to approval as to form by the County Attorney.						
STRATEGIC INITIATIVE?	Yes	No XX	1	f yes, list initiativ	/e(s):		
AGENDA CATEGORY:	Public Hearing	Action	Matter XX	Presentation	Cons	ent Agenda	Other
STAFF CONTACT(S):	Debbie Smith, Emergency Management Coordinator Cyndi Toler, Purchasing Officer						
PRESENTER(S):	Debbie Smith, Emergency Management Coordinator Cyndi Toler, Purchasing Officer						
RECOMMENDATION:	Approval	Approval					
TIMING:	Current						
DISCUSSION:	<ul> <li>Fire and Rescue cardiac monitors and AED's are at end of life and are failing on calls.</li> <li>In the FY20 CIP budget there is \$190,000.00 to replace Fluvanna Rescue ambulance 49</li> <li>Also in FY20 and FY21 CIP budgets there is a total of \$200,000 set aside for the purchase of Cardiac Monitors and AED equipment.</li> <li>Lake Monticello and Fluvanna Rescue squads applied for a Rescue Squad Assistants Funds grant, seeking funding for an estimated \$200,000 to make the cardiac monitor and AED purchase, but neither received that grant.</li> <li>Lake Monticello did receive a 50/50 grant to pay for \$4,569 of the AED purchase for them. This is a reimbursement grant, Once the County has paid for the equipment, Lake Monticello will file for reimbursement in order to refund the County</li> <li>At this time new cardiac monitors and AED's are more critical than an ambulance.</li> <li>We are requesting \$159,000.00 of the funds for that Ambulance be reallocated to the CIP project for the purchase of the Monitors and AED's. The need for this ambulance replacement will need to be readdressed in the</li> </ul>						

BOS2021-08-04 p.6/632 Ver. 2018

	mainter will be a operatio It was d so that t the cour Stryker Associat	nance is \$358,262 total of \$20,160. onal budget. ecided by Fire and the pads and conr nty. Medical has a con tion of State Procu	monitors and AED' 15. Ongoing fees 00 annually, to be d Rescue to purchanections will be the stract for these decurement Officials ( agreement allow	for preventative repaid out of the Forest Ease LifePak monitors interchangeable vices thru the Native NASPO) that the second control of the second control	maintenance ire and Rescue ors and AED's throughout cional state of Virginia
FISCAL IMPACT:	Remove funding and equipment	g for replacement	of Ambulance 49,	increase funding	to Machinery
POLICY IMPACT:	N/A				
LEGISLATIVE HISTORY:	N/A				
ENCLOSURES:	Contract				
REVIEWS COMPLETED:	Legal	Finance	Purchasing	HR	Other
REVIEWS CONFLETED.	x	x	x		

This Medical Device Contract (the "Contract") dated the \_\_\_\_\_ day of \_\_\_\_\_\_, 2021 is between Stryker Sales Corporation, doing business as Stryker Medical, formerly known as Physio-Control, Inc. ("Contractor"), a Michigan corporation authorized to transact business in Virginia; and Fluvanna County (the "County"), a political subdivision of the Commonwealth of Virginia, sets forth the terms and conditions for Contractor's provision of those Products and Services as set forth in this Contract to County.

Whereas, the State of Oklahoma, Office of Management and Enterprise Services Central Purchasing Division, in conjunction with NASPO ValuePoint issued (together "OK NASPO") issued that Oklahoma Solicitation Number SW17300, request for proposals "NASPO ValuePoint Master Agreement for AED Units and Accessories" dated November 29, 2016 (the "Cooperative Solicitation"), which Cooperative Solicitation is attached as Section 8 of the Proposal (as defined below), the Proposal being Exhibit 2 hereto, and incorporated herein as a material part of this Contract;

Whereas, Physio-Control, Inc. responded to the Cooperative Solicitation with its proposal (the "**Proposal**") dated January 6, 2017, which Proposal is attached hereto as **Exhibit 2** and incorporated herein as a material part of this Contract;

Whereas, OK NASPO and Physio-Control, Inc. entered into that Oklahoma NASPO ValuePoint Master Agreement Award, Master Agreement Number OK-SW-300 (the "Original Cooperative Agreement") fully executed on October 5, 2017, which Original Cooperative Agreement is attached hereto as Exhibit 3 and incorporated herein as a material part of this Contract;

Whereas, that Original Cooperative Agreement was thereafter amended by that Addendum 1 fully executed on January 24, 2018 ("Addendum 1"), Addendum 2 fully executed on November 14, 2018 ("Addendum 2"), Addendum 3 fully executed on September 5, 2019 ("Addendum 3" or the "Assignment"), and Addendum 4 fully executed on May 6, 2021("Addendum 4"). Addendum 1, Addendum 2, Addendum 3, and Addendum 4 are collectively referred to herein as the "Addendums". The Addendums are attached hereto as Exhibit 4 and incorporated herein as a material part of this Contract;

Whereas, that Original Cooperative Agreement was renewed by those renewals (the "**Renewals**") attached here attached hereto as **Exhibit 5** and incorporated herein as a material part of this Contract with the most resent renewal extending the term through October 4, 2021;

Whereas, the Contractor's authorized dealer list last updated August 2020 (the "**Dealer List**") is attached hereto as **Exhibit 6** and incorporated herein as a material part of this Contract;

Whereas, the pricing under the Cooperative Agreement was last modified by that Addendum 4 and such pricing is consistent with that NASPO OKSW300 Pricing (4/29/2021-10/4/2021) (the "**Pricing List**") attached hereto as **Exhibit 7** and incorporated herein as a material part of this Contract;

The Original Cooperative Agreement shall be defined to include all documents incorporated by reference into the same;

The Original Cooperative Agreement as modified by the Addendums and Renewals and together with the Dealer List and Pricing List shall be collectively referred to herein as the "Cooperative Agreement";

Whereas, such Cooperative Agreement was assigned to Contractor by Physio-Control, Inc. pursuant to Addendum 3 (the Assignment) by and between Physio-Control, Inc., Stryker Sales Corporation DBA Stryker Medical and the State of Oklahoma by and through the Office of Management and Enterprise, on September 5, 2019;

Whereas, such Cooperative Agreement is subject to that Participating Addendum between Physio-Control, Inc. and the Commonwealth of Virginia fully executed on January 30, 2018, (the "VA Participating Addendum"), attached hereto as Exhibit 1 and incorporated herein as a material part of this Contract, which VA Participating Addendum modifies and supplements the Cooperative Agreement for use by political subdivisions of the Commonwealth of Virginia;

Whereas, the County is a political subdivision of the Commonwealth of Virginia and may cooperatively procure products and services from the Cooperative Agreement as modified and supplemented by the VA Participating Addendum pursuant to Virginia Code Section 2.2-4304. The Cooperative Agreement as modified and supplemented by the VA Participating Agreement, where in the event of a conflict the VA Participating Agreement controls, is referred to herein as the "VA Cooperative Agreement";

Whereas, the County wishes to buy certain equipment from the VA Cooperative Agreement including the equipment and services listed in the following quotes: (i) Quote Number 10327353 prepared for Fluvanna County; ("Quote 1") (ii) Quote Number 10327358 prepared for Fluvanna County ("Quote 2"); (iii) Quote Number 10313120 prepared for Lake Monticello Volunteer Fire Department and Rescue ("Quote 3"); and (iv) Quote Number 10313136 prepared for Lake Monticello Volunteer Fire Department and Rescue ("Quote 4") (Quote 1, Quote 2, Quote 3, and Quote 4 are collectively referred to as the "Quotes"); except as otherwise set forth herein. The Quotes attached hereto as Exhibit 8 and incorporated herein as a material part of this Contract except as specifically modified hereby. The following qualifications and modifications apply to the Quotes:

- 1. That item #20.0 on Quote 1 and item # 19.0 on Quote 3 described as Product # "11996-000480" appears as Product # "21996-000110" on Addendum 4 and the Pricing List;
- 2. That item #21.0 on Quote 1 and item #20.0 on Quote 3 described as Product # "11600-000030" appears as Product # "11600-000022" on Addendum 4 and the Pricing List;
- 3. That item #22.0 on Quote 1 and item #21.0 on Quote 3 described as Product # "78000172" appears as Product # "11600-000024" on Addendum 4 and the Pricing List;
- 4. Item #10.0 on Quote 1 (total cost \$292.00), and 9.0 on Quote 3 (total cost \$365.00), described as "LIFEPAK 15 NIBP Straight Hose, 6" are not products offered under the Cooperative Agreement, but are being purchased by the County hereunder as a modification and small procurement;
- 5. Item #23.0, Product # "78000171" "LifeNet Asset, per device" (at a cost \$204.00 annually for all devices), and item #24.1, Product # "78000008" "ProCare

- LIFEPAK 15 Prevent Service..." (at a cost of \$6,480.00 annually for all devices) on Quote 1 are collectively referred to herein as "Quote 1 ProCare Maintenance Services". Notwithstanding the foregoing, the County is purchasing only one (1) year of Quote 1 ProCare Maintenance Services subject to four (4) annual renewals which shall be automatic. The County may notify the Contractor at any time prior to each annual renewal of its intent not to renew;
- 6. Item #2.1, Product # "78000044" "ProCare LIFEPAK CR2 Prevent Maintenance..." (at a cost of \$4,092.00 annually for all devices) on Quote 2 is referred to herein as "Quote 2 ProCare Maintenance Services". Notwithstanding the foregoing, the County is purchasing only one (1) year of Quote 2 ProCare Maintenance Services subject to four (4) annual renewals which shall be automatic. The County may notify the Contractor at any time prior to each annual renewal of its intent not to renew;
- 7. Item #22.0, Product # "78000171" "LifeNet Asset, per device" (at a cost \$255.00 annually for all devices), and item #23.1, Product # "78000008" "ProCare LIFEPAK 15 Prevent Service..." (at a cost of \$8,100.00 annually for all devices) on Quote 3 are collectively referred to herein as "Quote 3 ProCare Maintenance Services". Notwithstanding the foregoing, the County is purchasing only one (1) year of Quote 3 ProCare Maintenance Services subject to four (4) annual renewals which shall be automatic. The County may notify the Contractor at any time prior to each annual renewal of its intent not to renew;
- 8. Item #2.1, Product # "78000044" "ProCare LIFEPAK CR2 Prevent Maintenance..." (at a cost of \$1,488.00 annually) on Quote 4 is referred to herein as "Quote 4 ProCare Maintenance Services". Notwithstanding the foregoing, the County is purchasing only one (1) year of Quote 4 ProCare Maintenance Services subject to four (4) annual renewals which shall be automatic. The County may notify the Contractor at any time prior to each annual renewal of its intent not to renew;
- The Quote 1 ProCare Maintenance Services, Quote 2 ProCare Maintenance Services, Quote 3 ProCare Maintenance Services, and Quote 4 ProCare Maintenance Services (collectively referred to as the "Maintenance Services") are not services specifically offered under the Cooperative Procurement. However, the products and services being purchased under the VA Cooperative Agreement can be maintained, serviced and repaired only with proprietary parts, software, and/or services offered only by the Contractor as specifically set forth in that letter dated , 2021 (the "Sole Source Letter") from the Contractor attached hereto as **Exhibit 9** and incorporated herein as a material part of this Contract. For those reasons set forth in that Sole Source Letter and consistent with Virginia Code 2.2-4303(E), the County has determined that there is only one source practicably available for those Maintenance Services, and therefore a contract may be negotiated and awarded to the Contractor without competitive sealed bidding or competitive negotiation. The County has relied on the recitations and certification made by the Contractor in the Sole Source Letter in purchasing the Maintenance Services from the Contractor; and

10. All of the services, equipment, products, supplies, labor, warranties and other items described in the Quotes subject to the modifications and qualifications set forth *supra* in 1-9 above and as otherwise specifically set forth in this Contract are collectively referred to as the "**Desired Products and Services**";

Whereas, the County wishes to purchase those Desired Products and Services under the VA Cooperative Agreement;

Whereas, the Contractor wishes to provide the Desired Products and Services and certain related training, manuals, installation, equipment, warranties, work, and other related services (collectively referred as the "Products and Services") to County;

NOW THEREFORE, the parties hereby agree as follows:

- 1. RECITATIONS AND WARRANTIES. The foregoing recitations and definitions are incorporated herein by reference as material terms of the Contract between the County and Contractor. The Products and Services are purchased as a combination cooperative, sole source, and small procurement and the County has relied on statements of Contractor that the Contractor is the sole provider of the Maintenance Services for the Products and Services being purchased by the Count under the VA Cooperative Agreement in entering into this Contract. Contractor agrees it is the assignee of the VA Cooperative Agreement and shall provide all Products and Services in strict conformance to the VA Cooperative Agreement requirements. Contractor agrees to complete and attach the forms attached hereto which are material part hereof.
- **2. PRODUCTS AND SERVICES**. Contractor will sell to County all those Products and Services and perform related labor, installation, warranties, maintenance, work, items and functions. The Contractor in providing the Products and Services must comply with the following requirements:
  - All Products and Services will be provided in strict conformance to this Contract, the VA Cooperative Agreement, all Applicable Law and the County's General Terms, Conditions and Instructions to Bidders and Contractor's (the "County's General Terms") attached hereto as **Exhibit 10** and incorporated herein as a material part hereof. Applicable Law as used herein means all applicable federal, Commonwealth of Virginia and local laws, ordinances, rules and regulations or similar standards in any way related to performance of the Contract.
  - In addition to other requirements under this Contract, the Products and Services must meet or exceed: (i) all specifications, requirements, and capabilities identified for the Products and Services in the VA Cooperative Agreement, including without limitation the Cooperative Solicitation, the Proposal, the Cooperative Agreement and the VA Participating Addendum (ii) all specifications, features and guarantees for the Products and Services in any marketing on Quote materials and product information pamphlets included in any exhibit hereto; (iii) all specifications of the Quotes; and (iv) requirements of Applicable law, safety standards, and applicable industry standards. The Contractor agrees that the COVID-19 pandemic nor any state of emergency related thereto shall be a force majeure event under this Contract.

- The Contractor understands the Products and Services are supplementing and/or c replacing equipment which is integral to the County's Fire and Safety program, and agrees to install the Products and Services in such a way as to provide a seamless integration of the Products and Services with any existing equipment, if applicable, and to work with the County to coordinate installation, training and related services. The Contractor understands and acknowledges that the County must have functional equipment at all times, that there can be no down-times, and shall insure that all Products and Services are working, fully functionally and training has taken place before any trade-in equipment is removed from service at the County. The County must approve in writing the exact quantities and items which shall be picked up as trade-in equipment by the Contractor under this Contract. The Contractor agrees to take all steps necessary to integrate the Products and Services with the existing equipment as applicable and other equipment of the County. The Contractor will schedule the installation and related activities of the Products and Services at a time convenient for the County in advance. The Contractor understands and acknowledges that the Products and Services are integral to the operation and success of the County's Fire & Safety System and therefore the County's compliance with applicable law.
- Any applicable manufacturer's warranties or other warranties shall be assigned and delivered to the County upon delivery of the Products and Services. This shall be in addition to all other warranties of any kind required under this Contract or any exhibit hereto and in addition to those express warranties contained in the VA Cooperative Agreement. Notwithstanding any language to the contrary in VA Cooperative Agreement, the warranties provided under the VA Cooperative Agreement shall be in addition to other warranties required under this Contract or any exhibit hereto and shall not limit any other warranty required or offered hereunder, but shall be in addition to such other warranties.

<b>3.</b>	LOCATION FOR SERVICES: Delivery of Products shall be to the following address:
	Training shall occur at
	locations designated by the County after delivery of the products and equipment being a
	part of the Products and Services. The Contractor must coordinate with the County on
	convenient training, maintenance, service and delivery times.

### 4. **CONTACT INFORMATION:**

Fluvanna County:

Fluvanna County, Attn: Ms. Cyndi Toler, 132 Main Street Palmyra, VA 22963, telephone: (434) 591-1937 (billing and service and product inquiries)

Fluvanna County, Attn: Mr. Eric Dahl, County Administrator, 132 Main Street Palmyra, VA 22963, telephone: (434) 591-1910 (contract inquiries)

With a Copy to: Fluvanna County Attorney, 414 E. Jefferson Street, Charlottesville, VA 22902

#### Contractor:

Stryker Medical, P.O. Box 93308, Chicago, IL 60673, or to street address of ; telephone (804) 677-6543 (contract inquiries)

Any notices under this Contract shall be sent to all three County contacts above. Any required or permitted notices hereunder must be given in writing at the address of each party set forth above, or to such other address as either party may substitute by written notice to the other in the manner contemplated herein, by one of the following methods: hand delivery; registered, express, or certified mail, return receipt requested, postage prepaid; or nationally-recognized private express courier.

- 5. PERFORMANCE: The Products and Services set forth in Quote 1 and Quote 3 related hereto shall be installed, provided, and delivered within forty-five (45) days of execution of this Contract by the County; time being of the essence. The Products and Services set forth in Quote 2 and Quote 4 related hereto shall be installed, provided, and delivered within ninety-eight (98) days of execution of this Contract by the **County**; time being of the essence. Any warranties on the Products and Services and any Maintenance Services shall begin on the later of the dates that the County accepts all the products and equipment being a part of the Products and Services without reservation (the "Acceptance Date"). The parties shall acknowledge the Acceptance Date in writing. All applicable warranties, promises and covenants relating to the Products and Services provided for hereunder and any manufacturer's warranties benefiting the County shall continue according to the terms thereof and shall survive any earlier termination of this Contract. The Maintenance Services shall begin on the Acceptance Date and continue for one full calendar year, thereafter the Maintenance Services shall renew automatically for four (4) additional one (1) year terms unless an until the County elects not to renew by sending its notice of intent not to renew to the Contractor at any time prior to the start of a renewal year.
- **6. COMPENSATION:** Consistent with the Quote, the Contractor shall be paid the following flat fees:
  - a Quote 1, "Equipment Products", being Items 1.0 through and including 20.0, a fee of \$151,370.40 less trade-in credits of \$1,500.00 and \$16,000.00 reflected in the Grand Total on Quote 1 for a discounted final fee of ONE HUNDRED THIRTY-THREE THOUSAND EIGHT HUNDRED SEVENTY AND 40/100 DOLLARS (\$133,870.40);
  - **b** Quote 1, "ProCare Products" Items #21.0 and 22.0 only, a fee of THREE THOUSAND NINE HUNDRED TWENTY-FOUR AND 25/100 DOLLARS (\$3,924.25);
  - c Quote 1 ProCare Maintenance Services, an annual fee of SIX THOUSAND SIX HUNDRED EIGHTY-FOUR AND NO/100 DOLLARS (\$6,684.00) total covering all devices:
  - **d** Quote 2, "Equipment Products", Item 1.0, a fee of TWENTY-ONE THOUSAND THIRTY-SEVEN AND 50/100 DOLLARS (\$21,037.50);
  - e Quote 2 ProCare Maintenance Services, an annual fee of FOUR THOUSAND NINETY-TWO AND NO/100 DOLLARS (\$4,092.00) total covering all device;
  - **f** Quote 3, "Equipment Products", Items 1.0 through and including 24.0, a fee of ONE HUNDRED SIXTY-SEVEN THOUSAND TWO-HUNDRED THIRTY-SIX AND 75/100 DOLLARS (\$167,236.75);

- **g** Quote 3, "ProCare Products" Items #20.0 and 21.0 only, a fee of THREE THOUSAND NINE HUNDRED TWENTY-FOUR AND 25/100 DOLLARS (\$3,924.25);
- h Quote 3 ProCare Maintenance Services, an annual fee of EIGHT THOUSAND THREE HUNDRED FIFTY-FIVE AND NO/100 DOLLARS (\$8,355.00) total covering all devices:
- i Quote 4, "Equipment Products", Item 1.0, a fee of SEVEN THOUSAND SIX HUNDRED FIFTY AND NO/100 DOLLARS (\$7,650.00); and
- **j** Quote 4 ProCare Maintenance Services, an annual fee of ONE THOUSAND FOUR HUNDRED EIGHTY-EIGHT AND NO/100 DOLLARS (\$1,488.00) total covering all devices.

Payment and Invoice terms are governed by the County's General Terms, but in no event will the Contractor be paid before the Completion Date (as defined below). Annual fees for the Maintenance Services shall be paid annually in advance upon proper invoice to the County for that annual one (1) year of Maintenance Services only. Maintenance Services, or partial Maintenance Services, for any partial year shall be prorated and the County shall only pay for the portion of such Maintenance Services actually received up to termination of the Contract by its terms or any earlier termination permitted under this Contract. In the event the County has prepaid for such Maintenance Services, the Contractor shall have thirty (30) days from the date of termination of this Contract to issue a credit to the County for the appropriate prorated fees. Additionally, if there is a period where some or all of the Maintenance Services are not performed, or not fully performed, hereunder, then the County shall not pay fees for any period where such maintenance Services, or portion thereof, were not performed; and in such event the Contractor shall issue a credit to the County for the reasonable prorated portion of the fees for such period. Any additional Products or Services must be purchased only under a written amendment of this Contract signed by authorized representatives of both parties. Invoices should be directed to Fluvanna County. The date that all equipment and products being a part of the Products and Services are installed, operational and in compliance with this Contract and proper training and instruction has been provided to the County so that the County may make use of the products and equipment to their full potential to the sole satisfaction of the County is the "Completion Date".

- 7. **EXHIBITS AND RESOLVING CONFLICTS**. The rights and duties of the County and Contractor under this Contract are set out herein and in Exhibit 1 through 10 (the "Exhibits") attached hereto. Whenever possible, the terms of the above Contract and the Exhibits shall be read together and where there are similar provision each shall apply, however in the event of a direct conflict, the order of control shall be this Contract, VA Participation Addendum, the County's General Terms, the Cooperative Agreement, the Cooperative Solicitation, the Sole Source Letter, and the Proposal. In other words, (i) the Contract shall control over the exhibits in the event of a direct conflict; (ii) the VA Participation shall control over the County's General Terms, the Cooperative Agreement, the Cooperative Solicitation, the Sole Source Letter, and the Proposal; and (iii) so forth.
- **8. MISCELLANEOUS.** The headings of the sections of this Contract are inserted for convenience only and do not alter or amend the provisions hereof. A word importing the

masculine or neuter gender only may extend and be applied to females and to corporations as well as males, and vice versa. A word importing the singular number only may extend and be applied to several persons or things as well as to one person or thing; and a word importing the plural number only may extend and be applied to one person or thing, as well as to several persons or things. This contract may be executed in multiple counterparts each of which shall be deemed an original and together which shall constitute the Contract. This Contract may be executed in duplicate originals, any of which shall be equally authentic.

Witness the following duly authorized signatures and seals:

r Medical	Fluvanna County	
(SEAL)	By:	(SEAL)
	Printed:	
	Title:	
	Date:	
Eluvanna Country	Attornov	
		r Medical  , Inc.

NASPO ValuePoint

### **PARTICIPATING ADDENDUM**

### AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES

Led by the State of Oklahoma



Master Agreement #: OK-SW-300

Contractor: PHYSIO-CONTROL, INC.

Participating Entity: COMMONWEALTH OF VIRGINIA

The following products or services are included in this contract portfolio:

 All products and accessories listed on the Contractor page of the NASPO ValuePoint website.

### **Master Agreement Terms and Conditions:**

- Scope: This addendum covers the automatic external defibrillators & accessories led by the State of Oklahoma for use by state agencies and other entities located in the Participating State authorized by that State's statutes to utilize State contracts with the prior approval of the State's Chief Procurement Official.
- 2. <u>Participation</u>: This NASPO ValuePoint Master Agreement may be used by all state agencies, institutions of higher institution, political subdivisions and other entities authorized to use statewide contracts in the *Commonwealth of Virginia*. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.
- 3. <u>Primary Contacts</u>: The primary contact individuals for this Participating Addendum are as follows (or their named successors):

#### Contractor

Name:	Pricing and Contracts Department
Address:	1181 Willows Road NE
	Redmond, WA 98052
Telephone:	405-919-5493
Fax:	425-867-4970
Email:	uscontracts@stryker.com



### AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES

Led by the State of Oklahoma

Name:	Lawrence Shaw
Address:	1111 E. Broad St., 6 <sup>th</sup> Floor, Richmond, VA 23219
Telephone:	804-786-3857
Fax:	804-786-5413
Email:	Lawrence.shaw@dqs.virqinia.gov

4. PARTICIPATING ENTITY MODIFICATIONS OR ADDITIONS TO THE MASTER AGREEMENT

These modifications or additions apply only to actions and relationships within the Participating Entity.

Participating Entity must check one of the boxes below.

[ ] No changes	to the terms	and conditions	of the Master	Agreement	are required.
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[X] The following changes are modifying or supplementing the Master Agreement terms and conditions.

#### **GENERAL TERMS AND CONDITIONS**

- A. <u>VENDORS MANUAL</u>: This agreement is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at us<u>www.eva.virginia.gov</u> under "Vendors Manual" on the vendors tab.
- B. APPLICABLE LAWS AND COURTS: This agreement shall be governed in all respects by the laws of the Commonwealth of Virginia, without regard to its choice of law provisions, and any litigation with respect thereto shall be brought in the circuit courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366). ADR procedures are described in Chapter 9 of the Vendors Manual. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.
- C. <u>ANTI-DISCRIMINATION</u>: The contractor certifies to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the Virginia Public Procurement Act (VPPA). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or

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### **AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES**

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disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

- 1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
  - d. The requirements of these provisions 1. and 2. are a material part of the contract. If the Contractor violates one of these provisions, the Commonwealth may terminate the affected part of this contract for breach, or at its option, the whole contract. Violation of one of these provisions may also result in debarment from State contracting regardless of whether the specific contract is terminated.
  - e. In accordance with Executive Order 61 (2017), a prohibition on discrimination by the contractor, in its employment practices, subcontracting practices, and delivery of goods or services, on the basis of race, sex, color, national origin, religion, sexual orientation, gender identity, age, political affiliation, disability, or veteran status, is hereby incorporated in this contract.
- 2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: The contractor certifies that their bid and subsequent contract award are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other (bidder/offeror), supplier, manufacturer or subcontractor in connection with their (bid/proposal), and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal

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value, present or promised, unless consideration of substantially equal or greater value was exchanged.

E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: Applicable for all contracts over \$10,000:

By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

F. <u>DEBARMENT STATUS</u>: Contractor certifies that they are not currently debarred by the Commonwealth of Virginia from submitting a response for the type of goods and/or services covered by this solicitation. Vendor further certifies that they are not debarred from filling any order or accepting any resulting order, or that they are an agent of any person or entity that is currently debarred by the Commonwealth of Virginia.

If a vendor is created or used for the purpose of circumventing a debarment decision against another vendor, the non-debarred vendor will be debarred for the same time period as the debarred vendor.

G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

#### J. PAYMENT:

### 1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the
  - payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.

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e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be resolved in accordance with Code of Virginia, § 2.2-4363 and -4364. Upon determining that invoiced charges are not reasonable, the Commonwealth shall notify the contractor of defects or improprieties in invoices within fifteen (15) days as required in Code of Virginia, § 2.2-4351.,. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363).

#### 2. To Subcontractors:

- a. Within seven (7) days of the contractor's receipt of payment from the Commonwealth, a contractor awarded a contract under this solicitation is hereby obligated:
  - (1) To pay the subcontractor(s) for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
  - (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
- 3. Each prime contractor who wins an award in which provision of a SWaM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWaM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
- 4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: The following General Terms and Conditions VENDORS MANUAL, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF 1986,

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DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

- L. QUALIFICATIONS OF CONTRACTOR: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the contractor to perform the services/furnish the goods and the contractor shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect contractor physical facilities prior to award to satisfy questions regarding the contractor's capabilities. The Commonwealth further reserves the right to reject any contractor if the evidence submitted by, or investigations of, such the contract fails to satisfy the Commonwealth that such contractor is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. <u>TESTING AND INSPECTION</u>: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. <u>ASSIGNMENT OF CONTRACT</u>: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
  - 1. The parties may agree in writing to modify the terms, conditions, or scope of the contract. Any additional goods or services to be provided shall be of a sort that is ancillary to the contract goods or services, or within the same broad product or service categories as were included in the contract award. Any increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  - 2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt, unless the contractor intends to claim an adjustment to compensation, schedule, or other contractual impact that would be caused by complying with such notice, in which case the contractor shall, in writing, promptly notify the Purchasing Agency of the adjustment to be sought, and before proceeding to comply with the notice, shall await the Purchasing Agency's written decision affirming, modifying, or revoking the prior written notice. If the Purchasing Agency decides to issue a notice that requires an adjustment to compensation, the contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:

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- a. By mutual agreement between the parties in writing; or
- b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
- By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Vendors Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. <u>DEFAULT</u>: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. <u>TAXES</u>: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
  - If sales or deliveries against the contract are not exempt, the contractor shall be responsible for the payment of such taxes unless the tax law specifically imposes the tax upon the buying entity and prohibits the contractor from offering a tax-included price.
- R. **TRANSPORTATION AND PACKAGING:** The Contractor certifies and warrants that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

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S. DRUG-FREE WORKPLACE: Applicable for all contracts over \$10,000:

During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: A contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the contractor employs exoffenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. <a href="Mailto:eVA">eVA</a> BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, web site portal <a href="https://www.eVA.virginia.gov">www.eVA.virginia.gov</a>, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014, and after, the Vendor Transaction Fee is:
  - (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.

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(ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

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b. Refer to Special Term and Condition "eVA Orders and Contracts" to identify the number of purchase orders that will be issued as a result of this solicitation/contract with the eVA transaction fee specified above assessed for each order.

For orders issued prior to July 1, 2014, the vendor transaction fees can be found at www.eVA.virginia.gov.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, typically within 60 days of the order issue date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- V. <u>AVAILABILITY OF FUNDS:</u> It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent that the legislature has appropriated funds that are legally available or may hereafter become legally available for the purpose of this agreement.
- W. <u>BID PRICE CURRENCY</u>: Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.
- X. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the Virginia Public Procurement Act shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

#### SPECIAL TERMS AND CONDITIONS

- AUDIT: The contractor shall retain all books, records, and other documents relative to this
  contract for five (5) years after final payment, or until audited by the Commonwealth of
  Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall
  have full access to and the right to examine any of said materials during said period.
- ADDITIONAL USERS: This procurement is being conducted on behalf of state agencies, institutions and other public bodies who may elect to utilize this contract during the period of the agreement.
- 3. CANCELLATION OF CONTRACT: The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may also be terminated by the contractor, without penalty, after the

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initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

4. <u>eVA ORDERS AND CONTRACTS</u>: The contract will result in (multiple) purchase order(s) with the applicable eVA transaction fee assessed for each order.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following: If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from www.eVA.virginia.gov. Contractors should email Catalog or Index Page information to eVA-catalog-manager@dgs.virginia.gov.

- 5. <u>DELIVERY AND MINIMUM ORDER</u>: Delivery times and minimum order amounts shall be as stated in the State of Oklahoma Contract/ NASPO Cooperative Contract # OK-SW-300.
- 6. MAINTENANCE MANUALS: The contractor shall provide with each piece of equipment an operations and maintenance manual with wiring diagrams, parts lists, and a copy of all warranties.
- 7. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- 8. **SUBCONTRACTS**: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- PRICE ESCALATION/DE-ESCALATION: Price adjustments shall be as permitted under the State of Oklahoma Contact/ NASPO Cooperative Contract # OK-SW-300.
- RENEWAL OF CONTRACT: Renewals under the is contract shall be based on renewal by the State of Oklahoma Contract/ NASPO Cooperative Contract # OK-SW-300.

#### REPORTS AND PAYMENT INSTRUCTIONS

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A. Surcharge Adjustment: The contractor must pay the Department of General Services (DGS), a Surcharge Adjustment (SCA) fee under this contract. DGS will not issue invoices or statements. The contractor must remit the SCA fee by the last day of the month following the end of the calendar quarter. The SCA fee equals two percent (2%) of the quarterly reported total invoiced sales. The SCA fee amount due must be paid by check with identification of "Contract Number," "Report Amounts," and "Report Period" on either the check stub or other remittance material. DGS may, at its discretion, agree to an electronic funds transfer, in lieu of a check, however in the absence of an express written agreement from DGS that validates the agreement, then the payment shall be made by

Checks shall be payable to: Treasurer, Commonwealth of Virginia.

Checks shall be mailed to: DGS/Division of Purchases and Supply ATTN: SCA Coordinator PO Box 1199 Richmond, VA 23218-1199

If the full amount of the SCA fee is not paid within 30 calendar days of due date, it shall constitute a debt that the Contractor is obligated contractually to pay to the Commonwealth of Virginia, and the Commonwealth may exercise all rights and remedies available under law. Failure to submit sales reports, falsification of sales reports, and or failure to pay the SCA fee in a timely manner may result in termination or cancellation of this contract.

- B. Small Business Final Actual Involvement Report: The Contractor shall submit to the Strategic Sourcing and Contract Officer, within 10 days of contract completion, a report on the actual dollars spent with small businesses, women-owned businesses and minority-owned businesses during the performance of this contract. At a minimum, this report shall include for each firm contracted with and for each such business class (i.e., small, women-owned, minority-owned) a comparison of the total actual dollars spent on this contract with the planned involvement of the firm and business class as specified in the bid, and the actual percent of the total estimated contract value.
- C. The Contractor shall also respond to and deliver any requested non-scheduled reports or inquiries from the Strategic Sourcing and Contract Officer, or his/her designee as requested and at no extra charge.
- D. Contractor's Quarterly Report of Sales: The Contractor shall provide quarterly electronic reports in Microsoft Excel format showing invoices sales data. See Attachment A for a sample report template, which identifies the information and format to be provided. Reports are due no later than the 15<sup>th</sup> of the month following the end of each quarterly calendar year

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quarter. The report should include the name of the ordering agency, purchase order number, date of purchase and the total number of each contract item ordered to include sales and returned transactions that took place during immediate three prior months. Quarterly reports shall be sent to the DPS Statewide Strategic Sourcing Officer AND the following email address: <a href="mailto:vssireport@dgs.virginia.gov">vssireport@dgs.virginia.gov</a>. Failure to submit information in the required format and time may result in cancellation of the awarded contract.

1st Quarter:

January, February, March

Due: 15th of April

2<sup>nd</sup> Quarter:

April, May, June

Due: 15th of July

3rd Quarter:

July, August, September

Due: 15th of October

4th Quarter:

October, November, December

Due: 15th of January

- E. **Orders**: Authorized Users may order Goods and/or Services from this Contract by any of the following methods:
  - a. eVA: An eVA order will be issued by an ordering entity of the Commonwealth or any Authorized User through the Commonwealth's electronic procurement website portal http://www.eva.virginia.gov.
  - b. Purchase Order (PO): An official PO form issued by an Authorized User.
  - c. Charge Card:
    - i. Any order/payment transaction processed through the Commonwealth's contract with Bank of America (BOA), or any then-current contracted card provider. Each Charge Card Order must not exceed \$5,000, or any then-current authorized charge card limit.
    - ii. Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA, that is under contract for the use by the ordering Authorized User.

This ordering authority is solely limited to issuing orders for Goods and/or Services available under this Agreement.

It is the contractor's responsibility to market any resulting contract to potential customers. Award of a contract is not a guarantee that product or services will be purchased

- 5. <u>Subcontractors</u>: All contactors, dealers, and resellers authorized in the State of *Virginia*, as shown on the dedicated Contractor (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement. The contractor's dealer participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.
- 6. Orders: Any order placed by a Participating Entity or Purchasing Entity for a product and/or service available from this Master Agreement shall be deemed to be a sale under (and



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governed by the prices and other terms and conditions) of the Master Agreement unless the parties to the order agree in writing that another contract or agreement applies to such order.

IN WITNESS, WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating Entity:	Contractor
ranticipating Entity.	Contractor:
Vinginia Signature	PHYSIO-CONTROL ING.
Signature!	Signature:
Amoved J. Sprudle	Annifich. Collin
Name:	Name:
hinwood J. Spindle	JENNIFER N. COLLINS
Title:	Title:
Dinecton	MGR, PRICING + CONTRACTS
Date:	Date:
1/30/2018	1/29/18

[Additional signatures may be added if required by the Participating Entity]

For questions on executing a participating addendum, please contact:

### NASPO ValuePoint

Cooperative Development Coordinator:	Tim Hay
Telephone:	(503) 428-5705
Email:	thay@naspovaluepoint.org

[Please email fully executed PDF copy of this document to

PA@naspovaluepoint.org

to support documentation of participation and posting in appropriate data bases.]



### Thank you for considering Physio-Control

January 6, 2017

Gerald Elrod II Strategic Initiatives Purchasing Officer State of Oklahoma, OMES Central Purchasing 5005 N Lincoln Blvd, STE 300 Oklahoma City, OK 73105

Re: Request for Proposal for Oklahoma Solicitation # SW17300 – NASPO ValuePoint Master Agreement for AED Units and Accessories

Dear Mr. Elrod II,

Thank you for this opportunity to respond to the emergency medical equipment needs of the State of Oklahoma, OMES Central Purchasing (Lead State) and Participating States of the NASPO ValuePoint Master Agreement. Physio-Control, Inc. presents the following proposal for your consideration.

It has been our intent to provide the State of Oklahoma, OMES Central Purchasing (Lead State) and Participating States of the NASPO ValuePoint Master Agreement with all requested information in the proper format. Please visit our website at <a href="https://www.physio-control.com">www.physio-control.com</a> for additional information about our LIFEPAK product lines, ADAPTIV™ biphasic technology and the Physio-Control industry leading Field Service Network.

Physio-Control pioneered external defibrillation over 60 years ago and today continues to be the world market leader. We are passionate about the life saving tools we offer and would appreciate the opportunity to continue to share with you the unique features, technology and service benefits of Physio-Control.

If you have any questions regarding our response please contact Andy Vanderklok directly at <a href="mailto:andy.vanderklok@physio-control.com">andy.vanderklok@physio-control.com</a>, or at (425) 867-4847.

Sincerely,

Mitchell E. Parrish President & COO Physio-Control, Inc. 11811 Willows Road NE Redmond, WA 98052-2003

Fax: 425-867-4970

bidsinbox@physio-control.com

### **Sections**

### Section 1



### **Responding Bidder Information**

Title

"Certification for Competitive Bid and Contract" MUST be submitted along with the response to the Solicitation. 1. RE: Solicitation # SW17300 **Bidder General Information:** FEL/SSN: 91-0697691 VEN ID: SVU-10153787-03 Company Name: Physio-Control, Inc. 3. Bidder Contact Information: Address: 11811 Willows Rd NE City: Redmond State: WA Zip Code: 98052 Contact Name: Mitch Parrish Contact Title: President & COO Phone #: 800-442-1142 FAX# 425-867-4970 Email: bidsinbox@physio-control.com Website: www.physio-control.com 4. Oklahoma Sales Tax Permit1: ■ YES - Permit #: SVU-10153787-03 NO – Exempt pursuant to Oklahoma Laws or Rules 5. Registration with the Oklahoma Secretary of State: YES - Filing Number: 2300593429 NO - Prior to the contract award, the successful bidder will be required to register with the Secretary of State or must attach a signed statement that provides specific details supporting the exemption the supplier is claiming (www.sos.ok.gov or 405-521-3911). 6. Workers' Compensation Insurance Coverage: Bidder is required to provide with the bid a certificate of insurance showing proof of compliance with the Oklahoma Workers' Compensation Act. YES – include a certificate of insurance with the bid Certificate of Insurance (Schedule C) is included in Section 4 of this Response

NO - attach a signed statement that provides specific details supporting the exemption you are claiming from the Workers' Compensation Act (Note: Pursuant to Attorney General Opinion #07-8, the exemption from 85 O.S. 2011, § 311 applies only to employers who are natural persons, such as sole proprietors. and does not apply to employers who are entities created by law, including but not limited to corporations, partnerships and limited liability companies.)2 ranio 1/6/2017 **Authorized Signature** Date Mitchell E. Parrish President & COO

Printed Name

For frequently asked questions concerning Oklahoma Sales Tax Permit, see http://www.tax.ok.gov/fag/fagbussales.html

<sup>&</sup>lt;sup>2</sup> For frequently asked questions concerning workers' compensation insurance, see <a href="http://www.ok.gov/oid/faqs.html#c221">http://www.ok.gov/oid/faqs.html#c221</a>



### Certification for Competitive Bid and/or Contract (Non-Collusion Certification)

NOTE: A certification shall be included with any competitive bid and/or contract exceeding \$5,000.00 submitted to the State for goods or services.

Solicitation or Purchase Order #: SW17300	
Supplier Legal Name: Physio-Control, Inc.	
certifying the facts pertaining to the existence of common employees, as well as facts pertaining to the giving special consideration in the letting of any contract.  2. I am fully aware of the facts and circumstances such ave been personally and directly involved in the p.  3. Neither the bidder nor anyone subject to the bidder as to any collusion among bidders in rest to refrain from bidding,  b. to any collusion with any state official or as to any other terms of such prosection in the discussions between bidders a value for special consideration in the discussion with any state agency acquisition in contradiction to Section B. I certify, if awarded the contract, whether competitively bid direction or control has paid, given or donated or agreed. Oklahoma any money or other thing of value, either direct section It [74 O.S. § 85.42]:  For the purpose of a contract for services, the supplier also.	province of the making of the bid to which this statement is attached and proceedings leading to the submission of such bid; and ear's direction or control has been a party: straint of freedom of competition by agreement to bid at a fixed price or all or employee as to quantity, quality or price in the prospective contract, pective contract, nor and any state official concerning exchange of money or other thing of letting of a contract, nor by or political subdivision official or employee as to create a sole-source a 85.45j.1 of this title. In or not, neither the contractor nor anyone subject to the contractor's to pay, give or donate to any officer or employee of the State of
The undersigned, duly authorized agent for the ab certification statement is executed for the purpose the competitive bid attached herewith and	
OR	
the contract attached herewith, which was not com Oklahoma statutes	petitively bid and awarded by the agency pursuant to applicable
Mittella Carrisa	1/6/2017
Supplier Authorized Signature	Certified This Date
Mitchell E. Parrish	President & COO
Printed Name	Title
800-442-1142	bidsinbox@physio-control.com
Phone Number	Email
425-867-4970	

Fax Number



### **Amendment of Solicitation**

Date of Issuance: 12/01/2016	Solicitation No. SW17300
Requisition No. SW300	Amendment No. 1
Hour and date specified for receipt of offers is char	anged: No Yes, to:3:00 PM CST/CDT
identified above. Such notice is being provided to a Suppliers submitting bids or quotations shall acknow and date specified in the solicitation as follows:  (1) Sign and return a copy of this amendment  (2) If the supplier has already submitted a responsible to the solicitation deadline. All amendment	t shall serve as official notice of amendment to the Solicitation all suppliers to which the original solicitation was sent.  nowledge receipt of this solicitation amendment <u>prior</u> to the hour at with the solicitation response being submitted; or, sponse, this acknowledgement must be signed and returned prior acknowledgements submitted separately shall have the printed clearly on the front of the envelope.
SSUED BY and RETURN TO:	
U.S. Postal Delivery or Personal or Common Carrier Delivery:	Gerald Elrod
<del></del>	Contracting Officer
Office of Management and Enterprise Services Central Purchasing	405 - 522 - 1037 Phone Number
5005 N. Lincoln Blvd., Ste. 300 Oklahoma City, OK 73105	Gerald.elrod@omes.ok.gov
oklanoma oky, ok 70100	E-Mail Address
Description of Amendment:	
. This is to incorporate the following:	
The closing date and time will be 3:00PM Central on Additionally, the State of Idaho has signed an inten	on January 10, 2017.  Int to participate and is included with the other joining States.
b. All other terms and conditions remain unchanged	ed.
Physio-Control, Inc.	1/6/2017
Supplier Company Name (PRINT)	Date
Mitchell E. Parrish Pres	esident & COO Mattella Janual
authorized Representative Name (PRINT) Title	Authorized Representative Signature



### **Amendment of Solicitation**

	So	licitation No. SW173	00	
Requisition No. SW300	Am	endment No. 2		
Hour and date specified for receipt of offers is change	ed: 🛛 No	☐ Yes, to:	3:00 PM CST/CDT	
Pursuant to OAC 260:115-7-30(d), this document shall identified above. Such notice is being provided to all Suppliers submitting bids or quotations shall acknowled and date specified in the solicitation as follows:  (1) Sign and return a copy of this amendment with (2) If the supplier has already submitted a responsible to the solicitation deadline. All amendment as solicitation number and bid opening date principles.	suppliers to water the solicitary that the solicitary conse, this acknowledgements.	which the original solic of this solicitation ame tion response being s nowledgement must be tents submitted separa	itation was sent. endment <u>prior</u> to the hour ubmitted; or, e signed and returned prior ately shall have the	
ISSUED BY and RETURN TO:				
U.S. Postal Delivery or Personal or Common	Gerald Elro	d		
Carrier Delivery:	Contracting			
Office of Management and Enterprise Services	405 - 522 -	1037		
Central Purchasing	Phone Number			
5005 N. Lincoln Blvd., Ste. 300 Oklahoma City, OK 73105				
Oklahoma Oky, Ok 75700	E-Mail Add			
Description of Amendment:				
a. This is to incorporate the following:				
The following document has been added:				
"SW300 – QUESTIONS AND ANSWERS.DOCX" has	s been added	to the solicitation.		
The following documents have been updated:				
"SW300 – SOLICITATION – 20161129.PDF" has bee	en replaced w	ith "SW300 – SOLICI"	TATION – 20161221.PDF"	
"SW300 – ATTACHMENT E – APPROVED DISTRIB ATTACHMENT E – APPROVED DISTRIBUTORS FO			placed with "SW300 –	
"SW300 – ATTACHMENT G – HISTORIC AND ANTI ATTACHMENT G – HISTORIC AND ANTICIPATED			replaced with "SW300 –	
Attachment B, Section A. "Contract Awards" has	been modifi	ed to include the foll	owing language:	
	. The distribu	itor coverage area sho	ould be listed in the appropria	
"Distributors may provide service nationally or locally section of Attachment E.  Each state represented by NASPOValuePoint that che option of deploying only resellers approved by the exercise this option will define the process to add and	e Participating	g State. The Participa	ting State that chooses to	

Description of Amendment - continuing		
Attachment G has been updated to include accurate usage information.		
	_	
b. All other terms and conditions remain und	changed.	
Physio-Control, Inc.		1/6/2017
Supplier Company Name (PRINT)		Date
Mitchell E. Dordeh	President & COO	With the found
Mitchell E. Parrish Authorized Representative Name (PRINT)	Title	Authorized Representative Signature
Authorized Representative Name (FRIM)	TILLE	Authorized Representative Signature

### Section 2



**NASPO ValuePoint** 

## **Executive Summary**

When you respond to emergencies, you need the most advanced monitor/defibrillator that sets the standard in innovation, operations and toughness. Throughout this response we are taking the opportunity to briefly describe and outline why Physio-Control is the best Partner to provide your emergency medical equipment needs.

Physio-Control, now part of Stryker, has been involved in emergency medical care for 61 years and leads the industry in developing products that monitor or treat patients in emergency medical situations. Physio-Control develops technologies and designs devices according to the unique needs of our customers and our goal is to provide complete solutions for cardiorespiratory emergencies. The entire Physio-Control product portfolio is designed to assist customers in their lifesaving work — whether it is accessories, disposables, flexible energy dosing, or data management solutions that help them capture patient data and learn from it to improve patient care.

Physio-Control approaches product development with the values our customers expect front and center: quality, innovation, durability and reliability. We sustain rigorous quality and innovation standards, and believe that good enough is never good enough when you are talking about devices used on a daily basis in a variety of emergency care environments. At Physio-Control, we are always innovating our product and clinical technologies and looking for ways to improve our processes—because our customers and their patients depend on it.

VISION: A world in which no person dies suddenly as a result of an acute, treatable medical event.

**MISSION:** We provide lifesaving tools for lifesaving teams – unique medical products of the highest quality that predict or intervene in life-threatening medical emergencies.

The line of products offered include LIFEPAK® monitor/defibrillators and automated external defibrillators, the LIFENET® System, HealthEMS® electronic patient care reporting (ePCR) software, LUCAS® Chest Compression System, TrueCPR™ coaching device, McGrath® MAC EMS video laryngoscope and HeartSine® samaritan PAD automated external defibrillators (AEDs).

#### **Framework for Success**

Physio-Control employs over 1400 Team Members worldwide. Approximately 700 of these team members are based in Redmond, Wash., the company headquarters. It is our intent to work with NASPO ValuePoint to design a strategic relationship model. Under this partnership, Physio-Control will provide the necessary resources to work specifically with the Lead State and Participating States.

A long-term decision requires long-term solutions. Physio-Control adopts a multi-disciplinary, multi-agency, and multi-geographic approach that benefits from ease-of-use, data, transmission, interactivity, and consistency in protocols/data/accessories.

# Section 3



**NASPO ValuePoint** 

# **Offeror Profile**

Full Legal Name	Physio-Control, Inc.
Primary business address	11811 Willows Rd NE
	Redmond, WA 98052
Describe your company	Physio-Control, Inc. is a wholly-owned subsidiary of
ownership structure	Stryker Corporation, a medical technologies company,
	which owns many subsidiary companies within its
	holdings.
Employee Size	1419 Global
Website	www.physio-control.com
Sales contact information	Kevin Veenstra
	Manager, Strategic & Government Accounts, Sales
	Kevin.veenstra@physio-control.com
	800-442-1142
Brief history	Please refer to "About Physio" attached to this profile.





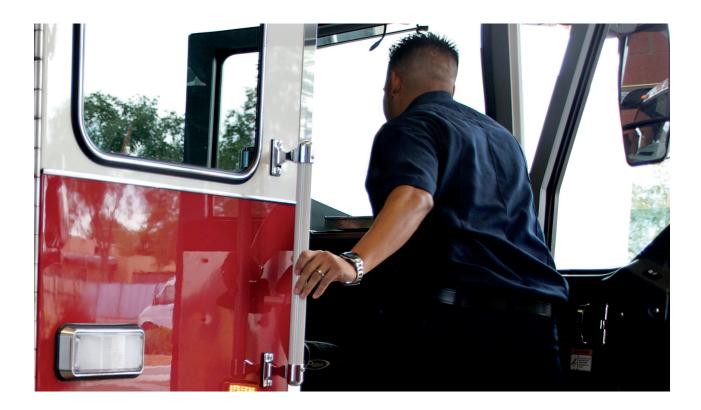


# **About Physio-Control**

The pioneer in portable defibrillation and monitoring technology, Physio-Control continues to define the standard for cardiac emergency care equipment, solutions and services.

Physio-Control is the world leader in developing, manufacturing, selling and servicing emergency care products. The company pioneered defibrillation technology over 55 years ago and continues to design and develop advanced emergency medical devices for in-hospital and out-of-hospital use. The company's LIFEPAK® defibrillators have been carried to the top of Mount Everest and launched into orbit on the International Space Station. More than 800,000 units are in use today on fire and rescue rigs, ambulances, hospital crash carts, and in thousands of public access locations worldwide.

Physio-Control employs over 1000 Team Members worldwide. Approximately 700 of these team members are based in Redmond, Wash., the company headquarters.



#### Vision and Mission

Physio-Control has been involved in emergency medical care for more than 55 years and leads the industry in developing products that monitor or treat patients in emergency medical situations.

Physio-Control develops technologies and designs devices according to the unique needs of our customers and our goal is to provide complete solutions for cardiorespiratory emergencies. Everything is designed for customers, to work with them—whether it is accessories, disposables, flexible energy dosing, or data management solutions that help them capture patient data and learn from it to improve patient care.

Physio-Control approaches product development with the values our customers expect front and center: quality, innovation, durability and reliability. We hold ourselves to rigorous quality and innovation standards, and firmly believe that good enough is never good enough when you are talking about devices used on a daily basis in a variety of emergency care environments. At Physio-Control, we are always innovating our product and clinical technologies and looking for ways to improve our processes—because our customers and their patients depend on it.

**VISION:** A world in which no person dies suddenly as a result of a cardiorespiratory event.

**MISSION:** We provide lifesaving tools for lifesaving teams.

About Physio-Control

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#### **Building on a Proud Legacy of Firsts**

Dr. Karl William Edmark, a cardiovascular surgeon determined to reduce the number of sudden deaths during cardiac surgery, founded Physio-Control Corporation in 1955. His research showed that a very brief electrical current could correct an abnormal heart rhythm, and led to the development of the first commercial defibrillator. This discovery enabled Physio-Control to dramatically change the face of emergency medical care.

#### 1968

The first LIFEPAK defibrillator, the **LIFEPAK 33** defibrillator/cardioscope, included a built-in battery for mobile use to meet the needs of the fledgling paramedic market. A "90 day wonder," the *33* was designed, fabricated, assembled and tested in just three months. It won wide acclaim for being the first truly portable defibrillator/cardioscope.

#### 1972

Physio-Control introduced the **LIFEPAK 2** defibrillator/ monitor, designed for use in hospitals as well as the nation's new emergency vehicle program. It was the first portable defibrillator to allow transmission of the patient's ECG (electrocardiogram) signals by telephone.

#### 1976

The **LIFEPAK 5** defibrillator/monitor, smaller and lighter than earlier competition by 45 percent, was introduced. The *5* 

weighed only 19 lbs. and soon became the standard for prehospital use worldwide. Designed for use by paramedics and emergency field personnel, a modified LIFEPAK 5 unit accompanied the 65-member American Medical Expedition to Mt. Everest in 1981 and the China-Everest Expedition in 1982.

#### 1989

Physio-Control launched the **LIFEPAK 10** defibrillator/monitor/pacemaker. Specifically designed to meet stringent size, weight and durability requirements for the paramedic and the hospital transport markets, the *10* was the first portable defibrillator/monitor with an integral external pacemaker. This evolution of the LIFEPAK 5 defibrillator also added extra battery capacity and CODE SUMMARY<sup>TM</sup> critical event record documentation for collecting patient information.

#### 1991

The **LIFEPAK 9P** defibrillator/monitor/pacemaker was equipped with a Shock Advisory Adaptor that converted the product to a hospital automated external defibrillator (AED).

#### 1995

We introduced the **LIFEPAK 11** monitor/defibrillator, which helped define the standard in prehospital 12-lead ECG management by obtaining an electrocardiogram (ECG) representation of the heart's electrical activity recorded from electrodes on the patient's body and providing a diagnostic tool in the prehospital setting.

About Physio-Control

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#### 1998

The **LIFEPAK 12** defibrillator/monitor series revolutionized acute cardiac care with expanded diagnostic and monitoring capability. The *12* packs multi-parameter, therapeutic and diagnostic functions into a single device designed for both prehospital and hospital users. The innovative platform design provides full-featured, escalating energy up to 360 joules and industry standard monitoring including SpO<sub>2</sub>, EtCO<sub>2</sub>, 12-lead ECG, NIBP and invasive pressures.

#### 1999

The LIFENET® System became the first data management solution to merge 12-lead ECG information across a tiered platform from the field (EMS) to the hospital emergency room or medical personnel's handheld devices.

#### 2002

The **LIFEPAK CR® Plus** automated external defibrillator (AED) launched as the first fully automatic AED (does not require the responder to push the shock button) in the marketplace.

The **LIFEPAK 20** defibrillator/monitor was released in the hospital marketplace. Compact and lightweight, the *20* combines AED functionality with manual capability.

#### 2006

The **LIFEPAK 1000** defibrillator was introduced as the newest AED in the market designed for professional responders. It is small, lightweight and sturdy, with a durability rating of IP55. In 2008 NASA evaluated 18 AEDs in the marketplace and selected the LIFEPAK 1000 defibrillator to protect astronauts aboard the International Space Station.

#### 2007

**LUCAS**® 1 chest compression system is introduced to U.S. market. Built by Jolife in Sweden and distributed worldwide by Physio-Control.

#### 2008

Building on the design of its predecessor, the **LIFEPAK 20e** defibrillator/monitor was introduced for a range of hospital settings. It skillfully combines AED functionality with manual capability so that clinicians trained in advanced cardiac life support (ACLS) can quickly and easily deliver advanced diagnostic and therapeutic care. Clinically advanced and packed with power, the *20e* uses Lithium-ion battery technology that provides extended operating time for transporting patients from one area of the hospital to another and includes ADAPTIV™ biphasic technology up to 360 joules.

Physio-Control released the **LIFENET System** as the first web-based STEMI (ST-segment Elevated Myocardial Infarction) management solution. The LIFENET System enables seamless, secure and flexible flow of 12-lead ECG data from prehospital to hospital to quickly identify STEMI patients. It also helps improve door-to-balloon time and reduce false-positive cath lab activations.

#### 2009

Physio-Control launched the **LIFEPAK 15** monitor/defibrillator—the new standard in emergency care for ALS teams who want the most clinically innovative, operationally innovative and LIFEPAK TOUGH™ device available today.



#### 2009

**LUCAS®** 2 chest compression system introduced. All-new battery powered version designed to provide effective, consistent and uninterrupted compressions.

#### 2010

**LIFENET® System 4.1** introduced with first to market feature allowing integration of data from multiple vendors' 12-lead management systems.

**LIFENET® System 5.0** is introduced providing EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care flow and operational efficiency.

CODE-STAT™ 9.0 data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

#### 2011

An enhanced version of the **LIFEPAK®** 15 monitor/defibrillator is introduced adding continuous temperature monitoring and external AC power capability.

#### 2013

**TrueCPR™** coaching device is launched to help responders optimize their manual CPR performance.

The **CodeManagement Module<sup>™</sup>** is introduced which adds waveform capnography and wireless connectivity to LIFEPAK 20 and 20e defibrillator/monitors.

# Section 4



#### **Exceptions to Request for Proposals**

Physio-Control, Inc. is taking the following exceptions and clarifications to the Request for Proposal for Oklahoma Solicitation Number SW17300:

# Attachment A: NASPO ValuePoint Master Agreement Terms and Conditions Administration of Orders

## 14. Shipping and Delivery.

a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's upon delivery to the Purchasing Entity until final inspection and acceptance when responsibility shall pass to the Purchasing Entity except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an Order to be shipped without transportation charges that is back ordered shall be shipped without charge.

#### 16. Inspection and Acceptance.

b. All Products are subject to inspection at reasonable times and places before Acceptance. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.

Return of products are subject to the terms in the Standard Physio-Control Returned Product Policy (Schedule B) enclosed in Section 4 of this response.

- c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements pursuant to the terms in the Physio-Control Limited Warranty; and reduce the contract price to reflect the reduced value of services performed.
- d. The limited warranty period shall begin upon the date of delivery to the Purchasing Entity Acceptance.
- e. Acceptance Testing may be explicitly set out in a Master Agreement to ensure conformance to an explicit standard of performance. Acceptance Testing means the process set forth in the Master Agreement for ascertaining that the Product meets the standard of performance prior to Acceptance by the Purchasing Entity. If Acceptance Testing is prescribed, this subsection applies to applicable Products purchased under this Master Agreement, including any additional,



replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in this Master Agreement or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, and pursuant to the terms in the Physio-Control Returned Product Policy notify Physio-Control to repair or replace the Products. continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and may terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be deemed Accepted and no charges shall be paid until the standard of performance is met. The warranty period shall begin upon Acceptance.

## 17. Payment

Payment is due thirty (30) days from invoice date. after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

#### 18. Warrantv

Section is hereby deleted in its entirety and replaced with the following: Products purchased pursuant to this Contract are subject to the terms and coverage set forth in the Physio-Control Limited Warranty (Schedule A) enclosed in Section 4 of this response.

#### 19. Title of Product

Upon Acceptance by delivery of the Products to the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

## **General Provisions**

#### 21. Insurance

b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below: (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury



(including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;

- c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business thirty (30) days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written blanket endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names list the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.

#### 22. Records Administration and Audit.

b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records. In the event of an overpayment in fees, the Contractor shall have the right to recover the excess costs.

#### 30. Defaults and Remedies

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
- (1) Nonperformance of contractual requirements; or
- (2) A material breach of any term or condition of this Master Agreement; or
- (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
- (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 45 30 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this



Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:

- (1) Exercise any remedy provided by law; and
- (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
- (3) Impose liquidated damages as provided in this Master Agreement; and
- (4) Suspend Contractor from being able to respond to future bid solicitations; and
- (5) Suspend Contractor's performance; and
- (6) Withhold payment until the default is remedied.

#### 33. Indemnification

a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from defective material or workmanship in the products purchased pursuant to this Contract act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.



**NASPO ValuePoint** 

## Scope of Work

Physio-Control is the world leader in developing, manufacturing, selling and servicing emergency care products. The company pioneered defibrillation technology over 60 years ago and continues to design and develop advanced emergency medical devices for inhospital and out-of-hospital use. The company's LIFEPAK® defibrillators have been carried to the top of Mount Everest and launched into orbit on the International Space Station. More than 800,000 units are in use today on fire and rescue rigs, ambulances, hospital crash carts, and in thousands of public access locations worldwide. Our goal is simple, to manufacture emergency response tools of the highest quality to help clinicians and emergency responders, anywhere in the world, through the toughest kind of emergencies. We take our responsibilities seriously. When we say we work to help save lives, we mean it. Physio-Control employs over 1400 Team Members worldwide. Approximately 800 of these team members are based in Redmond, Wash., the company headquarters.

### **Collaboration & Value Proposition**

We will elevate our relationship by aligning Physio-Control's strategic resources and evidence based solutions to support your members to focus on cost strategies while driving quality improvement to achieve medical outcomes that are among the best in the world.

#### Framework for Success

It is our intent to work with members to design a strategic relationship model with strong Statements of Work and Project Management Processes. Under this partnership, Physio-Control will provide the following resources as applicable:

Relationship Manager, Project Manager, Clinical Consultant, Local Sales Support, Service Engineers, Data Solutions Manager, Leadership Committee and Business Reviews.

## **Support Specifications**

#### a. Product Consumables and Accessories

For detailed information, please refer to Consumables and Accessories List (Schedule D) in Section 4 of this response.

## b. Warranties and Extended Warranties

Please refer to the Limited Warranty (Schedule A) in Section 4 of this Response.

#### c. Product Training

Physio-Control, Inc. recognizes the importance of product training for the optimal implementation of new professional defibrillators and AED units. We have been providing cardiac care equipment and customer support for more than 60 years and our experience has taught us key steps to achieve successful implementation and use of new medical equipment.



#### **NASPO ValuePoint**

Product Documentation is provided with the professional defibrillators and AED units and can be provided at the request of Participating States. In addition, Physio-Control provides flexible and convenient access to a full range of clinical resources designed to enhance clinical and medical device knowledge. Customized device training is sold separately.

### d. Software Updates

Physio-Control, Inc. complies with post training tools and shall provide all non-proprietary software tools and alternative solutions to any software tools.

- Updates are released as necessary and can be downloaded by the Customers.
- All Updates can be performed by Physio-Control's Service Technicians.

Updates may be billed separately, and Physio-Control offers service contracts under which updates are provided at a discount, or at no charge.

## e. Customer and Service Support

Physio-Control strives to provide consistent support by resolving service issues within twenty-four (24) hours. The call support is available at no additional cost through the coverage of warranty and the purchase of any service contract.



# **Product Specifications**

## a. Public Access and Infrequent User AEDs

Model: LIFEPAK® CRPLUS		
Specifications	Meet or Exceed	Catalog Number: 80403-000149
i. The AED must enhance user performance by displaying visual icons or audible prompts.	Exceeds. Device shall guide the operator through operating procedures with a combination of voice prompts, flashing LEDs, and visual prompts.	
ii. The AED must guide the rescuer in following the proper rescue sequence.	Exceeds	(CHINE
iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.	Exceeds. Biphasic waveform with impedance compensation and highest-available escalating energy 200/300/360J	LIFEPAK CRFFs I
iv. The AED must be user configurable to adapt to local and changing protocols.	Meets	
v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.	Meets	-
vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.	Meets	•
vii. The AED must offer the capability of a user-activated manual self-test.	Meets	LIEEDLY OD:DI
viii. The AED must include an easily identifiable on/off switch on the front of the device.	Meets	LIFEPAK CR'Plus DEFIBRILLATOR
ix. The AED must have an easy to see status indicator that advises users if the unit requires service.	Meets	
x. The AED must offer an audible tone that sounds if the unit requires service.	Meets	
xi. The AED must record data to an internal memory.	Exceeds. Device shall have the capability of storing at least 20 minutes of continuous patient ECG and scene audio in internal memory (i.e. without the use of external storage media).	
xii. The AED must include the ability to download data to a computer.	Meets	
xiii. The AED must utilize pre-connected, disposable, single use, self-adhesive electrode(s).	Meets	
xiv. The electrode must have a shelf life of at least two years.	Meets	1
xv. The AED must have a cable length of at least 48 inches.	Meets	1
xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.	Meets	
xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.	Meets	
xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.	Meets	
Note: Brochure is included in Section 7 of this Response.		



## a.1. Public Access and Infrequent User AEDs

Model: HeartSine® Samaritan		
Specifications	Meet or Exceed	Catalog Number 350P: 80514-000263 Catalog Number 450P: 80515-000002
i. The AED must enhance user performance by displaying visual icons or audible prompts.	Meets	
ii. The AED must guide the rescuer in following the proper rescue sequence.	Meets	
iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.	Exceeds. The samaritan PAD 350P and 450P utilizes proprietary electrode technology and SCOPE™ biphasic technology, waveform with impedance compensating escalating energy 150/150/200J.	
iv. The AED must be user configurable to adapt to local and changing protocols.	Meets	
v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.	Meets	
vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.	Meets	T
vii. The AED must offer the capability of a user-activated manual self-test.	The device adjusts automatically to patient impedance.	samaritan® PAD 350P
viii. The AED must include an easily identifiable on/off switch on the front of the device.	Meets	
ix. The AED must have an easy to see status indicator that advises users if the unit requires service.	Meets	and the state of t
x. The AED must offer an audible tone that sounds if the unit requires service.		* 190
xi. The AED must record data to an internal memory.	90 minutes of ECG (full disclosure) and event/incident recording	
xii. The AED must include the ability to download data to a computer.	Exceeds.Custom USB data cable (optional) directly connected to PC with Saver EVO™ Windows-based data review software	
xiii. The AED must utilize pre-connected, disposable, single use, self-adhesive electrode(s).		11120
xiv. The electrode must have a shelf life of at least two years.	Exceeds. With a shelf life of four years from date of manufacture, the Pad-Pak offers significant savings over other defibrillators that require separate battery and electrode replacements.	samaritan <sup>®</sup> PAD 450P
xv. The AED must have a cable length of at least 48 inches.	Electrode cable length:1 meter	
xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.	Meets	
xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.	Meets	
xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.	Meets	
Note: Brochure is included in Section 7 of this Response.		·



## b. First Responder AEDs

Model: LIFEPAK <sup>®</sup> 1000		
Specifications	Meet or Exceed	Catalog Number: 99425-000025
i. The pediatric algorithm must alter the default energy levels the AED delivers to pediatric patients to levels of 50, 70 and 85 Joules.	Infant/Child Reduced Energy Defibrillation Electrodes: Deliver 1/4 selected energy. Intended for use on children up to 8 years of age or 25 kg (55 lbs).	
ii. The electrode must offer a CPR rate and depth sensor and an adaptive metronome that assists rescuers in performing proper CPR.	Prompts to start CPR, CPR countdown timer, cprMAX technology	
iii. The AED must offer disposable, single use, self-adhesive electrode(s)for ease of application.	Meets	
iv. The AED must utilize a biphasic waveform.	Biphasic waveform with impedance compensation and highest-available escalating energy 200/300/360J	Trent tree
v. The AED must be capable of operating in semi-automatic and/or manual mode.	Meets	
vi. The AED must have the capability of monitoring a patient with a 3 lead patient cable through ECG electrodes.	Meets	
vii. The energy settings must be user configurable with a pre-set maximum energy setting of 200 Joules or escalating variable energy range up to 360 Joules.	Meets	
viii. The electrode must have a shelf-life of at least two years.	Meets	
ix. The AED must invoke a specific pediatric algorithm when pediatric pads are attached.	Meets	
x. The AED must have an internal memory capable of recording up to 7 hours of continuous information.	Meets	
xi. The internal memory must be configurable to record information on up to four patients.	Device has the capability of dual patient storage with a minimum of 40 minutes ECG for current patient and summarized data for previous patient.	LIFEPAK® 1000 DEFIBRILLATOR
xii. The AED must meet water and particulate ingress ratings of IP55.	Meets	
xiii. The AED must have a shock or abuse tolerance that passes the one meter, any	Meets	7
edge, corner, or surface drop test in standby mode.		
xiv. The AED must have multiple user configurable prompts.	Meets	
Note: Brochure is included in Section 7 of this Response.		•



## c. Professional Defibrillator Specifications

Model: LIFEPAK® 15 Monitor/Defibrillator		
Specifications	Meet or Exceed	Catalog Number: 99577-001588
i. General:		
Unit must be able to digitally record ECG on a standard a removable card (optional).	The device includes a 100mm (3.9 in) thermal recorder that is easily accessible from the front of the device.	
2. Unit must be able to transmit 12-lead ECG information through a fax/modem card.	Exceeds. The device is capable of transferring data records via direct connection to PC, Bluetooth devices, and/or wireless connection.	69
3. External paddles must be available.	Meets	
4. Unit shall have a battery that shall be easily and rapidly replaced.	Meets	
5. Unit shall have an affixed protective roll cage for added device protection.	Exceeds.	
6. Unit shall have integral carry bags providing an independent location for each cable.	Meets	
7. Unit shall be able to be tested through multi-function cable or paddles.	Meets	
8. Unit must provide testing capability which tests: charging, energy delivery, paddles, multi-function cable.	Meets	O STATE STATE OF THE STATE OF T
9. Unit must have a test cap to allow multi-function cable testing.	Meets	AL DECOMPOSITION AND ALL DE
10. Unit must have built-in AC or DC charging as a standard feature.	Meets	LIFEPAK 15 MONITOR/DEFIBRILLATOR
11. Unit must provide 3 hours typical continuous ECG monitoring time with a new battery.	Meets	
12. Unit must provide 4 hrs typical continuous ECG monitoring time with a new Lithium Ion battery.	ECG Monitoring typical 360 minutes, minimum 340 minutes	
13. Unit must provide an OPS Clock Sync feature as a standard option.	Meets	
14. The device must be compatible with the AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support.	The device is capable of adjusting the AED protocol by providing the ability to adjust settings for energy protocol, Auto Analyze timing, Motion Detection, Pulse Check, CPR time after a shock, CPR time after No Shock Advised, Initial CPR, Pre-shock CPR, Metronome parameters, and stacked shocks to meet AHA, IEC and local protocols.	
15. The device must be capable of monitoring the ECG with appropriate display and alarm (visual and audible).	Meets	
16. The device shall provide normal operating capability for ALS users, including semi- automatic external defibrillation, manual defibrillation, synchronized cardio version and external pacing.	Meets	
17. The unit shall have the capability to do Pulse Oximetry, 12 lead ECG, end-tidal C02 monitoring, capnography, NIBP, etc.	Meets	
ii. Display:		



Unit must have a high-resolution color liquid crystal display as a standard feature.	The device display is dual-mode color backlit display with a resolution of 640 x 480 pixels.	
2. Unit must be able to change display from color to black on white or white on black through the push of a button.	The primary mode is a black background with color waveforms and text data. Waveforms and values are automatically color synchronized to real-time display of patient data to facilitate assessment at a glance (ex. blue pulse oximetry waveform matched with blue pulse oximetry value; green ECG waveform matched with green heart rate).	
3. Unit must have a screen with a sweep speed of 25 mm I sec.	Meets	
4. Unit must have a screen that provides a minimum viewing time of 4 seconds.	Exceeds	
5. Unit must have a display that provides the following information: Heart Rate, Lead/Pads, Alarm On/Off, Sp02, EtC02, NIBP, AED functions and prompts, defibrillator test function, self-test function, error corrections and faults, Pacer functions, Code markers, alarm selection and limits, delivered energy, joule settings, ECG size, Synchronized cardioversion, optional EtC02 readings, Sp02 readings and NIBP readings.	Meets	
iii. Defibrillator:		
Unit must utilize a low energy, constant current biphasic waveform.	Meets	
2. Unit must have the following energy selections available to provider in manual mode operation: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 85, 100, 120, 150, 200 joules.	Exceeds. While in manual mode, the device allows the operator to select the following energy settings; 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 100, 125, 150, 175, 200, 225, 250, 275, 300, 325 and 360 joules or a user configurable sequence of 150-360 (1st shock), 150 - 360 (2nd shock), 150 - 360 joules (3rd shock).	
3. Unit must meet current AHA specifications for biphasic defibrillation.	Meets	
4. Unit must allow provider the ability to adjust energy selection controls on device front panel or sternum paddle.	Meets	
5. Unit must be able to charge to 200 joules in 6 seconds or less with a new fully charged battery.	Exceeds. Charge time to 360 joules in less than 10 seconds, typical	
6. Unit must display energy selected and delivered on monitor display, strip chart recorder and code summary.	Meets	
7. Unit must have synchronized cardioversion capability with "sync" message displayed on monitor.	An indicator is shown on the ECG QRS where the shock will be delivered.	
8. Unit must have optional paddles that are external anterior/anterior adult and pediatric paddles.	Meets	
Unit must contain a built in defibrillator tester that tests energy output and continuity	Meets	

of the multifunction cable and paddles documented on strip chart recorder and optional PCMCIA card.		
10. Unit must have a "Multi-function" cable that is field replaceable	Meets	
iv. Recorder:	Wieets	
Unit must utilize a thermal strip chart recorder.	Meets	
Strip chart recorder must use at least 90mm paper width thermal recording paper.	Paper size: 100 mm (3.9 in)	
Strip chart recorder must utilize a 6 second delay.	Exceeds	
Strip chart recorder must be able to print the following annotations: Time, date, defib.	Meets	
energy, heart rate, pacer output (Pacer version only), QRS sync marker, ECG SIZE, lead, alarm, DEFIB TEST OK/FAIL, ANALYZE ECG, PADS OFF, ANALYSIS HALTED, NOISY ECG,SHOCK ADVISED, NO SHOCK ADVISED, ECG TOO LARGE and diagnostic bandwidth.	Meets	
5. Unit must have user configurable print out modes offering manual or automatic	Meets	
recording options initiated by alarm activation or defibrillator discharge.		
6. Strip chart recorder must be able to print 3 leads simultaneously, diagnostic bandwidth and a 4x3 12-lead printout.	Print format for 12-Lead reports of 3- Channel Standard, 4-Channel Standard, 3- Channel Cabrera or 4- Channel Cabrera.	
v. Pacemaker:		
Unit must utilize a constant current 40 ms pace pulse width.	Meets	
2. Unit must have a continuously variable current level.	Meets	
3. Unit must have a continuously variable pacing rate from 30-180 ppm.	The device generates pacing pulses at a rate of 40 to 170ppm.	
4. Pacer parameters must be maintained when switching back to defibrillation or	Meets	
monitor mode.		
5. The heart rate alarms must function in the pacing mode.	Meets	
<ol><li>Unit must have mechanism to allow viewing of intrinsic patient rhythm without losing pacing capture.</li></ol>	Meets	
7. Unit must be configurable for initial setting of pacing rate.	Meets	
8. Unit must display pacing rate and milliamps on display.	Meets	
9. The pacer must continue to deliver life-saving therapy in the event an ECG lead falls off.	Meets	
10. Unit must be able to pace through multi-function or pacing electrodes.  vi. 12- lead ECG:	Meets	
1. The 12-lead parameter must reside within a defibrillator weighing less than 15 lbs.		
2. The 12-lead parameter must be able to provide a diagnostic 12-lead ECG 4x3 printout by holding the recorder button for two seconds.	Meets	
The 12-lead parameter must be capable of providing a diagnostic 12-lead ECG	Meets	
printout with interpretation by pressing the acquire button in the 12-lead mode.		
4. The 12-lead parameter must allow direct transmission of 12-lead ECG via land or cell phone to a standard fax machine.	The user can select and print reports, and transfer the stored information via	
priorie to a standard fax machine.		
5. The 12-lead parameter must provide a user configuration that allows the option of printing detailed measurements along with the interpretation.	supported communication methods.  Meets	

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and without the use of a trim knob.		
7. The unit must offer an optional 0.05 to 40hz bandwidth.	Bandwidth: Digital filtered, DC to 30 Hz (< -3db)	
8. The 12-lead parameter must allow users to easily insert patient name, age and gender using soft keys on the defibrillator.	Meets	
9. The 12-lead parameter must allow users to print the 12 SL Analysis, including measurements and patient name, age and gender on 90mm fan-fold paper.	Meets	
10. The 12-lead parameter must be capable of storing up to 24 pre-programmed telephone numbers facilitating rapid and easy 12-lead ECG transmission.	The data transferred from the device can be transferred and managed using Web-based distribution and management. The data center is managed by the manufacturer on a 7/24 basis.	
11. The 12-lead parameter must allow configuration of user defined lead groups for rapid printout and review of pertinent ECG.	Meets	
12. The 12-lead patient cable must consist of 4 limb leads and a separate V lead cable.	When the 6 chest electrodes are removed, the 10 wire cable functions as a 4-wire cable. Leads I, II, III, AVR, AVL, and AVF with the 4-wire cable (simultaneous acquisition).	
13. The 12-lead patient cable must be capable of providing limb lead signals directly to the defibrillator when only the limb leads are attached.	Meets	
14. The 12-lead patient cable must accommodate either snap or clip connectors.		
15. The 12-lead parameter must be capable of providing an automatic patient identifier using 7 alphanumeric characters.	The device displays patient ECG and alphanumeric characters for patient parameter values, device instructions, and prompts.	
16. The 12-lead parameter must be capable of providing a device identifier using 3 alphanumeric characters.		
17. The unit must be upgradeable to allow the use of an integrated Bluetooth option for the wireless transmission of 12-lead and vital sign data via a cell phone or other communication technology.	Exceeds.	
18. The unit must provide serial communication capability through an RS232 serial port.	Meets. Serial Port RS232 communication + 12V available	
19. The unit must be able to transmit 12-lead and vital data both automatically and manually on acquisition.	Exceeds.	
20. The unit must be able to transmit all data stored on a PC card to a remote handheld device or laptop.	Exceeds.	
21. The unit must be able to provide the option for both landline and cellular transmission when utilizing a Bluetooth wireless option.	Exceeds.	
22. The unit must offer the option of direct fax transmission via a Bluetooth option.  vii. Pulse Oximetry:	Exceeds.	
The unit must have an integral pulse oximeter or be upgradeable to include an integral Pulse Oximeter.	Meets	
2. The unit must utilize pulse oximetry that has FDA 51 Ok clearance for use during	Meets	

patient motion and low perfusion.		
3. The unit must utilize sensors that work in bright sunlight.	Meets	
4. The unit must utilize a pulse oximeter with alarms that are user adjustable in the field.	Meets	
viii. Capnography:		
1. The unit, when purchased with Sp02, must have an EtC02 port.	Exceeds.	
2. All units with an EtC02 port must be upgradeable to include C02 by plugging in a	The device does not have any CO2	
mainstream or sidestream CAPNO 5 sensor.	sensor external to the device due to	
	external sensor vulnerability to	
	damage and high replacement cost.	
	The capnography option is compatible	
	with Oridion FilterLine and Smart	
	CapnoLine CO2 accessories.	
3. The unit must be able to offer the option to upgrade to either mainstream or		
sidestream capnography with sensor located outside of the unit allowing easy service		1
and replacement if needed.		
4. The defibrillator must be capable of providing continuous EtC02 and Respiratory	Meets	
Rate readings as well as a capnogram for on-screen display or print-out.		
5. The C02 sensors used must not require a yearly calibration check.	The CO2 system can be easily	
	calibrated by certified technicians	
	through the service menu using	
	standard procedures with known	
So Man Investiga Disa d December	sample gas value.	
ix. Non-Invasive Blood Pressure:		
1. Unit must be capable of acquiring a blood pressure within a typical measurement	Exceeds. The device typically	
time of 30 seconds or less on average.	performs a blood pressure	
	measurement in 20 seconds.	
Unit must incorporate oscillometric technology.		
Unit must display systolic, diastolic and mean pressures.	Meets	
4. Unit must be capable of taking automatic, stat or manual measurements.		
5. Automatic intervals should be user adjustable to 2.5, 5, 10, 15, 20, 30, 45, 60, 90,	The device can be set to perform	
and 120 minutes.	automatic recurring measurements at	
	the following set intervals - 2, 3, 5, 10,	
C. Otat and a secret allower to 40 and a secret within Findings	15, 30, 60 minutes.	
6. Stat mode must allow up to 10 measurements within 5 minutes.	Meets	1
7. Unit must include an artifact indicator which is displayed when excessive artifact is	Meets	1
detected.		
8. Unit must display a cuff inflation status bar.	Indicates inflation status.	
9. Unit be capable of displaying and/or printing up to 4 hours of patient BP history data.	The device measures BP with	
	accuracy of maximum mean error of	
	±5 mmHg.	<u> </u>
Note: Brochure is included in Section 7 of this Response.		



#### d. Additional Products

## **Model: LUCAS® Chest Compression**

Specifications

#### **Device and Therapy**

- Chest compressions consistent with AHA and ERC guidelines, delivered in the middle of the chest.
- Unique compression using piston with suction cup designed to stabilize the compression point, and which may assist chest recoil back to the start position.
- 102 ± 2 compressions per minute
- 2.1± 0.1 inches / 53±2 mm for patients with sternum height greater than 7.3 inches /185 mm
- Allows for chest recoil between each compression and remembers the start position of the suction cup
- Compression duty cycle: 50±5%
- Compression modes: 30:2 (30 compressions followed by a 3 sec ventilation pause)
- Continuous compressions with 10 ventilation alerts per minute
- Two part device assembly (back plate and upper part)
- Advanced automatic control of delivered compression depth in the individual patient, compression rate and duty cycle, with safety alarm
- · Automatic fine-tuning of suction cup's contact to chest when setting the start position (Quick Fit)
- Automatic self-test at each Power ON

#### Patients eligible for treatment

- 6.7 to 11.9 inches / 17.0 to 30.3 cm sternum height (anterior posterior)
- 17.7 inches / 44.9 cm chest width
- No patient weight limitation

#### Device post-event data and connectivity

- Bluetooth 2.1 wireless communication built into device to allow for wireless transmission of device data to PC with Bluetooth ability
- Reporting software: Report Generator software (available online) with ability to print, save and share reports of each use (PDF format)

#### Device physical specifications

- Device dimensions: 22.0 x 20.5 x 9.4 inches / 56 x 52 x 24 cm (when assembled)
- Device weight with Battery: 17.7 lbs / 8.0 kg
- Operating temperature: +32°F to +104°F / +0°C to +40°C
   -4°F / -20°C for 1 hour after storage at room temperature
- Device IP Classification: IP43

Note: Brochure is included in Section 7 of this Response.

Catalog Number (2<sup>nd</sup> Generation): 99576-000024 Catalog Number (3<sup>rd</sup> Generation): 99576-000043



**LUCAS**° CHEST COMPRESSION SYSTEM

Second Generation



Third Generation



### Model: LIFEPAK ® 20e Defibrillator/Monitor

#### **Specifications**

- Physio-Control is the only manufacturer that offers defibrillators with the ability to escalate energy to 360 Joules.
   Escalating energy levels up to 360 J to maximize clinical options and treat the widest range of patients. The full range of energy levels are accessible at any time (except internal defibrillation), as limited by pre-determined patient impedance ranges.
- Configuration: Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless & EtCO2)
- Compatible electrodes and unique capabilities: The device operates in manual mode using adult and pediatric hands-free pacing/defibrillation/ECG electrodes, adult standard paddles, or pediatric paddles. Standard paddles or therapy electrodes (QUIK-COMBO pacing/defibrillation/ECG electrodes or FAST-PATCH® disposable defibrillation/ECG electrodes) are used for paddles lead monitoring.
- ECG Lead configurations: 3,5 lead ECG
- Battery: Integrated batter. LIFEPAK 20e comes with 1 lithium-ion battery and battery gauge is displayed on screen.
- LIFEPAK 20e: The total memory capacity of the device is at least two full capacity patient records of at least 100 single waveform events.
- Short, medium, or long CODE SUMMARY™ reports; Initial ECG; Auto vital sign measurements every five
  minutes and whenever alarm limits are exceeded; 3-channel or 4-channel format 12-Lead ECG report;
  Continuous waveform 360 minutes continuous ECG record; Trend summary (includes patient information, vital
  signs data and vital signs graphs); Vital Signs includes patient information, event and vital signs log. Snapshot –
  includes patient information and 8 seconds of transmitted ECG captured at the time of transmission.
- With the use of the CPR metronome along with EtCO2 monitoring integrated into the device, it has been shown to effectively monitor CPR quality. Physio-Control is a leader in lifesaving technology for more than five decades, the TrueCPR coaching device can be used in conjunction with any brand defibrillator to measure actual chest compression depth. TrueCPR utilizes our proprietary TFI technology, which has been shown to provide accurate feedback on compliant surfaces and guide rescuers to perform deeper compressions.

Note: Brochure is included in Section 7 of this Response.

#### Catalog Number: 81701-000008



LIFEPAK® 20e DEFIBRILLATOR/MONITOR
with CodeManagement Module®

# **Limited Warranty**

## US/Canada/Latin America/South America

Subject to the limitations and exclusions set forth below, the following Physio-Control products which are purchased from authorized Physio-Control representatives or authorized resellers for use in the United States of America, Canada, Latin America and South America and are used in accordance with their instructions, will be free from defects in material and workmanship appearing under normal service and use as defined below.

#### Eight Years:

 New LIFEPAK CR® Plus automated external defibrillator and internal battery system

#### Five Years:

- New LIFEPAK® 15 monitor/defibrillator series, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 12 defibrillator/monitor, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 20 defibrillator/monitor family of products, used in clinics and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 1000 defibrillators
- New LIFEPAK EXPRESS® automated external defibrillator and internal battery system

#### Two Years:

 CodeManagement Module<sup>™</sup> for use with the LIFEPAK 20/20e defibrillator/monitor

New Trainer 1000 trainer

#### One Year:

- New LIFEPAK 15 monitor/defibrillator series, which includes use in out-of-hospital and mobile applications
- New LIFEPAK 12 defibrillator/monitor series, which includes use in out-of-hospital and mobile applications
- RELI™ LIFEPAK 12 defibrillator/monitor series
- New LUCAS® Chest Compression System
- New LIFEPAK 500T trainer
- New LIFEPAK CR-T trainer

- Internal Battery System for LIFEPAK 20 defibrillator/monitor family of products
- Battery charging systems and power adapters
- All batteries and battery paks, excluding CHARGE-PAK™ Charging Unit
- Masimo SET® Rainbow® patient cables and reusable sensors
- New TrueCPR<sup>™</sup> Coaching Device

#### 180 Days:

Masimo® SET SpO<sub>2</sub> only patient cables and reusable sensors

#### 90 Days:

 CHARGE-PAK Charging Unit (external system) for LIFEPAK CR Plus defibrillator

- Installed customer repair parts
- All other product accessories

#### 30 Days:

• Internal paddles and internal paddle handles

Limited warranty time limits begin on the date of delivery to the First Owner.<sup>1</sup>

Physio-Control warrants neither error-free nor interruption-free performance. The sole and exclusive remedy of the First Owner under this Limited Warranty is repair or replacement of defective material or workmanship at the option of Physio-Control. To qualify for the repair or replacement, the product must have been continuously owned by the First Owner and not have been repaired or altered outside of an authorized Physio-Control factory in any way which, in the judgment of Physio-Control, affects its stability and reliability. The product must have been used in accordance with applicable operating instructions and in the intended environment or setting. The product must not have been subjected to misuse, abuse or accident.

Physio-Control, in its sole discretion, will determine whether warranty service on the product will be performed in the field or through ship-in repair. For field repair, this warranty service will be provided by Physio-Control at the purchaser's facility or an authorized Physio-Control facility during normal business hours. For ship-in repair, all products and/or assemblies requiring warranty service should be returned to a location designated by Physio-Control, freight prepaid, and must be accompanied by a written, detailed explanation of the claimed failure. Products repaired or replaced under this warranty retain the remainder of the warranty period of the repaired or replaced Product.

Except for the Limited Warranty provided above, PHYSIO-CONTROL MAKES NO WARRANTY, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WHETHER ARISING FROM STATUTE, COMMON LAW, CUSTOMER OR OTHERWISE. THIS LIMITED WARRANTY SHALL BE THE EXCLUSIVE REMEDY AVAILABLE TO ANY PERSON. PHYSIO-CONTROL IS NOT LIABLE FOR INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF BUSINESS OR PROFITS) WHETHER BASED ON CONTRACT, TORT, OR ANY OTHER LEGAL THEORY.

ANY LEGAL ACTION ARISING FROM THE PURCHASE OR USE OF PHYSIO-CONTROL PRODUCTS SHALL BE COMMENCED WITHIN ONE YEAR FROM THE ACCRUAL OF THE CAUSE OF ACTION, OR BE BARRED FOREVER. IN NO EVENT SHALL PHYSIO-CONTROL'S LIABILITY UNDER THIS WARRANTY OR OTHERWISE EXCEED THE GREATER OF \$50,000 OR THE PURCHASE PRICE OF THE PRODUCT GIVING RISE TO THE CAUSE OF ACTION.

Products are warranted in conformance with applicable laws. If any part or term of this Limited Warranty is held to be illegal, unenforceable or in conflict with applicable law by any court of competent jurisdiction, the validity of the remaining portions of the Limited Warranty shall not be affected, and all rights and obligations shall be construed and enforced as if this Limited Warranty did not contain the particular part or term held to be invalid. Some geographies, including certain US states, do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you. This Limited Warranty gives the user specific legal rights. The user may also have other rights which vary from state to state or country to country.

1 First Owner means the first purchaser or lessee of the products listed above, directly from Physio-Control, through a Physio-Control corporate affiliate, or from an authorized Physio-Control reseller, and includes the invoiced purchaser's corporate affiliates, and their respective employees, officers and directors.

Physio-Control will pass through warranties offered by Third Party Manufacturers.

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com



Physio-Control Headquarters 11811 Willows Road NE Redmond, WA 98052 www.physio-control.com

Customer Support P. O. Box 97006 Redmond, WA 98073 Toll free 800 442 1142 Fax 800 426 8049 Physio-Control Canada Physio-Control Canada Sales, Ltd. 7111 Syntex Drive, 3rd Floor

Mississauga, ON L5N 8C3 Canada Toll free 800 895 5896 Fax 866 430 6115



# Physio-Control, Inc. Returned Product Policy

If Customer desires to return a purchased product, Customer must call its local Physio-Control representative or the Physio-Control regional sales office for information on credit or replacement of any purchased and non-expired product. A Returned Material Authorization (RMA) number will be provided and must be clearly identified on the carton of any returned product. Customer must return the product to Physio-Control in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise authorized by Physio-Control, which product may be returned in its existing condition. Physio-Control will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product.

Physio-Control will provide an RMA and accept the return of any product under any of the following circumstances:

- a) Physio-Control shipped the product in error;
- b) Customer received the product after the product's expiration date;
- c) Customer received the product in a damaged condition;
- d) The product is recalled and must be removed from the market; or
- e) Physio-Control specifically authorizes the return of the product (a 15% restocking fee may apply).

Product must be returned within 30 working days from the date the Customer receives the product or within 30 working days from the date the Customer receives notice of recall, if applicable. Upon receipt of a properly returned product, Physio-Control will apply a full credit to Customer's account or provide replacement. Customer is advised that product returned without an RMA number, or not otherwise authorized, will not be accepted and will be returned to Customer at Customer's expense.

For further information, please contact Physio-Control at 800.442.1142 or visit our website at www.physio-control.com.



DATE(MM/DD/YYYY)

04/21/2016

## 4CORD®

## CERTIFICATE OF LIABILITY INSURANCE

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(jes) must have ADDITIONAL INSURED provisions or be endorsed. If

SU	BR	OGATION IS WAIVED, 8	subject to	the	term	s and conditions of the parties to the parties and conditions of the parties and conditions of such the parties are parties and conditions of the parties are parties are parties and conditions of the parties are part	policy, c endorse	ertain polic ment(s).				
PRODUCER Aon Risk Services Central, Inc. Grand Rapids MI Office					CONTACT NAME: PHONE (A/C. No.	(616)	456-5366	FAX (A/C. No.): (616)	456-745	51		
	oui	s Street NW					E-MAIL ADDRES	S:				
Grand	l R	apids MI 49503 USA						INS	URER(S) AFFO	RDING COVERAGE		NAIC#
INSUR	D						INSURER	A: Old I	Republic In	surance Company		24147
		Corporation & Subsi	idiaries			·	INSURER	B:				
		oo MI 49002 USA					INSURER C:					
							INSURER	D:				
							INSURER	E:				
							INSURER	F:				
COV	ΞR	AGES	CER	TIFIC	ATE	NUMBER: 5700618732	28		RE	EVISION NUMBER:		
IND CEF EXC	CA	TED. NOTWITHSTANDING FICATE MAY BE ISSUED	G ANY REO OR MAY F	QUIRI	EMEN AIN, T	ANCE LISTED BELOW HAY IT, TERM OR CONDITION OF THE INSURANCE AFFORDI LIMITS SHOWN MAY HAV	OF ANY ED BY T	CONTRACT HE POLICIE	OR OTHER IS DESCRIBE	OOCUMENT WITH RESPECT TO	CT TO V	WHICH THIS
INSR LTR		TYPE OF INSURANCE		ADDL INSD	SUBR WVD	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	3	
Α	X	COMMERCIAL GENERAL LIAB	ILITY			MWZY 306858		02/01/2016	02/01/2017	EACH OCCURRENCE		\$5,000,000
		CLAIMS-MADE X OC	CUR							DAMAGE TO RENTED PREMISES (Ea occurrence)		\$500,000

INSR LTR	TYPE OF INSURANCE	ADDL INSD	WVD			(MM/DD/YYYY)	LIMITS
Α	X COMMERCIAL GENERAL LIABILITY			MWZY 306858	02/01/2016		EACH OCCURRENCE \$5,000,000
	CLAIMS-MADE X OCCUR						DAMAGE TO RENTED \$500,000 PREMISES (Ea occurrence)
							MED EXP (Any one person) Exclude
							PERSONAL & ADV INJURY \$2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$5,000,000
	X POLICY PRO- JECT LOC						PRODUCTS - COMP/OP AGG \$5,000,000
	OTHER:						
Α	AUTOMOBILE LIABILITY			MWTB 306805	02/01/2016	02/01/2017	COMBINED SINGLE LIMIT (Ea accident) \$2,000,000
	X ANYAUTO						BODILY INJURY ( Per person)
	OWNED SCHEDULED						BODILY INJURY (Per accident)
	AUTOS ONLY HIRED AUTOS ONLY ONLY AUTOS NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)
	X Phys-Dmge-Self Insd						
	UMBRELLA LIAB OCCUR						EACH OCCURRENCE
	EXCESS LIAB CLAIMS-MADE						AGGREGATE
	DED RETENTION						
Α	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			MWC 306855 00	02/01/2016	02/01/2017	X PER STATUTE OTH-
A	ANY PROPRIETOR / PARTNER / EXECUTIVE N			AOS MWXS 306856	02/01/2016	02/01/2017	E.L. EACH ACCIDENT \$2,000,000
_ A	OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	N/A		Excess wc - MI	02/01/2010	02/01/2017	E.L. DISEASE-EA EMPLOYEE \$2,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE-POLICY LIMIT \$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Physio-Control, Inc. and its affiliated companies are named under the referenced policies effective May 1, 2016.

Evidence of Coverage

CERTIFICATE HOLDER	CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Aon Rish Services Central Inc.

Physio-Control International, Inc.; Physio-Control, Inc. 11811 willows Road NE PO Box 97006 Redmond WA 98073 USA



# Physio-Control, Inc.

# **NASPO Market Basket Items**

Please refer to product brochures in Section 7 of this Response for specifications of accessories and disposables.

Product Category	Catalog Number	Catalog/Product Description
Accessory	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery
Accessory	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless
Accessory	11150-000019	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography
Accessory	11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module
Accessory	11141-000162	CodeManagement Module Lithium Ion Battery
Accessory	99996-000117	LP1000 Trainer
•	11141-000100	LMnO2 Non-Rechargeable Battery
Accessory	11141-000161	Rechargable Battery Replacement for LP1000
Accessory	11141-000161	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device
Accessory		
Accessory	11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery) BAG ASSEMBLY, NO STRAP,LIFEPAK 1000
Accessory	11425-000007	
Accessory	11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case
Accessory	11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case
Accessory	11111-000016	3-Wire ECG Cable Accessory pounch for 3-wire cable and/or other accessories
Accessory	11425-000001	
Accessory	11250-000052	Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator
Accessory	26500-002156	Quick Reference Instruction Card LIFEPAK 1000
Accessory	11260-000015	LIFEPAK CR Plus Hard shell carry case
Accessory	21300-004576	LIFEPAK CR Plus Carrying case LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes
Disposable	11403-000001	
Disposable	11403-000002	LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes
Accessory	11210-000021	Wall mount bracket for LIFEPAK CR Plus
Accessory	21300-006587	CENTRAL ALARM SWITCH for CR Plus
Accessory	11250-000073	LIFEPAK CR Plus Training System
Accessory	11260-000014	LIFEPAK CR Plus Training System replacement carry case
Disposable	11250-000015	LIFEPAK CR Plus Training System replacement training electrodes
Accessory	26500-001156	LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System
Accessory	26500-001421	LIFEPAK CR Plus Service Manual CD Rom
Accessory	21300-004579	LIFEPAK CR Plus Replacement shoulder strap for carry case
Accessory	11516-000018	USB Data Download Cable - HeartSine
Accessory	11516-000020	AED Wall Sign - HeartSine
Accessory	11516-000021	CPR prep kit - HeartSine
Accessory	11516-000022	Carry Case for HeartSine AED
Accessory	11516-000114	Backpack for HeartSine AED
Accessory	11516-000010	HeartSine AED Pelican case with insert
Accessory	11516-000023	Wall Bracket for HeartSine AED
Accessory	11516-000024	HeartSine Wall Cabinet with Alarm
Disposable	11516-000003	US Adult Pad-Pak for HeartSine AEDs
Disposable	11516-000004	US Pediatric-Pak for HeartSine AEDs
Disposable	11516-000027	Aviation Pad-Pak for HeartSine AEDs
Accessory	11516-000059	HeartSine SAM 450P AED Trainer
Accessory	11516-000092	HeartSine SAM 450P AED Trainer
Disposable	11516-000011	HeartSine AED Trainer Electrodes - 25
Disposable	11516-000009	HeartSine AED Trainer Electrodes - 10
Accessory	11516-000012	HeartSine Trainer battery charger
Accessory	11516-000014	SAM 350P AED Trainer Remote Control
Accessory Disposable	11516-00001	SAM 450P AED Trainer Remote Control
-1	11516-000017	Pad-Pak Electrode Cartridge for Trainer
Accessory	11576-000070	LUCAS 2 Rubber Bumper
Accessory	11996-000285	LUCAS 1 Regulator
Accessory	11576-000035	LUCAS 1 Carry Bag (Backpack)
Accessory	21996-000061	LUCAS 1 Extention Hose
Accessory	11996-000278	LUCAS 1 Connector - Chemtron Air
Accessory	11996-000279	LUCAS 1 Connector - Ohmeda Air
Accessory	11996-000280	LUCAS 1 Connector - Puritan Bennet Air
Accessory	11996-000281	LUCAS 1 Connector - Diss Air
Accessory	11996-000282	LUCAS 1 Connector - Schrader Air
Accessory	11996-000283	LUCAS 1 Connector - Oxequip Air
Accessory	11576-000064	LUCAS PCI BACK PLATE

Accessory         21996-000044         LUCAS Back Plate           Accessory         11976-000052         Back Plate Gip Tape (2) pack)           Accessory         11976-000050         Patient Starp (Secures patient's arms to support legs of LUCAS - 3 pack)           Accessory         11976-000051         Patient Starp (Secures patient's arms to support legs of LUCAS - 3 pack)           Accessory         11976-000063         LUCAS 2 Carrying Bag           Accessory         11976-000064         LUCAS 2 Disposable Suction Cup (12 pack)           Accessory         11976-000064         LUCAS 2 Stard-doine Battery Charger           Accessory         11976-000060         LUCAS 2 Stard-doine Battery Charger           Accessory         11976-000071         LUCAS 2 Stard-doine Battery Charger           Accessory         21976-000074         LUCAS 2 Stard-doine Battery Charger           Accessory         21976-000075         LUCAS 3 Stard-batter Stard S	Product Category	Catalog Number	Catalog/Product Description
Accessory 11576-000052 Back Plate Grip Tape Accessory 11576-000050 Back Plate Grip Tape (2) pack) Accessory 11576-000050 Accessory 11576-000050 Patient Strap (Secures patients arms to support legs of LUCAS - 1pr) Accessory 11576-000051 Patient Strap (Secures patients arms to support legs of LUCAS - 3 pack) Accessory 11576-000051 Patient Strap (Secures patients arms to support legs of LUCAS - 3 pack) Accessory 11576-000051 LUCAS 2 Disposable Suction Cup (3 pack) Accessory 11576-000061 LUCAS 2 Disposable Suction Cup (12 pack) Accessory 11576-000061 LUCAS 2 Stand-alone Battery Charger Accessory 11576-000061 LUCAS 3 Stand-alone Battery Charger Accessory 11576-000061 LUCAS 3 Stand-alone Battery Date (Sept. Pack Stand-Alone Battery Charger) Accessory 11576-000061 LUCAS 3 Stand-alone Battery Date (Sept. Pack Stand-Alone Battery Charger) Accessory 11576-000061 LUCAS 3 Stand-Alone Battery Date (Sept. Pack Stand-Alone Battery Charger) Accessory 11576-000061 LUCAS 3 Stand-Alone Battery Date (Sept. Pack Stand-Alone Battery Batter		_	·
Accessory 11576-000050 Patient Strap (Secures patients arms to support legs of LUCAS - 1pr) Accessory 11576-000031 LUCAS 2 Carrying Bag Accessory 11576-000041 LUCAS 2 Carrying Bag Accessory 11576-000041 LUCAS 2 Disposable Suction Cup (19 pack) Accessory 11576-000041 LUCAS 2 Disposable Suction Cup (19 pack) Accessory 11576-000050 LUCAS 2 Disposable Suction Cup (12 pack) Accessory 11576-000050 LUCAS 2 Stand-ainone Battery Charger Accessory 11576-000039 LUCAS 2 Stand-ainone Battery Charger Accessory 11576-000039 LUCAS 2 Battery - Rechargeable Lithium Polymer (LIPo) Accessory 11576-000039 LUCAS 2 Battery - Rechargeable Lithium Polymer (LIPo) Accessory 11576-000030 LUCAS 3 Battery - Dark Grey - Rechargeable LiPo Accessory 21576-000074 LUCAS Stabilization Strap (4 pack) Accessory 21576-000075 LUCAS Stabilization Strap (4 pack) Accessory 11576-000080 LUCAS Stabilization Strap (4 pack) Accessory 11576-000090 Grip Tape (1 LUCAS Stilm Back Plate Accessory 11576-000090 Grip Tape (1 LUCAS Stilm Back Plate Accessory 26500-003716 LUCAS 3 Dimptre (Block) Accessory 26500-003746 LUCAS 3 Dimptre (Block) Accessory 26500-003434 LUCAS 2, 2 1 Own North Curry LUCAS Stilm Back Plate Accessory 26500-003434 LUCAS 2, 2 1 Own North Curry LUCAS Stilm Back Plate Accessory 11576-00003 ALICAS 2, 2 1 Own North Curry LUCAS Stilm Back Plate Accessory 11576-00003 ALICAS 2, 2 1 Own North Curry LUCAS Stilm Back Plate Accessory 11576-00009 LUCAS 3 Disposable 11101-00000 ALICAS ASSERT AS	Accessory		
Accessory         11676-0000081         LICAS 2 Carrying Base           Accessory         11576-000048         LICAS 2 Carrying Base           Accessory         11576-000040         LICAS 2 Disposable Suction Cup (3 pack)           Accessory         11576-000041         LICAS 2 Disposable Suction Cup (12 pack)           Accessory         11576-000080         LICAS 2 Stand-alone Battery Charger           Accessory         11576-000081         LICAS 2 Stand-alone Battery Charger           Accessory         11576-000081         LICAS 2 Carrying Case, Hard Shell           Accessory         11576-0000801         LICAS 3 Battery - Bark Grey - Rechargeable Lihbum Polymer (LIPO)           Accessory         11576-0000801         LICAS 3 Battery - Bark Grey - Rechargeable LiPo           Accessory         11576-0000071         LICAS 3 Stabilization Strap (4 pack)           Accessory         11576-0000071         LICAS Stabilization Strap (4 pack)           Accessory         11576-0000071         LICAS Stabilization Strap (4 pack)           Accessory         11576-0000081         LICAS Stabilization Strap (4 pack)           Accessory         11576-000097         LICAS 3 Direct (ALS Stabilization Strap (4 pack)           Accessory         11576-000097         LICAS 3 Direct (ALS Stabilization Strap (4 pack)           Accessory         11576-0000	Accessory	11576-000053	Back Plate Grip Tape (3 pack)
Accessory         11576-000008         LUCAS Z Carrying Baig           Accessory         11576-00004         LUCAS Z Disposable Suction Cup (12 pack)           Accessory         11576-000001         LUCAS Z Disposable Suction Cup (12 pack)           Accessory         11576-000001         LUCAS Z Battery - Rechargeable Lithium Polymer (LiPo)           Accessory         11576-000008         LUCAS Z Battery - Rechargeable Lithium Polymer (LiPo)           Accessory         11576-000081         LUCAS Carrying Case, Hard Shell           Accessory         11576-000081         LUCAS S Carrying Case, Hard Shell           Accessory         21576-000074         LUCAS Stabilization Strap (Apack)           Accessory         21576-000075         LUCAS Stabilization Strap (Apack)           Accessory         11576-000008         Cip Tape, LUCAS Slim Back Plate           Accessory         11576-000090         Gip Tape, LUCAS Slim Back Plate           Accessory         26500-003716         LUCAS 3.2 Instructions for Use, Replacement, EN           Accessory         26500-003084         LUCAS 2.2 2.0 SW, INSTRUCTION FOR USE, EN           Accessory         25500-003434         LUCAS 2.2 1.1 Chest Compression System - Instructions for Use, US. English           Accessory         11576-00000         AED Trainer new style training electrodes et - Ept., Table & prouch	Accessory	11576-000050	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)
Accessory 11576-000046 LUCAS 2 Disposable Suction Cup (3 pack) Accessory 11576-000047 LUCAS 2 Disposable Suction Cup (12 pack) Accessory 11576-000060 LUCAS 2 Stand-alone Battery Charger Accessory 11576-000081 LUCAS 2 Stand-alone Battery Dark Grey - Rechargeable LiPo Accessory 11576-000081 LUCAS 3 Battery - Dark Grey - Rechargeable LiPo Accessory 21576-000071 LUCAS 3 Battery - Dark Grey - Rechargeable LiPo Accessory 21576-000075 LUCAS Stabilization Strap (4 pack) Accessory 11576-000081 LUCAS Stabilization Strap (4 pack) Accessory 11576-000091 Grap Equal Charge (1 LUCAS Stim Back Plate Accessory 11576-000091 Grape (1 LUCAS Stim Back Plate Accessory 11576-000091 LUCAS 3 Instructions for Use, Replacement, EN Accessory 26500-003084 LUCAS 2, 2 0 SW, INSTRUCTION FOR USE, EN Accessory 26500-003084 LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN Accessory 1576-000036 LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN Accessory 1576-000036 Pattern Strap (each) Disposable 11101-000004 AED training electrodes (5 pt) Disposable 11101-000004 AED training electrodes (5 pt) Disposable 11101-000004 AED training electrodes (5 pt) Disposable 11250-000042 Replacement infart/child AED training electrodes Accessory 11996-000042 Replacement infart/child AED training set Accessory 11996-000044 McGRATH 36 VEMB Battery Accessory 11996-000044 McGRATH 36 VEMB Battery Accessory 11996-000044 McGRATH 36 VEMB Battery Accessory 11996-000047 McGRATH 36 VEMB Battery Accessory 11996-000048 McGRATH MAC 2 Langeacope Blades, Box of 10 Accessory 11996-000049 McGRATH MAC 2 Langeacope Blades, Box of 10 Accessory 11996-000098 McGRATH MAC 2 Langeacope Blades, Box of 10 Accessory 11996-000099 McGRATH MAC 2 Langeacope Blades, Box of 10 Accessory 11996-000099 McGRATH MAC 2 Langeacope	Accessory	11576-000051	Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)
Accessory         11576-000047         LUCAS 2 Disposable Suction Cup (12 pack)           Accessory         11576-000060         LUCAS 2 Stand-alone Battery Charger           Accessory         11576-0000081         LUCAS 2 Battery - Rechargeable Lithium Polymer (LIPo)           Accessory         11576-000081         LUCAS 2 Battery - Rechargeable Lithium Polymer (LIPo)           Accessory         11576-000081         LUCAS 2 Stabilization Strep           Accessory         21576-000071         LUCAS Stabilization Strep           Accessory         21576-000075         LUCAS Stabilization Strep           Accessory         11576-000088         LUCAS Stebilization Strep (Apsck)           Accessory         11576-000090         Grip Tape (LICAS Stim Back Plate           Accessory         11576-000091         LUCAS 3 Burners (Bleck)           Accessory         26500-003716         LUCAS 3 2 Los Win Kirs (LICAS Stim Back Plate           Accessory         26500-003094         LUCAS 3 2 Los Win Kirs (LICAS Stim Back Plate           Accessory         26500-003044         LUCAS 2 Los Win Kirs (LICAS Stim Back Plate           Accessory         21507-000090         Pattern Kirs (LICAS Stim Back Plate           Accessory         11576-000008         Call Trainer level with straining steed of the stream of the stre	Accessory		
Accessory 11576-000003	Accessory	11576-000046	
Accessory	Accessory		
Accessory         11576-000081         LUCAS 2 12V Car Cable           Accessory         11576-000080         LUCAS Carrying Case, Hard Shell           Accessory         11576-000080         LUCAS 3 Battery - Dark Grey - Rechargeable LIPo           Accessory         21576-000074         LUCAS Stabilization Strap           Accessory         11576-000081         LUCAS Stabilization Strap (4 pack)           Accessory         11576-000081         LUCAS Sim Back Plate           Accessory         11576-000089         On Tape, LUCAS Sim Back Plate           Accessory         11576-000091         LUCAS 3 Bumpers (Black)           Accessory         26500-003041         LUCAS 3 0 Instructions for Use, Replacement, EN           Accessory         26500-003041         LUCAS 2 2 2 5W, INSTRUCTION FOR USE, EN           Accessory         26500-003043         LUCAS 2 2 2 T Chest Compression System - Instructions for Use, U.S. English           Accessory         21670-000004         Patient Strap (each)           Disposable         11101-000003         AED Trainer new style training electrodes (5 pr)           Disposable         11101-000004         AED Trainer new style training electrodes           Disposable         11260-000042         Patient-William (and training electrodes)           Accessory         11260-000042         Cable-connec	Accessory		
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Accessory 21576-000074 LLUCAS Stabilization Strap (Accessory 21576-000075 LUCAS Stabilization Strap (Apack) (Accessory 11576-000088 LUCAS Stilm Back Plate (Accessory 11576-000089 LUCAS Stilm Back Plate (Accessory 11576-000091 Gpt Tape, LUCAS Stilm Back Plate (Accessory 11576-000091 Gpt Tape, LUCAS Stilm Back Plate (Accessory 11576-000091 LUCAS 3 Stilmpers (Back) (Accessory 26500-003716 LUCAS 3 Stilmpers (Back) (Accessory 26500-003716 LUCAS 3 Stilmpers (Back) (Accessory 26500-003716 LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN (Accessory 26500-003444 LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English Accessory 11676-000038 Patient Strag (each) (Accessory 11676-000034 Patient Strag (each) (Accessory 1110-000004 AED Training electrodes (5 pr) (Accessory 1110-000004 AED Training electrodes (5 pr) (Accessory 1110-000004 AED Training electrodes (5 pr) (Accessory 1110-000004 AED Training electrodes (Accessory 1110-000004 AED training electrodes (Accessory 11250-000042 (Accessory 11250-000043 (Accessory 11250-000043 (Accessory 11250-000044 (AED training electrodes training set Accessory 11260-000044 (ACCESSOR) (ACC			
Accessory         21576-000075         LUCAS SI Imake Pitate           Accessory         11576-000088         LUCAS SIIm Back Pitate           Accessory         11576-000089         Grip Tape, LUCAS SIIm Back Pitate           Accessory         11576-000091         LUCAS 3 Bumpers (Black)           Accessory         26500-003716         LUCAS 3 Bumpers (Black)           Accessory         26500-003746         LUCAS 3 Bumpers (Black)           Accessory         26500-00384         LUCAS 2, 2 O Sw. INSTRUCTION FOR USE, EN           Accessory         26500-00384         LUCAS 2, 2 O Sw. INSTRUCTION FOR USE, EN           Accessory         11576-0000038         Patient Strap (each)           Disposable         11101-000004         AED Trainer new style training electrodes (5 pr)           Disposable         11110-000004         AED Trainer new style training electrodes (5 pr)           Accessory         111260-000042         Palpacement infant/bild AED training electrodes           Accessory         11250-000043         Cable/connector assembly/pouch for infant/child AED training electrodes           Accessory         11960-000044         Truc/PR Carry Case           Accessory         11960-00044         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000444         McGRATH MAC 3 Laryngoscope Blades,			
Accessory			, ,
Accessory 11576-00098 Gip Tape, LUCAS Sim Back Plate Accessory 11576-000991 LUCAS 3 Bumpers (Black) Accessory 26500-000716 LUCAS 3 Bumpers (Black) Accessory 26500-000716 LUCAS 3 Bumpers (Black) Accessory 26500-000716 LUCAS 3 Bumpers (Black) Accessory 26500-00084 LUCAS 2, 2 0 Sw. INSTRUCTION FOR USE, EN Accessory 26500-000344 LUCAS 2, 2 0 Sw. INSTRUCTION FOR USE, EN Accessory 26500-000344 LUCAS 2, 2 0 Sw. INSTRUCTION FOR USE, EN Accessory 11576-000098 Patient Strap (each of the strain of			
Accessory 11576-000091			
Accessory         11576-000091         LUCAS 3 Bumpers (Black)           Accessory         26500-003164         LUCAS 3 Canal Compression System - Instructions for Use, Replacement, EN           Accessory         26500-003084         LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN           Accessory         26500-003084         LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English           Accessory         11576-000034         Earlier Brag Cach)           Disposable         11101-000004         AED Training electrode set (-6pr), cable & pouch           Accessory         11101-000006         Cable/connector assembly/pouch for Adult AED training electrodes           Disposable         11250-000043         Cable/connector assembly/pouch for Infant/child AED training electrodes           Accessory         11250-000043         Cable/connector assembly/pouch for Infant/child AED training electrodes           Accessory         11250-000044         Infant/child AED training electrodes training set           Accessory         11250-000044         McGRATH AG 2 Laryngoscope Blades, Box of 10           Accessory         11996-0000414         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000415         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11996-000393         Wall Cabinet, Standard, Semi-recessed, So of AED, 1.5° Trim      <			
Accessory         26500-003716         LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN           Accessory         26500-003044         LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN           Accessory         26500-003434         LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English           Accessory         11576-000036         Patient Strap (each)           Disposable         11101-000004         AED Trainer we style training electrodes (5 pr)           Accessory         11101-000004         AED Trainer we style training electrodes (5 pr)           Accessory         11101-000004         AED training electrode set - (5pr), cable & pouch           Accessory         11101-000004         Cable/connector assembly/pouch for valid AED training electrodes           Accessory         11250-000042         Replacement infant/child AED training electrodes           Accessory         11250-000043         Cable/connector assembly/pouch for infant/child AED training electrodes           Accessory         11260-000044         TrueCPR Carry Case           Accessory         11996-000044         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000145         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000384         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11996-000394 <th< td=""><td></td><td></td><td></td></th<>			
Accessory         26500-030344         LUCAS 2, 2.1 Osw, INSTRUCTION FOR USE, EN           Accessory         26500-030344         LUCAS 2, 2.1 Osw, Instruction System - Instructions for Use, U.S. English           Accessory         11576-000036         Patient Strap (each)           Disposable         11101-000003         AED Training electrode set - (5pr), cable & pouch           Accessory         11101-000006         Cable/connector assembly/pouch for Adult AED training electrodes           Disposable         11250-000043         Cable/connector assembly/pouch for Intant/child AED training electrodes           Disposable         11250-000043         Cable/connector assembly/pouch for Intant/child AED training electrodes           Disposable         11250-000043         Cable/connector assembly/pouch for Intant/child AED training electrodes           Accessory         11260-000044         Intant/child AED training electrodes training set           Accessory         11996-000044         McGRATH AS 3.6V EMS Battery           Accessory         11996-000414         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000415         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000416         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11996-000393         McGRATH MAC 4 Laryngoscope Blades, Box of 10			
Accessory         26500-003434         LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English Accessory           Accessory         11576-000036         Patient Strap (each)           Disposable         11101-000004         AED Trainer new style training electrodes (5 pr)           Disposable         11101-000006         AED training electrode set - (5pr), cable & pouch           Accessory         111250-000042         Cable/connector assembly/pouch for indut-AED training electrodes           Disposable         11250-000042         Replacement infant/child AED training electrodes           Accessory         11250-000044         TrueCPR Carry Case           Accessory         11260-000044         TrueCPR Carry Case           Accessory         11996-000414         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000414         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000418         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000418         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11998-000292         Wall Cabinet, Standard, Semi-recessed for AED, 3° Trim           Accessory         11998-000293         Wall Cabinet, Standard, semi-recessed, Standard, Semi-recessed, Standard, Semi-recessed, Standard, Semi-recessed, Standard, Semi-recessed, Standard, Semi-recesse	Accessory		
Disposable         11101-00003         AED trainer new style training electrodes (5 pr)           Disposable         11101-000004         AED training electrode set - (5pr), cable & pouch           Accessory         11101-000004         AED training electrodes set - (5pr), cable & pouch           Accessory         11250-000042         Replacement infant/child AED training electrodes           Accessory         11250-000042         Cable/connector assembly/pouch for infant/child AED training electrodes           Accessory         11250-000045         Infant/child AED training electrodes training set           Accessory         11260-000044         TrucCPR Carry Case           Accessory         11996-000394         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000414         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000416         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000418         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11998-000293         Wall Cabinet - Semi-recessed for AED, 3° Trim           Accessory         11998-000293         Wall Cabinet, Standard, semi-recessed for AED, 1.5° Trim           Accessory         11220-000076         Wall Cabinet, Standard, semi-recessed, SS           Accessory         11220-000077 <t< td=""><td>Accessory</td><td>26500-003434</td><td></td></t<>	Accessory	26500-003434	
Disposable         11101-000004         AED training electrode set - (5pr), cable & pouch           Accessory         11101-00006         Cable/connector assembly/pouch for Adult AED training electrodes           Disposable         11250-000042         Replacement infant/child AED training electrodes           Disposable         11250-000043         Cable/connector assembly/pouch for infant/child AED training electrodes           Disposable         11250-000043         Infant/child AED training electrodes training set           Accessory         11260-000044         Infant/child AED training electrodes training set           Accessory         11996-000344         McGRATH 36 VEMS Battery           Accessory         11996-000414         McGRATH 36 VEMS Battery           Accessory         11996-000415         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000415         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11996-00038         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000238         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11998-000239         Wall Cabinet - Seni-recessed for AED, 3° Trim           Accessory         11220-000078         Wall Cabinet, seni-recessed for AED, 1.5° Trim           Accessory         11220-000078         Wall	Accessory	11576-000036	Patient Strap (each)
Accessory         11101-000006         Cable/connector assembly/pouch for Adult AED training electrodes           Disposable         11250-000043         Cable/connector assembly/pouch for infant/child AED training electrodes           Disposable         11250-000045         Cable/connector assembly/pouch for infant/child AED training electrodes           Accessory         11260-000044         True/CPR Carry Case           Accessory         11996-000344         McGRATH 3.6V EMS Battery           Accessory         11996-000414         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000414         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000416         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11996-000341         McGRATH X1 X Laryngoscope Blades, Box of 10           Accessory         11998-000292         Wall Cabinet - Semi-recessed for AED, 3" Trim           Accessory         11998-000293         Wall Cabinet - Fully-recessed for AED, 1.5" Trim           Accessory         11220-000077         Wall Cabinet, standard, symface mount, SS           Accessory         11220-000077         Wall Cabinet, standard, symface mount, SS           Accessory         11220-000078         Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         1120-000028 <td>Disposable</td> <td>11101-000003</td> <td>AED Trainer new style training electrodes (5 pr)</td>	Disposable	11101-000003	AED Trainer new style training electrodes (5 pr)
Disposable	Disposable	11101-000004	AED training electrode set - (5pr), cable & pouch
Accessory         11250-000045         Cable/connector assembly/pouch for infant/child AED training electrodes           Disposable         11250-000045         Infant/child AED training electrodes training set           Accessory         11260-000044         TrueCPR Carry Case           Accessory         11996-000394         McGRATH 3.6V EMS Battery           Accessory         11996-000415         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000416         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000318         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11998-000292         Wall Cabinet - Semi-recessed Box of 10           Accessory         11998-000292         Wall Cabinet - Semi-recessed Box of 10           Accessory         11998-000293         Wall Cabinet - Semi-recessed for AED, 1.5" Trim           Accessory         11220-000078         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000077         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges           Accessory         11220-000083         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm	Accessory		71 0
Disposable         11250-000044         Infant/child AED training electrodes training set           Accessory         11260-000044         TrueCPR Carry Case           Accessory         11996-000414         McGRATH 3.6V EMS Battery           Accessory         11996-000416         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000416         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000398         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11998-000293         Wall Cabinet - Semi-recessed for AED, 3" Frim           Accessory         11998-000293         Wall Cabinet - Semi-recessed for AED, 3" Frim           Accessory         11220-000078         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm - surface mount, ro	Disposable		
Accessory 11996-000394 McGRATH 3.6V EMS Battery Accessory 11996-000414 McGRATH MAC 2 Laryngoscope Blades, Box of 10 Accessory 11996-000415 McGRATH MAC 3 Laryngoscope Blades, Box of 10 Accessory 11996-000416 McGRATH MAC 3 Laryngoscope Blades, Box of 10 Accessory 11996-000416 McGRATH MAC 3 Laryngoscope Blades, Box of 10 Accessory 11996-000398 McGRATH X3 Laryngoscope Blades, Box of 10 Accessory 11998-000292 Wall Cabinet - Semi-recessed for AED, 3° Trim Accessory 11998-000293 Wall Cabinet - Fully-recessed for AED, 1.5° Trim Accessory 1120-000076 Wall Cabinet, standard, surface mount, SS Accessory 11220-000077 Wall Cabinet, standard, semi-recessed, SS Accessory 11220-000077 Wall Cabinet, standard, semi-recessed, SS Accessory 11220-000078 Wall Cabinet with alarm fire rated - semi-recessed, rolled edges Accessory 11220-000083 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11220-000093 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11220-000094 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11220-000094 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11220-000094 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11220-000095 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11220-000094 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11290-00029 AED Floor Stand Cabinet with alarm - white Accessory 11998-000327 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11998-000328 AED Wall Sign Ilcor Wlogo, Tenund, 8x10 Accessory 11998-000329 AED Wall Sign Ilcor Wlogo, Tenund, 8x10 Accessory 11998-000330 AED Wall Sign Ilcor Wlogo, Tent, 7x8 Accessory 11998-000331 AED Wall Sign Traditional Wlogo, Tenund, 8x10 Accessory 11998-000321 AED Wall Sign Traditional Wlogo, Tenund, 8x10 Accessory 11998-000321 AED Wall Sign Traditional Wlogo, Tenund, 8x10 Accessory 11998-000321 AED Wall Sign Traditional Wlogo, Tenund, 8x10 Accessory 11998-000321 AED Wal			
Accessory         11996-000314         McGRATH 3.6V EMS Battery           Accessory         11996-000414         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000415         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000398         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11996-000398         McGRATH X3 Laryngoscope Blades, Box of 10           Accessory         11998-000292         Wall Cabinet - Semi-recessed for AED, 3° Trim           Accessory         11998-000293         Wall Cabinet - Fully-recessed for AED, 3° Trim           Accessory         11220-000076         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000077         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet with alarm, fer rated - semi-recessed, rolled edges           Accessory         11220-000078         AED Wall Cabinet with alarm, fer tated - semi-recessed, rolled edges           Accessory         11220-000078         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory	•		, ,
Accessory         11996-000414         McGRATH MAC 2 Laryngoscope Blades, Box of 10           Accessory         11996-000415         McGRATH MAC 3 Laryngoscope Blades, Box of 10           Accessory         11996-000416         McGRATH MAC 4 Laryngoscope Blades, Box of 10           Accessory         11998-000292         Wall Cabinet - Semi-recessed for AED, 3" Trim           Accessory         11998-000293         Wall Cabinet - Fully-recessed for AED, 1.5" Trim           Accessory         11220-000076         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000077         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000078         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000078         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000078         Wall Cabinet, standard, surface mount, rolled edges           Accessory         11220-000078         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000083         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000029         AED Floor Stand Cabinet with alarm white           Accessory			
Accessory 11996-000415 McGRATH MAC 3 Laryngoscope Blades, Box of 10 Accessory 11996-000318 McGRATH MAC 4 Laryngoscope Blades, Box of 10 Accessory 11998-000292 Wall Cabinet - Semi-recessed for AED, 3" Trim Accessory 11998-000292 Wall Cabinet - Fully-recessed for AED, 3." Trim Accessory 11998-000293 Wall Cabinet - Fully-recessed for AED, 1.5" Trim Accessory 11998-000293 Wall Cabinet - Fully-recessed for AED, 1.5" Trim Accessory 11220-000076 Wall Cabinet, standard, surface mount, SS Accessory 11220-000077 Wall Cabinet, standard, semi-recessed, SS Accessory 11220-000078 Wall Cabinet with alarm-semi-recessed, SS Accessory 11220-000078 Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges Accessory 11220-000083 AED Wall Cabinet with alarm and strobe -surface mount, rolled edges Accessory 11220-000079 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11220-000074 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11220-000079 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11220-000084 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11210-000028 AED Wall Cabinet with alarm - White Accessory 11298-000329 AED Wall Sign Ilcor wilogo, Flat, 8x10 Accessory 11998-000329 AED Wall Sign Ilcor wilogo, T-mount, 8x10 Accessory 11998-000329 AED Wall Sign Ilcor wilogo, T-mount, 8x10 Accessory 11998-000330 AED Wall Sign Ilcor wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000332 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000333 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000334 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000330 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000330 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000321 Ambu Res-Cue Key Fir			·
Accessory 11996-000416 McGRATH MAC 4 Laryngoscope Blades, Box of 10 Accessory 11998-000398 McGRATH X3 Laryngoscope Blades, Box of 10 Accessory 11998-000292 Wall Cabinet - Semi-recessed for AED, 3" Trim Accessory 11998-000293 Wall Cabinet - Fully-recessed for AED, 3" Trim Accessory 1120-000076 Wall Cabinet, standard, surface mount, SS Accessory 11220-000077 Wall Cabinet, standard, surface mount, SS Accessory 11220-000078 Wall Cabinet, standard, surface mount, SS Accessory 11220-000078 Wall Cabinet, standard, surface mount, Formal Cabinet, SS Accessory 11220-000083 AED Wall Cabinet with alarm rice resead, SS Accessory 11220-000083 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11220-000079 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11200-000079 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11200-000079 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11200-000084 AED Wall Cabinet with alarm - surface mount, rolled edges Accessory 11200-000084 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11200-000084 AED Wall Cabinet with alarm and strobe - surface mount, rolled edges Accessory 11200-000084 AED Wall Cabinet with alarm - Grey Accessory 11200-000087 AED Wall Sign Ilcor wilogo, T-mount, 8x10 Accessory 11998-000328 AED Wall Sign Ilcor wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Ilcor wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000332 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000331 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000320 AED Wall Sign Traditional wilogo, T-mount, 8x10 Accessory 11998-000321 Ambu Res-Cue Wask First Responder Kit Accessory 11998-000321 Ambu Res-Cue Wask First Responder Kit Accessory 11198-0000015 LPSO SLA Battery Accessory 11198-000015 LPSO SLA Battery			
Accessory         11996-00398         McGRATH X3 Laryngoscope Blades, Box of 10           Accessory         11998-000293         Wall Cabinet - Semi-recessed for AED, 3" Trim           Accessory         11998-000293         Wall Cabinet - Fully-recessed for AED, 1-5" Trim           Accessory         11220-000076         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000077         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         AED Wall Cabinet, standard, semi-recessed, solide edges           Accessory         11220-000083         AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm - White           Accessory         11210-000029         AED Floor Stand Cabinet with alarm - White           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat, 8x10           Accessory			
Accessory         11998-000292         Wall Cabinet - Semi-recessed for AED, 3" Trim           Accessory         11998-000293         Wall Cabinet - Fully-recessed for AED, 1.5" Trim           Accessory         11220-000076         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000077         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges           Accessory         11220-000083         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000084         AED Wall Cabinet with alarm - fire rated - recessed, square edges           Accessory         11220-000084         AED Wall Cabinet with alarm - fire rated - recessed, square edges           Accessory         11210-000028         AED Wall Cabinet with alarm - Grey           Accessory         11298-000329         AED Floor Stand Cabinet with alarm - Grey           Accessory         11998-000329         AED Wall Sign Ilor w/logo, Tent, 7x8           Acc			
Accessory			
Accessory         11220-000076         Wall Cabinet, standard, surface mount, SS           Accessory         11220-000078         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet, standard, semi-recessed, SS           Accessory         11210-000026         AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges           Accessory         11220-000083         AED Wall Cabinet with alarm and strobe -surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11210-00027         AED Wall Cabinet with alarm, fire rated - recessed, square edges           Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-00028         AED Floor Stand Cabinet with alarm - Surface mount, rolled edges           Accessory         11210-00029         AED Floor Stand Cabinet with alarm - Grey           Accessory         11998-000327         AED Floor Stand Cabinet with alarm - Grey           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000329         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Tent, 7x8			
Accessory         11220-000077         Wall Cabinet, standard, semi-recessed, SS           Accessory         11220-000078         Wall Cabinet, small, fully recessed, SS           Accessory         11210-000026         AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges           Accessory         11220-000083         AED Wall Cabinet with alarm and strobe -surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-000027         AED Wall Cabinet with alarm in reted - recessed, square edges           Accessory         11220-000028         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000028         AED Floor Stand Cabinet with alarm. White           Accessory         11210-000029         AED Floor Stand Cabinet with alarm. Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat, 8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, Temount, 8x10           Accessory         11998-0003329         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Temt, 7x8           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Temt, 7x8           Accessory			
Accessory         11220-000078         Wall Cabinet, small, fully recessed, SS           Accessory         11210-000026         AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges           Accessory         11220-000083         AED Wall Cabinet with alarm and strobe -surface mount, rolled edges           Accessory         11210-000027         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11210-000027         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11220-00084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000028         AED Floor Stand Cabinet with alarm - White           Accessory         11210-000029         AED Floor Stand Cabinet with alarm - Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, Temount, 8x10           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Temount, 8x10           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Temount, 8x10           Accessor			
Accessory         11220-000083         AED Wall Cabinet with alarm and strobe -surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11210-000024         AED Wall Cabinet with alarm, fire rated - recessed, square edges           Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000028         AED Floor Stand Cabinet with alarm- White           Accessory         11998-000329         AED Floor Stand Cabinet with alarm- Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, Tent, Twa           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000332         AED Instruction Card (laminated easy reference)           Accessory         11998-000320	Accessory		
Accessory         11220-000083         AED Wall Cabinet with alarm and strobe -surface mount, rolled edges           Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11210-000024         AED Wall Cabinet with alarm, fire rated - recessed, square edges           Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000028         AED Floor Stand Cabinet with alarm- White           Accessory         11998-000329         AED Floor Stand Cabinet with alarm- Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, Tent, Twa           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000332         AED Instruction Card (laminated easy reference)           Accessory         11998-000320	Accessory	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges
Accessory         11220-000079         AED Wall Cabinet with alarm - surface mount, rolled edges           Accessory         11210-000027         AED Wall Cabinet with alarm, fire rated - recessed, square edges           Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000028         AED Floor Stand Cabinet with alarm- White           Accessory         11210-000029         AED Floor Stand Cabinet with alarm- Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11998-000032         Ambu Res-	Accessory	11220-000083	
Accessory         11220-000084         AED Wall Cabinet with alarm and strobe - surface mount, rolled edges           Accessory         11210-000028         AED Floor Stand Cabinet with alarm- White           Accessory         11210-000029         AED Floor Stand Cabinet with alarm- Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat, 8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000329         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000332         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000333         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000333         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000320         AED Instruction Card (laminated easy reference)           Accessory         11998-000321         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11141-000158         LP500 SLA Battery	Accessory	11220-000079	AED Wall Cabinet with alarm - surface mount, rolled edges
Accessory         11210-000028         AED Floor Stand Cabinet with alarm- White           Accessory         11210-000029         AED Floor Stand Cabinet with alarm- Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11298-000014         LIFEPAK 500 Complete soft shell carrying case         (Pelican)           Access	Accessory	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges
Accessory         11210-00029         AED Floor Stand Cabinet with alarm- Grey           Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Key First Responder Kit           Accessory         11141-000158         LP500 Sattery Replacement kit           Acces	Accessory		
Accessory         11998-000327         AED Wall Sign Ilcor w/logo, Flat,8x10           Accessory         11998-000328         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Instruction Card (laminated easy reference)           Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory	Accessory		
Accessory         11998-000328         AED Wall Sign Ilcor w/logo, T-mount, 8x10           Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000332         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         11998-000333         AED Wall Sign Traditional w/logo, Tent, 7x8           Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         1120-000001         Wall mount bracket for AED           Accessory         11998-000021         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)	Accessory		
Accessory         11998-000329         AED Wall Sign Ilcor w/logo, Tent, 7x8           Accessory         11998-000330         AED Wall Sign Traditional w/logo, Flat, 8x10           Accessory         11998-000331         AED Wall Sign Traditional w/logo, T-mount, 8x10           Accessory         11998-000332         AED Wall Sign Traditional w/o logo, T-mount, 8x10           Accessory         11998-000333         AED Wall Sign Traditional w/o logo, T-mount, 8x10           Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         1120-000001         Wall mount bracket for AED           Accessory         11998-000021         LIFEPAK 500 Complete soft shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case	Accessory		
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Accessory         11998-000333         AED Wall Sign Traditional w/o logo, T-mount, 8x10           Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case			
Accessory         26500-000185         AED Instruction Card (laminated easy reference)           Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case			
Accessory         11998-000320         Ambu Res-Cue Key First Responder Kit           Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case	· ·		
Accessory         11998-000321         Ambu Res-Cue Mask First Responder Kit           Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case			
Accessory         11250-000096         LIFEPAK 500 AED Training System           Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case	•		
Accessory         11141-000158         LP500 SLA Battery           Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case	•		
Accessory         11141-000159         LP500 Battery Replacement kit           Accessory         11210-000001         Wall mount bracket for AED           Accessory         11998-000014         LIFEPAK 500 Complete soft shell carrying case           Accessory         11998-000021         LIFEPAK 500 Hard-shell carrying case (Pelican)           Accessory         11250-000004         LIFEPAK 500T Replacement carry case			0 /
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Accessory 11998-000014 LIFEPAK 500 Complete soft shell carrying case Accessory 11998-000021 LIFEPAK 500 Hard-shell carrying case (Pelican) Accessory 11250-000004 LIFEPAK 500T Replacement carry case	Accessory		
Accessory 11250-000004 LIFEPAK 500T Replacement carry case	Accessory	11998-000014	
	Accessory	11998-000021	LIFEPAK 500 Hard-shell carrying case (Pelican)
Accessory   11250-00006   LIFEPAK 500T Replacement simulated battery pak	Accessory		
	Accessory	11250-000006	LIFEPAK 500T Replacement simulated battery pak

Product Category	Catalog Number	Catalog/Product Description
Accessory	26500-000036	LIFEPAK 500 Service Manual CD-Rom
Accessory	26500-001008	LIFEPAK 500T Operating Instructions
Accessory	21330-001058	LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface
Accessory	26500-000037	LIFEPAK 500 In-service Video
Accessory	11141-000002	LIFEPAK 500 rechargeable sealed lead acid battery pak
Accessory	11110-000050	Setup Transfer cable for LIFEPAK 500
Accessory	11150-000010	External Modem for connection to LIFEPAK 500
Accessory	11220-000025	Battery pouch for the LIFEPAK 500
Accessory	11110-000051	Power Adapter extension cable for LIFEPAK 12 power adapter
Accessory	11210-000002	BSS2 wall mount bracket
Accessory	11141-00068	LIFEPAK 20 NiMH rechargeable internal battery
Accessory	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs
Accessory		LIFEPAK SLA Battery
Accessory	11577-000028	Station Battery Charger - For the LP15
		Mobile Battery Charger - FOR THE LP15
Accessory	11577-000011	
Accessory	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs
Accessory	11141-000106	LIFEPAK 12 Li-ion Battery
Accessory	11141-000115	REDI-CHARGE Base
Accessory	11141-000116	LIFEPAK 12 REDI-CHARGE Adapter Tray
Accessory	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray
Accessory	11140-000072	AC Power Adapter
Accessory	11140-000074	DC Power Adapter
Accessory	11577-000019	LP15 Power Attachment Kit
Accessory	11140-000015	AC Power Cord
Accessory	11140-000080	Extension Cable (5ft 3 in)
Accessory	11140-000081	Right angle cable (10in) included with ACPA & DCPA
Accessory	11996-000375	Cable DC Input LP15 Battery Charger
Accessory	11260-000030	LIFEPAK 12 Basic carry case w/strap, right & left pouches
Accessory	11260-000029	LIFEPAK 12 Carry case back pouch - expandable
Accessory	21300-007203	LIFEPAK 12 Replacement carry case right pouch
Accessory	21300-007201	LIFEPAK 12 Replacement carry case left pouch
Accessory	21300-006361	LIFEPAK 12 Carry case base & side supports
Accessory	11260-000037	LIFEPAK12 Shoulder Strap replacement
Accessory	11220-000033	LIFEPAK 12 Front cover
Accessory	11998-000063	LIFEPAK 12 Removable acrylic screen shield
Accessory	11220-000028	Top Pouch for the LP12/LP15
Accessory	11260-000032	Carrying Case of the LIFEPAK 12 with AC Power Adapter
Accessory	11260-000033	Carrying Case for the LIFEPAK 12 with Voice Recorder
Accessory	21300-007203	Right Pouch Replacement (Note: Included with basic case)
Accessory	11577-000002	LIFEPAK 15 Basic carry case w/ right & left pouches
Accessory	11260-000039	LIFEPAK 15 Carry case back pouch
Accessory	11577-000001	LIFEPAK 15 Shoulder strap
Accessory	11996-000374	LP15 bed Connector
Accessory	11260-000016	QUIK-COMBO Accessory pouch for LP20
Accessory	11260-000018	LP20 Basic Carry Case
Accessory	11260-000043	LP20 Top Pouch
Accessory	21330-000996	ASSY-LP20 DOCKING STATION
Accessory	11996-000309	Surface mount bracket
Accessory	11130-000001	Standard hard paddles for use w/LIFEPAK 12
Accessory	11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles
Accessory	11130-000061	Standard hard paddles for use w/LIFEPAK 15
Accessory	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language
Accessory	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20
Accessory	11131-000010	Internal paddles - 1" size (6.25" shaft length)
Accessory	11131-000011	Internal paddles - 1.5" size (6" shaft length)
Accessory	11131-000012	Internal paddles - 2" size (5.75" shaft length)
Accessory	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)
Accessory	11131-000014	Internal paddles - 3.5" size (5" shaft length)
Accessory	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)
Accessory	11131-000021	Internal paddles - 1.5" size (9" shaft length)
Accessory	11131-000022	Internal paddles - 2" size (8.75" shaft length)
Accessory	11131-000023	Internal paddles - 3.5" size (8" shaft length)
Accessory	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)
Accessory	11998-000326	LIFEPAK 15 internal paddles adapter cable

Product Category	Catalog Number	Catalog/Product Description
Accessory	21300-005847	Signagel, gel
Accessory	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20
Accessory	11113-00004	QUIK-COMBO therapy cable for use w/LIFEPAK 15
Accessory	11111-000022	12 Lead ECG, Precordial Leads (AHA)
Accessory	11111-000020	8ft Trunk cable with AHA limb leads
Accessory	11111-000018	5ft Trunk cable with AHA limb leads
Accessory	21300-008054	4-Wire Cable Comb (10- Pack)
Accessory	21300-008055	6-Wire Cable Comb (10- Pack)
Accessory	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20
Accessory	11110-000066	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20
Disposable	11240-000013	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)
Disposable	11240-000016	Strip chart recorder paper, 100mm 2rolls/bx (1-23)
Accessory	11150-000007	Modem cable - 6' LIFEPAK 12 to external modem
Accessory	11150-000009	Modem door assembly
Accessory	11150-000015	Internal modem (pc card modem)
Accessory	11230-000020 11230-000018	Serial port cable LP20 Serial Port Cable
Accessory Accessory	11230-000018	LP20 Configuration Transfer Cable
Accessory	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'
Accessory	11996-000391	LIFEPAK 12 NIBP Hose, 9'
Accessory	11996-000390	LIFEPAK 12 NIBP Hose, 12'
Accessory	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled
Accessory	21300-008147	LIFEPAK 15 NIBP Hose, 9'
Accessory	21300-008146	LIFEPAK 15 NIBP Hose, 12'
Accessory	11160-000011	NIBP Cuff-Reusable, Infant
Accessory	11160-000013	NIBP Cuff-Reusable, Child
Accessory	11160-000015	NIBP Cuff-Reusable, Adult
Accessory	11160-000017	NIBP Cuff-Reusable, Lg Adult
Accessory	11160-000019	NIBP Cuff-Reusable Adult X large
Disposable	11160-000012	NIBP Cuff-Disposable Infant
Disposable	11160-000014	NIBP Cuff-Disposable Child
Disposable	11160-000016	NIBP Cuff-Disposable Adult
Disposable	11160-000018	NIBP Cuff-Disposable Large Adult
Disposable	11160-000020	NIBP Cuff-Disposable X-tra Large Adult
Accessory	11996-000060	Durasensor - Adult finger sensor  Oxiband Adult/Neonatal Sensor
Accessory	11996-000061 11996-000062	Oxiband Addit/Neonatal Sensor  Oxiband Pediatric/Infant Sensor
Accessory Accessory	11996-000062	DURA-Y Multisite sensor (reusable)
Disposable	11996-000100	Oxisensor II adult sensor (24/BX)
Disposable	11996-000113	Oxisensor II adult sensor, long cable (24/BX)
Disposable	11996-000115	Oxisensor II infant sensor (24/BX)
Disposable	11996-000116	Oxisensor II pediatric sensor (24/BX)
Disposable	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)
Disposable	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)
Disposable	11996-000117	Oxisensor II neonatal sensor (24/BX)
Accessory	11110-000042	DEC-4 Cable Extension: 4'
Accessory	11110-000176	DEC-8 Cable Extension: 8'
Accessory	11171-000006	Masimo SET LNOP Sp02 Patient Cable- 4 foot
Accessory	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot
Accessory	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot
Accessory	11171-000007	Masimo SET LNOP Sp02 Sensor - Adult Reusable
Disposable	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable
Disposable	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)
Disposable	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)
Disposable	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)
Disposable	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)
Accessory	11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot
Accessory	11996-000327	Masimo SET RED LNOP Patient Cable - 8 foot
Accessory	11996-000328 11171-000024	Masimo SET RED LNOP Patient Cable - 12 foot  Masimo SET LNCS Patient Cable - 4 foot
Accessory Accessory	11171-000024	Masimo SET LNCS Patient Cable - 4 foot  Masimo SET LNCS Patient Cable - 10 foot
Accessory	11171-000016	Masimo SET LNCS Patient Cable - 10 foot  Masimo SET LNCS Patient Cable - 14 foot
Accessory	11996-000323	Masimo SET Red LNCS Patient Cable - 14 foot
Accessory	11996-000323	Masimo SET Red LNCS Patient Cable - 4 100t
Accessory	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot

Product Category	Catalog Number	Catalog/Product Description
Accessory	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)
Accessory	11171-000017	Masimo SET LNCS Adult Reusable Sensor
Accessory	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor
Disposable	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)
Disposable	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)
Disposable	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)
Disposable	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)
Disposable	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)
Disposable	11171-000039	M-LNCS Adtx. Adult Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box
Disposable	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box
Accessory	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box
Accessory	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box
Accessory	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot
Accessory	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot
Accessory	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot
Accessory	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft
Accessory	11171-000032	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft
Accessory	11171-000033	Rainbow DCI Adt Reusable Sensor, 1/box
Accessory	11171-000043	Rainbow DCIP PED REUSABLE Sensor
Disposable	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000340	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000341	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Disposable	11996-000341	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box
Accessory	11171-000037	RC-04, Patient Cable, 4 ft., 1/box
Accessory	11171-000037	RC-12, Patient Cable, 12 ft., 1/box
Disposable	11171-000055	Disposable Light Shield 10/pack
Accessory	11171-000054	Reuseable Light Shield, 5 /box
Accessory	11171-000051	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box
Accessory	11171-000051	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR,REF 2653
Accessory	11171-000052	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644
Accessory	11996-000183	MNC-1 Adapter Cable - 10 foot
Accessory	11996-000198	MNC-1 Adapter Cable - 4 foot
Accessory	11996-000365	RED MNC ADAPTER CABLE, 4FT,2641
Disposable	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)
Disposable	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)
Disposable	11996-000081	FilterLine Set Adult/Pediatric (box of 25)
Disposable	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)
Disposable	11996-000082	Nasal FilterLine Set Infant/Neonatal (box of 25)
Disposable	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)
Disposable	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)
Disposable	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)
Disposable	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)
<u>'</u>	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)
Disposable Disposable	11996-000166	SmartCapnoLine Plus Long W/O2 - Adult/Intermediate patients>44lbs (box of 25) SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)
Disposable	11996-000167	SmartCaprioLine Plus - Addit/intermediate patients>44lbs (Cs of 100)  SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)
Electrode		
Electrode	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect
	11996-000090	Electrode EDGE QUIK-COMBO RTS
Electrode	11996-000091	Electrode EDGE QUIK-COMBO Adult
Electrode	11996-000092	Electrode EDGE Fast-Patch Plus
Electrode	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS
Electrode	11100-000002	Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)
Electrode Electrode	11100-000001	Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99
	11101-000016	Electrode replacement infant/child reduced energy
Electrode	11101-000017	Electrode Infant/Child reduced energy starter kit
Electrode	21330-001024	ADAPTER ASSY-ELECTRODE, HARD PADDLE, PAD PRINTED
Accessory	11140-000078	Temperature Adapter Cable- 5ft

Product Category	Catalog Number	Catalog/Product Description	
Accessory	11140-000079	Temperature Adapter Cable- 10ft	
Disposable	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	
Disposable	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	
Accessory	44500-000001	12-Leads Made Easy Web-based training program	
Accessory	44500-000003	Capno Made Easy Web Based Training	
Disposable	11250-000012	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)	
Accessory	21330-001365	Test load (for use with QUIK COMBO therapy cable)	
Accessory	11113-000002	QUIK-COMBO Test Plug for testing QC Cable	
Accessory	11996-000311	QUIK-COMBO 12-lead Patient Simulator	
Accessory	11996-000310	QUIK-COMBO 3-lead Patient Simulator	
Accessory	11110-000085	Defibrillation/ECG training electrode cable extension wire	
Disposable	11103-000001	QUIK-COMBO training electrodes (2/PR)	
Disposable	11101-000007	Defibrillation/ECG training electrodes	
Accessory	26500-002481	Operating Instructions: LIFEPAK 12	
Accessory	21300-007585	Service Manual on CD-ROM: LIFEPAK 12 and BSS2	
Accessory	26500-000213	LIFEPAK 12 In-service Video	
Accessory	26500-000234	LIFEPAK 12 & BSS2 Service Manual (paper version)	
Accessory	26500-000942	LIFEPAK 12 Operating Instructions	
Accessory	21330-001357	LIFEPAK 15 In-service Video - DVD format	
Accessory	26500-002408	LIFEPAK 15 Operating Instructions	
Accessory	26500-002040	Quik reference Instruction Card for AED and CPR instruction	
Accessory	11996-000369	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	
No catalog discounts a	No catalog discounts are offered at this time.		

### Section 5

**NASPO ValuePoint** 

#### **Usage Fee and Reporting Plan**

Physio-Control has a dedicated Team that provides support with sales, usage reports and payment of administration fees arising from this agreement. Physio-Control strives to meet the terms and deadlines pursuant to the terms in the Master Agreement and each of the Participating Addendum.

The Authorized Distributors set forth in Attachment E are required to provide sales reports to Physio-Control electronically and on a monthly basis. Any information needed is upon request.

The Master Agreement with NASPO ValuePoint will be managed and handled by:

Name: Andy Vanderklok

Title: Associate Strategic Pricing Manager

Phone Number: (425) 867-4847

Email: andy.vanderklok@physio-control.com

#### **Promotion of the NASPO ValuePoint Master Agreement**

Physio-Control's Sales Representatives are trained to understand the scope of work of the NASPO Master Agreement to achieve and maximize the benefits of being part of it. Our Team focuses in preparing, negotiating, or addressing any questions of the Participating Addendum with our Customers in order to provide a comprehensive scope of the products offered in this Agreement.

### Section 6

Company Information	
Company Name	Physio-Control, Inc.
Address	11811 Willows Rd NE
City, State, Zip Code	Redmond, WA 98052
Company Phone	800-442-1142
Company Fax	425-867-4970
Description of Products Sold	Medical Equipment and Supplies
Does your company utilize fulfillment pa	artners/channel partners (dealers, distributors, resellers, etc.)? Yes☑ Nd☐
Customer Service Phone Number	800-442-1142
Federal Tax ID Number	910697691
Ariba Network ID (if applicable)	
Dun & Bradstreet Number	9251992
Website URL (if applicable)	www.physio-control.com
Business Contact – Person who und	erstands NC relationships and who can serve as a project manager
First and Last Name	Aric Vacchiano
Job Title	Sales Director, Workplace & Community - Americas
Phone Number	(+1-800) 442-1142 x74482
Fax Number	425-867-4970
E-Mail Address	aric.vacchiano@physio-control.com
Address (if different from above)	
Technical Contact – (If different from product catalog for your contract line	above) – Person within your organization who can assist with the creation of an electronic e items
First and Last Name	
Job Title	
Phone Number	
Fax Number	
E-Mail Address	
Address (if different from above)	
	different from above) – Person within your organization who best understands the company nunicate these initiatives to the organization
First and Last Name	
Job Title	
Phone Number	
Fax Number	
E-Mail Address	

#### **SERVICE DISTRIBUTION**

#### **AUTHORIZED DISTRIBUTORS**

Names, addresses and telephone numbers of representatives who will render services under this contract. (Use additional sheets if necessary)

F			
Name	Allied 100, LLC	Phone	715-358-2329
Address	1800 US Hwy 51 N	Fax	888-364-2377
City, State, Zip	Woodruff, WI 54568	Email	orders@aeds.com
Name	Enerspect Medical Solutions LLC	Phone	702-586-4911
Address	1175 American Pacific Pkwy., Suite C	Fax	702-586-4910
City, State, Zip	Henderson, NV 89074	Email	angela.shelton@enerspect.com
Name	AED Brands, LLC	Phone	1-800-580-1375
Address	95 Chastain Rd. NW, Suite 302	Fax	770-429-3882
City, State, Zip	Kennesaw, GA 30144	Email	rsteketee@aedbrands.com
Name	DXE Medical, Inc	Phone	855-233-0266
Address	1001 Flagpole Court	Fax	844-318-0590
City, State, Zip	Brentwood TN 370237	Email	John.Bryson@dxemed.com
City, State, Zip	Brentwood TN 370237	Email	John.Bryson@dxemed.com
City, State, Zip	Brentwood TN 370237  School Health Corporation	Email Phone	John.Bryson@dxemed.com  866-323-5465
Name	School Health Corporation	Phone	866-323-5465
Name Address	School Health Corporation  865 Muirfield Drive	Phone Fax	866-323-5465 800-235-1305
Name Address	School Health Corporation  865 Muirfield Drive	Phone Fax	866-323-5465 800-235-1305
Name Address City, State, Zip	School Health Corporation  865 Muirfield Drive  Hanover Park, IL 60133	Phone Fax Email	866-323-5465 800-235-1305 bids@schoolhealth.com
Name Address City, State, Zip Name	School Health Corporation  865 Muirfield Drive  Hanover Park, IL 60133  AED Everywhere Inc.	Phone Fax Email Phone	866-323-5465 800-235-1305 bids@schoolhealth.com
Name Address City, State, Zip Name Address	School Health Corporation  865 Muirfield Drive  Hanover Park, IL 60133  AED Everywhere Inc.  3241 Nite Court	Phone Fax Email Phone Fax	866-323-5465 800-235-1305 bids@schoolhealth.com  877-751-5300 877-751-5300
Name Address City, State, Zip Name Address	School Health Corporation  865 Muirfield Drive  Hanover Park, IL 60133  AED Everywhere Inc.  3241 Nite Court	Phone Fax Email Phone Fax	866-323-5465 800-235-1305 bids@schoolhealth.com  877-751-5300 877-751-5300
Name Address City, State, Zip Name Address City, State, Zip	School Health Corporation  865 Muirfield Drive  Hanover Park, IL 60133  AED Everywhere Inc.  3241 Nite Court  Fort Collins, CO 80525	Phone Fax Email Phone Fax Email	866-323-5465 800-235-1305 bids@schoolhealth.com  877-751-5300 877-751-5300 dave@aedeverywhere.com
Name Address City, State, Zip Name Address City, State, Zip	School Health Corporation  865 Muirfield Drive  Hanover Park, IL 60133  AED Everywhere Inc.  3241 Nite Court  Fort Collins, CO 80525  One Beat CPR Learning Center, Inc.	Phone Fax Phone Fax Email	866-323-5465 800-235-1305 bids@schoolhealth.com  877-751-5300 877-751-5300 dave@aedeverywhere.com

#### **DISTRIBUTION CENTERS**

Number of distribution points from which contract will be serviced: 10. Use additional sheets if necessary)

ן Distribution	Distribution points location (City & State):		
1	Orders placed directly to Physio: Redmond, WA and Newtown, PA		
2	Orders placed directly to Allied 100, LLC: Woodruff, WI		
3	Orders placed directly to Enerspect Medical Solutions LLC: Henderson, NV		
4	Orders placed directly to AED Brands, LLC: Kennesaw, GA		
5	Orders placed directly to DXE Medical, Inc: Nashville, TN		
6	Orders placed directly to School Health Corporation: Hanover Park, IL		
7	Orders placed directly to AED Everywhere Inc.: Fort Collins, CO and Salt Lake City, UT		
8	Orders placed directly to One Beat CPR Learning Center, Inc.: Davie, FL		

List the authorized dealers that will service this contract (Use additional sheets if necessary):

Name	Allied 100, LLC	FID#	27-0005083
Address	1800 US Hwy 51 N	Phone	715-358-2329
City, State, Zip	Woodruff, WI 54568	Fax	888-364-2377
Contact	Cindy Dunbar Email orders@aeds.com		orders@aeds.com
Coverage Area:	Territory: All States, excluding Fire and EMS Customers Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Name	Enerspect Medical Solutions LLC	FID#	20-8166387
Address	1175 American Pacific Pkwy., Suite C	Phone	702-586-4911
City, State, Zip	Henderson, NV 89074	Fax	702-586-4910
Contact	Angela Shelton Email ange		angela.shelton@enerspect.com
Coverage Area:	Territory: All States, excluding Fire and EMS Customers Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Name	AED Brands, LLC	FID#	83-0405615
Address	95 Chastain Rd. NW, Suite 302	Phone	1-800-580-1375
City, State, Zip	Kennesaw, GA 30144	Fax	770-429-3882
Contact	Rochelle Steketee Email		rsteketee@aedbrands.com
Coverage Area:	Territory: All States, excluding Fire and EMS Customers Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Name	DXE Medical, Inc	FID#	80-0874694
Address	1001 Flagpole Court	Phone	855-233-0266
City, State, Zip	Brentwood TN 370237	Fax	844-318-0590
Contact	John Bryson	Email	John.Bryson@dxemed.com
Coverage Area:	Territory: All States, excluding Fire and EMS Customers Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Name	School Health Corporation	FID#	36-2425385
Address	865 Muirfield Drive	Phone	866-323-5465
City, State, Zip	Hanover Park, IL 60133	Fax	800-235-1305

Contact	Andrew Wiezen	Email	bids@schoolhealth.com
Cavaraga Araai	Territory: All States, excluding Fire and EMS Customers		
Coverage Area:	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Name	AED Everywhere Inc.	FID#	03-502057
Address	3241 Nite Court	Phone	877-751-5300
City, State, Zip	Fort Collins, CO 80525	Fax	877-751-5300
Contact	David Robertson Email dave@aedevery		dave@aedeverywhere.com
ICAVARAGA ARAS:	Territory: Utah, excluding Fire and EMS Customers Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Name	One Beat CPR Learning Center, Inc.	FID#	75-3012234
Address	4350 Oakes Rd, Suite 500	Phone	954-321-5305
City, State, Zip	Davie, FL 33314	Fax	954-321-5307
Contact	Lon Rosen	Email	lon@onebeatcpr.com
Coverage Area:	Territory: All States, excluding Fire and EMS Customers		
Coverage Area.	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories		

Product information telephone number: Customer Support is available at 800 442 1142

## Section 7

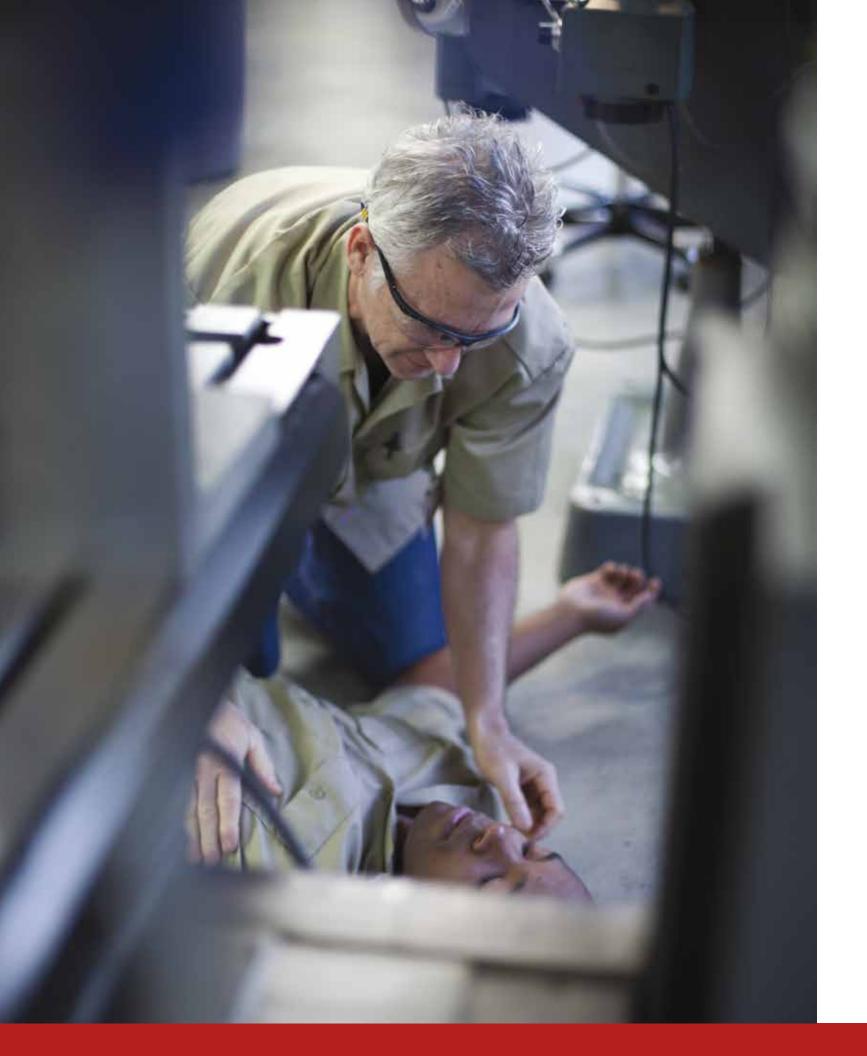


# LIFEPAK® and HeartSine® AEDs



# Which AED is right for you?

Physio-Control has a solution for every need.



# Choose the AED solution you can rely on.

### Be ready for Sudden Cardiac Arrest.

Sudden cardiac arrest (SCA) can strike anyone, anywhere. It's a leading cause of death among adults over the age of 40 in the United States and other countries. Effective treatment is available, it just needs to be delivered fast—often before emergency responders can arrive. Automated external defibrillators (AEDs) work. SCA survival rates are more than four times higher when bystanders use CPR and an AED shock over CPR alone. So when an SCA emergency happens, you want to be ready.

For more than 60 years, Physio-Control has manufactured the lifesaving equipment of choice for more emergency responders and hospital teams than anyone else. We've now merged with HeartSine, a global leader in public access defibrillator (PAD) technology, to offer the broadest range of automated external defibrillators (AEDs) with clinically proven technology.

### Clinical focus. Proven technology.

Physio-Control and HeartSine have a combined history of pioneering technologies and clinical effectiveness. Data shows that escalating energy is one of the keys to successful defibrillation outcomes.<sup>3</sup> That's why all of our AEDs allow subsequent shocks to be delivered at higher energy if the prior shocks were unsuccessful.

It's one example of our strong clinical focus, which also drives our commitment to continually improve our products. We conduct extensive usability testing with customers, review data from thousands of cases, and use that evidence to drive product updates and new releases. You should expect nothing less than a durable, effective AED system that's simple to use and maintain, and backed by support you can trust. You know to expect that quality and reliability from Physio-Control, and we deliver.

### Solutions that work.

With a Heart Safe Solutionsm program, you get a comprehensive AED implementation and management program custom-designed for the way your company works. We provide the guidance you need at every step, from implementation, training and regulations, to maintenance, support and review. You get peace of mind knowing that your workplace is ready.



Kelly Kettler, RN-BSN, Claims Manager, Cabela's Heart Safe Solution customer since 2010.



# Industry-leading technology. Real-world solutions.

Whether you have a school, retail storefront, large corporation or industrial facility, we have an AED solution that can be tailored to your specific needs. Our knowledgeable consultants are ready to work with you to create and support an AED program from the broadest range of products on the market, so you can get exactly what you need for the health and safety of your students, staff and the public.

#### HeartSine AEDs

Designed specifically for the lay responder, HeartSine samaritan AEDs offer industry-leading value and environmental protection, all in an easy-to-operate system in the smallest and lightest package available.

#### HeartSine AEDs offer:

- Clinically validated technology. Escalating, low-energy waveform technology automatically adjusts for differences in patient impedance to optimize energy delivery if necessary.
- **Simple to own.** Each HeartSine defibrillator uses the innovative Pad-Pak™, an integrated battery and electrode cartridge which offers one maintenance change every four years.
- Fully integrated CPR solutions. All HeartSine AEDs include advanced CPR coaching that reassures the user and optimizes hands on time. CPR Rate Advisor™ on the SAM 450 provides real-time verbal and visual feedback to increase effectiveness, without the need for cumbersome AED CPR accessories that can delay defibrillation.



#### samaritan® PAD 350P

The HeartSine samaritan PAD 350P is a simple-to-own semi-automatic defibrillator, designed to be durable, affordable and highly user-friendly.



#### samaritan® PAD 450P

More than just an AED, the HeartSine samaritan PAD 450P adds integrated CPR Rate Advisor that uses only the defibrillator electrodes to monitor and uniquely provide visual and verbal feedback on the rate of applied CPR. This exclusive technology effectively assists the rescuer to perform CPR—a key link in the chain of survival.

#### LIFEPAK AEDs

LIFEPAK AEDs combine full-energy dosing ranges and exceptional ease of use to set the standard in emergency care for professionals and public access customers.

#### LIFEPAK defibrillators offer:

- Powerful escalating energy. Every LIFEPAK defibrillator is capable of delivering up to 360 joules of energy for difficult-to-defibrillate patients—the most powerful AEDs in the industry. LIFEPAK device shock performance has been studied in nearly twice as many cardiac arrest victims than all other manufacturers combined.\*
- Trusted technology. Biphasic high-energy waveform technology in LIFEPAK devices is used by more emergency medical professionals than any other brand and is the most clinically studied and proven AED technology available.\*
- Connectivity and continuity. With electrodes that transfer to defibrillator/monitors used by most professional emergency responders, as well as connectivity to CODE-STAT™ data review software for post-event reviews, LIFEPAK AEDs offer strong continuity of care.



## LIFEPAK CR® Plus defibrillator

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED combines easy two-step operation with just the right level of guidance. The ClearVoice™ audio prompt technology enhances sound quality for better clarity in loud and chaotic environments.



# LIFEPAK® 1000 defibrillator

The rugged LIFEPAK 1000 defibrillator is an easy-to-use AED designed for responders with more advanced training. A large, intuitive screen displays graphics and ECG readings that are clear and easy to read. The 1000 also features cprMAX<sup>TM</sup> technology which minimizes CPR interruptions by allowing compressions to continue during AED charging.

# An AED for every need.

Every LIFEPAK and HeartSine AED is backed by the service and support of Physio-Control, the industry leader.









samaritan® PAD 350P

samaritan® PAD 450P





LIFEPAK CR® Plus defibrillator

LIFEPAK® 1000 defibrillator

Therapy features		
Defibrillation	Biphasic waveform with impedance compensating escalating energy 150/150/200J	Biphasic waveform with impedance compensating escalating energy 150/150/200J
Shock	Semi-automatic	Semi-automatic

Device features			
CPR prompting	CPR coaching with metronome	CPR coaching with metronome plus real-time verbal and visual CPR-rate feedback	
Readiness display	Flashing status indicator and audible alerts  Flashing status indicator and audible alerts		
Electrode options	Pad-Pak, Pediatric-Pak™ (four-year shelf life) and TSO-Certified Pad-Pak integrated battery and electrodes  Pad-Pak, Pediatric-Pak (four-year and TSO-Certified Pad-Pak integrated battery and electrodes		
Post-event review	Saver EVO™ Windows®-based data review software	Saver EVO Windows-based data review software	
Power	Pad-Pak—integrated electrode and battery cartridge, >60 shocks at 200J or 6 hours of continuous monitoring	Pad-Pak—electrode and battery cartridge, >60 shocks at 200J or 6 hours of continuous monitoring	
Included accessories	Pad-Pak, carrying case	Pad-Pak, carrying case	

Biphasic waveform with impedance compensation and highest-available escalating energy 200/300/360J	Biphasic waveform with impedance compensation and highest-available escalating energy 200/300/360J
Semi- and Fully automatic	Semi-automatic, with manual override capability option

Prompts to start CPR	Prompts to start CPR, CPR countdown timer, cprMAX technology		
Information display with text and status icon alerts	Information display with text and status icon alerts		
Preconnected QUIK-PAK <sup>™</sup> electrodes compatible with LIFEPAK EMS devices	EDGE System™ electrodes with REDI-PAK® preconnect system, Infant/Child Reduced Energy Defibrillation electrodes		
CODE-STAT <sup>™</sup> data review software with emergency responder compatibility or DT EXPRESS <sup>™</sup> data transfer software for importing and exporting data	CODE-STAT data review software with emergency responder compatibility or DT EXPRESS data transfer software for importing and exporting data		
SafeGuard™ power system—internal battery with replaceable battery charger, 210 minutes or 30 shocks	Non-Rechargeable Battery—17 hours monitoring or 440 shocks (rechargeable battery option available)		
Carrying case, two sets of electrodes, CHARGE-PAK™ battery charger, Ambu® Res-Cue Mask® Kit	Carrying case, shoulder strap, two sets of electrodes, one battery		

# You can trust the industry leader.

When SCA strikes, you want to provide the best chance of survival for your employees, customers, students and visitors. That's why Physio-Control provides the widest range of AEDs, all with clinically proven effectiveness and escalating energy, so you can choose the right fit for your needs and environment.

#### REFERENCES

- 1. http://www.sca-aware.org/about-sca
- 2. Weisfeldt M, Sitlani C, Ornato J, et al. Survival after application of automatic external defibrillators before arrival of the emergency medical system: evaluation in the resuscitation outcomes consortium population of 21 million. *J Am Coll Cardiol*. 2010;55(16):1713–1720.
- 3. Stiell I, Walker R, Nesbitt L, Chapman F, et al. The BIPHASIC Trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest. Circulation. 2007;115:1511-1517.

AED users should be trained in CPR and in the use of the AED. AEDs are intended for adults and children of all ages. AEDs may be used on children less than 25 kg (55 lbs) with pediatric defibrillation electrodes (available separately).

Although not everyone can be saved, studies show that early defibrillation can dramatically improve survival rates.

All information including comparative statements is valid as of March 2016.

For further information, please contact Physio-Control at 800.442.1142 or visit our website at www.physio-control.com.



Physio-Control Headquarters 11811 Willows Road NE Redmond, WA 98052 www.physio-control.com

Customer Support P. O. Box 97006 Redmond, WA 98073 Toll Free 800 442 1142 Fax 800 426 8049



LIFEPAK devices: Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA
HeartSine devices: HeartSine Technologies, Ltd. 203 Airport Road West, Belfast, Northern Ireland, BT3 9ED

<sup>\*</sup> Based on published clinical data of cardiac arrest patients treated with biphasic shocks as of December 2013.



# LIFEPAK 15 MONITOR/DEFIBRILLATOR

For Emergency Medical Services





# The LIFEPAK 15 monitor/defibrillator delivers.

Physio-Control defibrillators have set the standard for six decades, and the latest version of the LIFEPAK® 15 monitor/defibrillator raises the bar. As our most advanced emergency response monitor/defibrillator, the LIFEPAK 15 device balances sophisticated clinical technologies and supreme ease of use in a device that's tough enough to stand up to your most challenging environments. Evolving from its original platform, the 15 features temperature monitoring and external power to complement 360J of energy and 12-lead ECG transmission capability. And that means your team can be even more effective.

A LIFEPAK device never stands on its own—and the LIFEPAK 15 monitor is no different. Physio-Control is committed to providing innovative solutions for emergency response care, from first responders to throughout the hospital.

Our products have helped save tens of thousands of lives. We're proud to continue this work with the features in the LIFEPAK 15 monitor/defibrillator.

# The standard in clinical innovation.

The pioneer in portable defibrillation and monitoring technology, Physio-Control is committed to creating technologies and devices that change the way you provide emergency care. You can see the results in the latest version of the LIFEPAK 15 monitor/defibrillator, which sets the standard in innovation—yet again.







#### **Advanced monitoring parameters**

With more monitoring capabilities than any other monitor/defibrillator, the 15 gives you EtCO<sub>2</sub> with continuous waveform capture. Masimo® Rainbow® technology helps you detect hard-to-diagnose



conditions and improve patient care with noninvasive monitoring of carbon monoxide, SpO₂ and methemoglobin. In addition, the 15 offers temperature monitoring—and like other data, you can transmit it to other systems, trend it, or display for post-event review in CODE-STAT™ data review software.

#### Advanced support for treating cardiac patients

The 15 continuously monitors all 12 leads in the background and alerts you to changes using the ST-Segment trend monitoring feature, after acquiring the initial 12-lead. Additionally, STJ values are included on the 12-lead printout to help you identify changes. The 15 also works seamlessly with the web-based LIFENET System 5.0, so you can automatically share critical patient data with multiple patient care teams.

#### Full energy up to 360 joules, for every patient who needs it

The LIFEPAK 15 monitor/defibrillator features 360J biphasic technology, which gives you the option of escalating your energy dose up to 360J for difficult-to-defibrillate patients. Why is this necessary? Recent studies have shown that refibrillation is common among VF cardiac arrest patients and that defibrillation of recurring episodes of VF is increasingly difficult. A randomized controlled clinical trial shows the rate of VF termination was higher with an escalating higher energy regimen of 200J and over.

#### Proven CPR guidance and post event review

The CPR Metronome in the LIFEPAK 15 monitor uses audible prompts to guide you without distracting vocal critique. A metronome has been a feature that has been demonstrated to help professionals perform compressions and ventilations within the recommended range of the 2010 AHA Guidelines. Post-event review of CPR data and delivering feedback to the team has been shown to be effective in improving CPR quality in both hospital and out-of-hospital. And by transmitting code data directly to CODE-STAT Data Review software, EMS personnel can review CPR statistics and provide training and feedback where it is most needed.

Post-event review of CPR data and delivering feedback to the team has been shown to be effective in improving CPR quality in both hospital and out-of-hospital.<sup>2,3,4</sup>









# The standard in operational effectiveness.

Flexible, connected and easy to use, the LIFEPAK 15 monitor/defibrillator was designed based on the feedback and needs specific to working in the field.

#### Dual-mode LCD screen with SunVue<sup>™</sup> display

Switch from full-color to high-contrast SunVue mode with a single touch for the best full-glare view in the industry. A large screen (8.4 inches diagonally) and full-color display provide maximum viewability from all angles.

#### Flexible power options

Choose between external worldwide AC or DC power, or use the latest Lithium-ion dual battery technology for up to six hours of power. The LIFEPAK 15 monitor's two-battery system requires no maintenance or conditioning, and allows you to charge batteries in the device. In addition, you can track the status and service life of your batteries using LIFENET® Asset, part of the LIFENET System data network.

#### **Data connectivity**

The 15 collects code summaries and equipment status data along with critical clinical information as you treat patients. Using LIFENET Connect, part of the LIFENET System data network, the code summaries can be sent directly to your quality improvement team for review with CODE-STAT Data Review Software. Your equipment manager can also view equipment status on the LIFENET System 5.0 using LIFENET Asset and alert you to any potential issues.

#### Upgradable platform

The 15 platform is flexible enough to adapt to evolving protocols and new guidelines, and can be upgraded as you're ready to deliver new capabilities. With more processing power and speed, the 15 is designed to grow as your needs change, helping you avoid costly premature replacements.

#### Attention to detail

The LIFEPAK 15 monitor is designed based on field feedback to make it a more effective tool. The 15 has a larger handle for easier handoffs, an easy to clean keypad, and a common interface to the LIFEPAK 12 defibrillator/monitor that helps reduce training.

Code summaries can be sent directly to your quality improvement team for review with CODE-STAT Data Review Software.

# The standard in toughness.

We believe LIFEPAK equipment should live up to the highest expectations of those working in the harshest settings. The 15 is LIFEPAK TOUGH, with improved ruggedness and durability you can rely on.

#### Works when dropped, kicked, soaked or dirty

The LIFEPAK 15 monitor/defibrillator passes 30-inch drop tests, which is equal to falling off a cot or dropping it in transit. And with an IP44 rating, it doesn't matter how wet or dirty it gets, so you can keep working in steady wind, rain and other harsh environments.

#### Toughened inside and out

We heard from emergency response teams that they wanted a tougher device—so we added a shock-absorbing handle, a double-layer screen that can take a beating from doorknobs and cot handles, and redesigned cable connections for confident monitoring and therapy delivery.

#### **Unmatched field service**

The unit's self-checking feature alerts our service team if the device needs attention. Our on site maintenance and repair, access to original manufacturer parts, and highly trained, experienced service representatives give you the peace of mind that your LIFEPAK 15 monitor will be ready when you need it.\*







LIFEPAK TOUGH™



Dual-mode LCD screen with SunVue display

<sup>\*</sup> A variety of customized service options are available.

### LIFEPAK 15 MONITOR/DEFIBRILLATOR

The latest Lithium-ion battery technology and dual battery system allows for nearly six hour run time, automatic switching between external power and batteries, and an approximate two-year replacement cycle.

Easy one-touch Bluetooth® data transmission.

12-lead ECG transmissions via the LIFENET System and ST segment trend monitoring make the LIFEPAK 15 device a vital part of decreasing EMS-to-Balloon (E2B) response times.

1ED

捆

60

Integrated Carbon Monoxide and Methemoglobin monitoring.

Sp02

TEMP

LIFEPAK 15 MONITOR/DEFIBRILLATOR

80

120 8:57 93

14:33:46

DANGER Explored hiszard. Do not use in the presence of flaminuthin galass, WARNING Hazard but electrical output. For user only by qualified personnel.

On-screen temperature display in either Celsius or Fahrenheit.

PHYSIO CONTROL

12-LEAD

CODE SUMMARY PRINT

(6)

Large screen for better visibility and easy monitoring and one touch to switch from LCD color view to SunVue mode for best viewing in sunlight.

Ergonomically designed handle has built-in shock absorbers for cushion and fits two gloved hands for easy pass off.

V SELECT A

CHARGE

PACER

▼ RATE ▲
▼CURRENT▲

PAUSE

FED DIAL

ANALYZE

LEAD SIZE

ALARMS

OPTIONS

EVENT

CPR Metronome, a proven technology that actively guides users to a consistent compression rate without the need for extra external hardware.

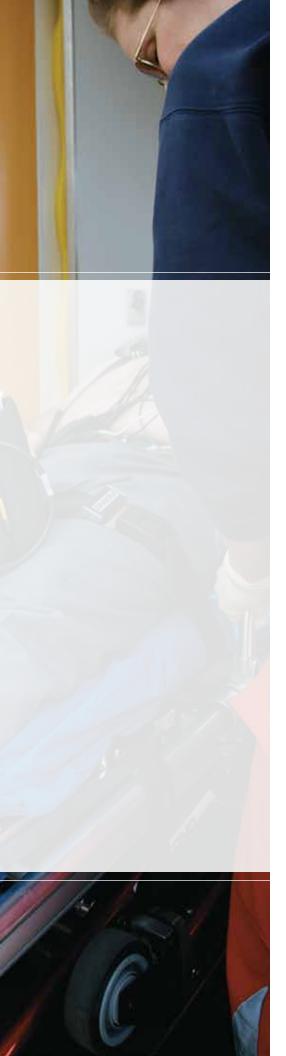
Integrated Oridion  ${\rm EtCO}_2$  provides waveform ranges as low as 0–20 mmHg to help identify ROSC or gauge CPR quality, consistent with the AHA guidelines.

The LIFEPAK 15 monitor/defibrillator at a glance.

Redesigned cable connector gives you the confidence for secure therapy delivery.



For six decades, Physio-Control has been developing technologies and designing devices that are legendary among first response professionals, clinical care providers, and the community.



### A legacy of trust.

Since we were founded in 1955, Physio-Control has been giving medical professionals around the world legendary quality and constant innovation. Our LIFEPAK devices have been carried to the top of Mount Everest. They've been launched into orbit on the International Space Station. And you'll find more than half a million units in use today on fire rescue rigs, ambulances, and hospital crash carts worldwide.

We are inspired and informed by the rescuers who choose our products to save lives. The knowledge gained from working with some of the world's largest EMS organizations helps us constantly improve clinical standards and durability.

Today, we continue our legacy of innovation with leading technologies that improve patient care. Our 360J biphasic technology gives patients the best chance at survival. Our secure, web-based flow of ECG data helps improve STEMI patient outcomes. And our carbon monoxide monitoring helps catch the number one cause of poisoning deaths.

From the streets to the emergency room to the administrative office, we offer a powerful suite of solutions that range from code response to quality control analysis. And even as we bring ground-breaking products to the market, some things don't change. As always, when you choose our products, you don't just get a device. You also get the most comprehensive warranty in the business, industry-leading technical service, and a partner with six decades of experience in emergency care.

For more information about the LIFEPAK 15 monitor/ defibrillator—and how it can help you do what you do best—please contact your local Physio-Control representative or visit **www.physio-control.com**.

# Physio-Control Family of Products and Services

#### **Defibrillators/Monitors**



#### LIFEPAK CR® Plus Automated External Defibrillator (AED)

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest (SCA).



#### LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the 1000 to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.



#### LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the standard in emergency care for ALS teams who want the most clinically innovative, operationally effective and LIFEPAK TOUGH™ device available today. The 15 offers sophisticated clinical technologies with a rich array of features—like the most powerful escalating energy available (up to 360J), advanced monitoring parameters and a completely upgradable platform.



#### LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module™

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care. The CodeManagement Module adds waveform capnography and wireless connectivity to enhance your hospital's ability to effectively manage resuscitations from preparedness through review.

#### **CPR Assistance**



#### **LUCAS® 2 Chest Compression System**

Designed to provide effective, consistent and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.



#### TrueCPR™ Coaching Device

TrueCPR helps your team optimize their manual CPR performance using simple real-time and postevent feedback on the most critical resuscitation parameters. It accurately measures compression depth through proprietary Triaxial Field Induction technology.

#### **Data Solutions**



#### LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care, flow and operational efficiency.

#### CODE-STAT™ Data Review Software

CODE-STAT data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

#### **HealthEMS®**

HealthEMS is a remote-hosted field data collection, management and reporting software solution which is proven to help Fire and EMS providers improve patient care and financial performance. HealthEMS creates a two-way information flow which dramatically improves the accuracy and timeliness of information needed to support billing and clinical decision-making.

#### **PulsePoint**

PulsePoint Respond alerts CPR-trained bystanders about nearby sudden cardiac arrests in a public area. The app guides the responder to the public location of the incident using a map while also identifying nearby AEDs. Because the PulsePoint solution is integrated into the local dispatch center, alerts are only sent after 911 has been notified.

PulsePoint AED is an app designed to build a comprehensive registry of AEDs available for use during cardiac emergencies. AED submissions are verified by the local agency and then become available within the Respond app.

#### **Support**



#### Physio-Control Service

With a service plan from Physio-Control, you are free to focus on your mission while relying on us to help to ensure the integrity of your lifesaving tools. From emergency repairs to software updates to preventive maintenance, we respond to every service call with speed and expertise so you have the peace of mind to do your job with confidence.







#### GENERAL

The LIFEPAK 15 monitor/defibrillator has six main operating modes:

**AED Mode:** for automated ECG analysis and a prompted treatment protocol for patients in cardiac arrest.

Manual Mode: for performing manual defibrillation, synchronized cardioversion, noninvasive pacing, and ECG and vital sign monitoring.

Archive Mode: for accessing stored patient information.

**Setup Mode:** for changing default settings of the operating functions.

**Service Mode:** for authorized personnel to perform diagnostic tests and calibrations.

**Demo Mode:** for simulated waveforms and trend graphs for demonstration purposes.

#### PHYSICAL CHARACTERISTICS

#### Weight:

Basic monitor/defibrillator with new roll paper and two batteries installed: 7.9 kg (17.5 lb)

Fully featured monitor/defibrillator with new roll paper and two batteries installed: 8.4 kg (18.5 lb)

Lithium-ion battery: ≤0.6kg (1.3lb)

Accessory Bags and Shoulder Strap: 1.77 kg (3.9 lb)

Standard (hard) Paddles: 0.95 kg (2.1 lb)

**Height:** 31.7 cm (12.5 in) **Width:** 40.1 cm (15.8 in) **Depth:** 23.1 cm (9.1 in)

#### DISPLAY

**Size (active viewing area):** 212 mm (8.4 in) diagonal; 171 mm (6.7 in) wide x 128 mm (5.0 in) high

Resolution: display type 640 dot x 480 dot color backlit LCD

User Selectable Display Mode: full color or SunVue™ display high contrast

**Display:** a minimum of 5 seconds of ECG and alphanumerics for values, device instructions, or prompts

Display: up to three waveforms

**Waveform Display Sweep Speed:** 25 mm/sec for ECG, Sp0<sub>a</sub>, IP, and 12.5 mm/sec for CO<sub>a</sub>

#### DATA MANAGEMENT

The device captures and stores patient data, events (including waveforms and annotations), and continuous waveform and patient impedance records in internal memory.

The user can select and print reports, and transfer the stored information via supported communication methods.

#### Report Types:

- Three format types of CODE SUMMARY<sup>TM</sup> critical event record: short, medium, and long
- 12-lead ECG with STEMI statements
- Continuous Waveform (transfer only)
- Trend Summary
- Vital Sign Summary
- Snapshot

**Memory Capacity:** Total capacity is 360 minutes of continuous ECG, 90 minutes of continuous data from all channels, or 400 single waveform events.

Maximum memory capacity for a single patient includes up to 200 single waveform reports and 90 minutes of continuous ECG.

#### COMMUNICATIONS

The device is capable of transferring data records by wired or wireless connection. This device complies with Part 15 of the FCC rules, and its operation is subject to the following two conditions: (1) this device may not cause harmful interference, and (2) this device must accept any interference received, including interference that may cause undesired operation.

Serial Port RS232 communication + 12V available

Limited to devices drawing maximum 0.5 A current

Bluetooth® technology provides short-range wireless communication with other Bluetooth-enabled devices

#### MONITOR

#### ECG

#### ECG is monitored via several cable arrangements:

A 3-wire cable is used for 3-lead ECG monitoring.

A 5-wire cable is used for 7-lead ECG monitoring.

A 10-wire cable is used for 12-lead ECG acquisition. When the chest electrodes are removed, the 10-wire cable functions as a 4-wire cable

Standard paddles or QUIK-COMBO pacing/defibrillation/ECG electrodes are used for paddles lead monitoring.

#### Frequency Response:

Monitor: 0.5 to 40 Hz or 1 to 30 Hz

Paddles: 2.5 to 30 Hz

12-lead ECG diagnostic: 0.05 to 150 Hz

#### **Lead Selection:**

Leads I, II, III, (3-wire ECG cable)

Leads I, II, III, AVR, AVL, and AVF acquired simultaneously (4-wire ECG cable)

Leads I, II, III, AVR, AVL, AVF, and C lead acquired simultaneously (5-wire ECG cable)

Leads I, II, III, AVR, AVL, AVF, V1,V2,V3,V4,V5, and V6 acquired simultaneously (10-wire ECG cable)

**ECG size:** 4, 3, 2.5, 2, 1.5, 1, 0.5, 0.25 cm/mV (fixed at 1 cm/mV for 12-lead)

#### **Heart Rate Display:**

20-300 bpm digital display

Accuracy:  $\pm 4\%$  or  $\pm 3$  bpm, whichever is greater QRS Detection Range Duration: 40 to 120 msec

Amplitude: 0.5 to 5.0 m

Common Mode Rejection (CMRR): ECG Leads: 90 dB at 50/60 Hz

#### Sp0<sub>a</sub>/SpC0/SpMet

#### Sensors:

MASIMO® sensors including RAINBOW® sensors
NELLCOR® sensors when used with the MASIMO RED™

MNC adapter

#### Sp0<sub>2</sub>

**Displayed Saturation Range:** "<50" for levels below 50%: 50 to 100%

Saturation Accuracy: 70-100% (0-69% unspecified)

#### Adults/Pediatrics:

±2 digits (during no motion conditions) ±3 digits (during motion conditions)

Dynamic signal strength bar graph

Pulse tone as Sp0, pulsations are detected

**SpO<sub>2</sub> Update Averaging Rate User selectable:** 4. 8. 12 or 16 seconds

Sp0<sub>2</sub> Sensitivity User selectable: Normal, High

 $\mathbf{Sp0}_{\mathbf{2}}\,\mathbf{Measurement:}\,\mathbf{Functional}\,\mathbf{Sp0}_{\mathbf{2}}\,\mathbf{values}\,\mathbf{are}\,\mathbf{displayed}\,\mathbf{and}\,\mathbf{stored}$ 

Pulse Rate Range: 25 to 240 bpm

#### Pulse Rate Accuracy (Adults/Pediatrics):

±3 digits (during no motion conditions) ±5 digits (during motion conditions)

Optional Sp02 waveform display with autogain control

#### SpC0

SpC0 Concentration Display Range: 0 to 40%

**SpC0 Accuracy:**  $\pm 3$  digits

#### SpMET°

SpMet Saturation Range: 0 to 15.0%
SpMet Display Resolution: 0.1% up to 10%

SpMet Accuracy: ±1 digit

#### NIBP

Blood Pressure Systolic Pressure Range: 30 to 255 mmHg

**Diastolic Pressure Range:** 15 to 220 mmHg **Mean Arterial Pressure Range:** 20 to 235 mmHg

Units: mmHg

Blood Pressure Accuracy: ±5 mmHg

**Blood Pressure Measurement Time:** 20 seconds, typical (excluding cuff inflation time)

Dala Bala Barra 00 to 040

Pulse Rate Range: 30 to 240 pulses per minute Pulse Rate Accuracy:  $\pm 2$  pulses per minute or  $\pm 2\%$ ,

**Operation Features Initial Cuff Pressure:** User selectable, 80 to 180 mmHg

Automatic Measurement Time Interval: User selectable,

from 2 min to 60 min

Automatic Cuff Deflation Excessive Pressure: If cuff

pressure exceeds 290 mmHg

Excessive Time: If measurement time exceeds 120 seconds

#### CO<sub>2</sub>

CO2 Range: 0 to 99 mmHg (0 to 13.2 kPa)

Units: mmHg, %, or kPa
Respiration Rate Accuracy:
0 to 70 bpm: ±1 bpm
71 to 99 bpm: ±2 bpm

Respiration Rate Range: 0 to 99 breaths/minute

Rise Time: 190 msec

Response Time: 3.3 seconds (includes delay time

and rise time)

Initialization Time: 30 seconds (typical), 10-180 seconds Ambient Pressure: automatically compensated internally

Optional Display: CO2 pressure waveform

Scale factors: Autoscale, 0–20 mmHg (0–4 Vol%), 0–50 mmHg (0–7 Vol%), 0–100 mmHg (0–14 Vol%)

#### Invasive Pressure

Transducer Type: Strain-gauge resistive bridge

Transducer Sensitivity: 5µV/V/mmHg Excitation Voltage: 5 Vdc

Connector: Electro Shield: CXS 3102A 14S-6S

Bandwidth: Digital filtered, DC to 30 Hz (< -3db)

Zero Drift: 1 mmHg/hr without transducer drift

Zero Adjustment: ±150 mmHg including transducer offset Numeric Accuracy: ±1 mmHg or 2% of reading, whichever is greater, plus transducer error

Pressure Range: -30 to 300 mmHg, in six user selectable ranges

#### **Invasive Pressure Display**

Display: IP waveform and numerics

Units: mmHa

Labels: P1 or P2, ART, PA, CVP, ICP, LAP (user selectable)

#### Tomporaturo

Range: 24.8° to 45.2°C (76.6° to 113.4°F)

Resolution: 0.1°C

Accuracy: ±0.2°C including sensor

**Reusable Temperature Cable:** 5 foot or 10 foot **Disposable Sensor Types:** Surface–Skin;

Esophageal/Rectal

#### Trend

Time Scale: Auto, 30 minutes, 1, 2, 4, or 8 hours

**Duration:** Up to 8 hours

ST Segment: After initial 12-lead ECG analysis, automatically selects and trends ECG lead with the greatest ST displacement

**Display Choice of:** HR, PR (SpO $_2$ ), PR (NIBP), SpO $_2$  (%), SpCO (%), SpMet (%), CO $_2$  (EtCO $_2$ /FiCO $_2$ ), RR (CO $_2$ ), NIBP, IP1. IP2. ST

#### ALARMS

Quick Set: Activates alarms for all active vital signs

VF/VT Alarm: Activates continuous (CPSS) monitoring

**Apnea Alarm:** Occurs when 30 seconds has elapsed since last detected respiration

**Heart Rate Alarm Limit Range:** Upper, 100–250 bpm; lower, 30–150 bpm

#### INTERPRETIVE ALGORITHM

12-Lead Interpretive Algorithm: University of Glasgow 12-Lead ECG Analysis Program, includes AMI and STEMI statements

#### PRINTER

Prints continuous strip of the displayed patient information and reports

Paper Size: 100 mm (3.9 in)

Print Speed: 25 mm/sec or 12.5 mm/sec

Optional: 50 mm/sec time base for 12-lead ECG reports

Delay: 8 seconds

Autoprint: Waveform events print automatically

Frequency Response:

Diagnostic: 0.05 to 150 Hz or 0.05 to 40 Hz Monitor: 0.67 to 40 Hz or 1 to 30 Hz

#### DEFIBRILLATOR

**Biphasic Waveform:** Biphasic Truncated Exponential **The following specifications apply from 25 to 200** 

ohms, unless otherwise specified:

**Energy Accuracy:**  $\pm 1$  joule or 10% of setting, whichever is greater, into 50 ohms,  $\pm 2$  joules or 15% of setting, whichever is greater, into 25-175 ohms.

**Voltage Compensation:** Active when disposable therapy electrodes are attached. Energy output within ±5% or ±1 joule, whichever is greater, of 50 ohms value, limited to the available energy which results in the delivery of 360 joules into 50 ohms.

Paddle Options: QUIK-COMBO° pacing/defibrillation/ECG electrodes (standard). Cable Length 8 foot long (2.4 m) QUIK-COMBO cable (not including electrode assembly).

Standard paddles (optional)

#### **Manual Mode**

**Energy Select:** 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 100, 125, 150, 175, 200, 225, 250, 275, 300, 325, and 360 joules

**Charge Time:** Charge time to 360 joules in less than 10 seconds, typical

**Synchronous Cardioversion:** Energy transfer begins within 60 msec of the QRS peak

Paddles Leads OFF Sensing: When using QUIK-COMBO electrodes, the device indicates Paddles Leads OFF if the resistive part of the patient impedance is greater than  $300 \pm 15\%$  ohms, or if the magnitude of the patient impedance is greater than  $440 \pm 15\%$  ohms.

#### AED Mode

Shock Advisory System™ (SAS): an ECG analysis system that advises the operator if the algorithm detects a shockable or non-shockable ECG rhythm. SAS acquires ECG via therapy electrodes only.

**Shock Ready Time:** Using a fully charged battery at normal room temperature, the device is ready to shock within 20 seconds if the initial rhythm finding is "SHOCK ADVISED"

**Biphasic Output:** Energy Shock levels ranging from 150–360 joules with same or greater energy level for each successive shock

cprMAX<sup>™</sup> Technology: In AED mode, cprMAX<sup>™</sup> technology provides a method of maximizing the CPR time that a patient receives, with the overall goal of improving the rate of survival of patients treated with AEDs.

#### **Setup Options:**

- Auto Analyze: Allows for auto analysis. Options are OFF, AFTER 1ST SHOCK
- Initial CPR: Allows the user to be prompted for CPR for a period of time prior to other activity. Options are OFF, ANALYZE FIRST, CPR FIRST
- Initial CPR Time: Time interval for Initial CPR. Options are 15, 30, 45, 60, 90, 120, and 180 seconds.
- Pre-Shock CPR: Allows the user to be prompted for CPR while the device is charging. Options are OFF, 15, 30 seconds.
- Pulse Check: Allows the user to be prompted for a pulse check at various times. Options are ALWAYS, AFTER EVERY SECOND NSA. AFTER EVERY NSA. NEVER
- Stacked Shocks: Allows for CPR after 3 consecutive shocks or after a single shock. Options are OFF, ON
- CPR Time: 1 or 2 User selectable times for CPR. Options are 15, 30, 45, 60, 90, 120, 180 seconds and 30 minutes.

#### PACER

Pacing Mode: Demand or non-demand rate and current defaults

Pacing Rate: 40 to 170 PPM

Rate Accuracy: ±1.5% over entire range

**Output Waveform:** Monophasic, truncated exponential current pulse  $(20 \pm 1 \text{ ms})$ 

Output Current: 0 to 200 mA

Pause: Pacing pulse frequency reduced by a factor of

4 when activated

Refractory Period: 180 to 280 msec (function of rate)

#### ENVIRONMENTAL

Unit meets functional requirements during exposure to the following environments unless otherwise stated.

**Operating Temperature:** 0° to 45°C (32° to 113°F); -20°C (-4°F) for 1 hour after storage at room temperature; 60°C (140°F) for 1 hour after storage at room temperature

Storage Temperature: -20° to 65°C (-4° to 149°F) except therapy electrodes and batteries

**Relative Humidity, Operating:** 5 to 95%, non-condensing. NIBP: 15 to 95%, non-condensing

 $\textbf{Relative Humidity, Storage:}\ 10\ to\ 95\%, non-condensing$ 

 $\begin{array}{l} \textbf{Atmospheric Pressure, Operating: -382 to 4,572 m} \\ \textbf{(-1,253 to 15,000 ft)}. \ \textbf{NIBP: -152 to 3,048 m (-500 to 10,000 ft)} \end{array}$ 

Water Resistance, Operating: IP44 (dust and splash resistance) per IEC 529 and EN 1789 (without accessories except for 12-lead ECG cable, hard paddles, and battery pack)

**Vibration:** MIL-STD-810E Method 514.4, Propeller Aircraft - category 4 (figure 514.4-7 spectrum a), Helicopter - category 6 (3.75 Grms), Ground Mobile - category 8 (3.14 Grms), EN 1789: Sinusoidal Sweep, 1 octave/min, 10-150 Hz,  $\pm$ 0.15 mm/2 g

Shock (drop): 5 drops on each side from 18 inches onto a steel surface EN 1789: 30-inch drop onto each of 6 surfaces

**Shock (functional):** Meets IEC 60068-2-27 and MIL-STD-810E shock requirements 3 shocks per face at 40 g, 6 ms half-sine pulses

 $\textbf{Bump:}\ 1000\ \text{bumps}\ \text{at}\ 15\ \text{g}\ \text{with pulse}\ \text{duration}\ \text{of}\ 6\ \text{msec}$ 

Impact, Non-operating: EN 60601-10.5+0.05 joule impact UL 60601-16.78 Nm impact with 2-inch diameter steel ball. Meets IEC62262 protection level IK 04.

EMC: EN 60601-1-2:2006 Medical Equipment - General Requirements for Safety - Collateral Standard: Electromagnetic Compatibility - Requirements and Tests EN 60601-2-4:2003: (Clause 36) Particular Requirements for the Safety of Cardiac Defibrillators and Cardiac Defibrillator-Monitors

**Cleaning:** Cleaning 20 times with the following: Quaternary ammonium, isopropyl alcohol, hydrogen peroxide

Chemical Resistance: 60 hour exposure to specified chemicals: Betadine (10% Povidone-lodine solution), Coffee, Cola, Dextrose (5% Glucose solution), Electrode Gel/Paste (98% water, 2% Carbopol 940), HCL (0.5% solution, pH=1), Isopropyl Alcohol, NaCl solution (0.9% solution), Cosmetic discoloration of the paddle well shorting bar shall be allowed following exposure to HCL (0.5% solution).

#### POWER

Power Adapters: AC or DC

Power Adapters provide operation and battery charging from external AC or DC power

- Full functionality with or without batteries when connected to external AC/DC
- Typical battery charge time while installed in LIFEPAK 15 device is 190 minutes
- Indicators: external power indicator, battery charging indicator

**Dual battery:** Capability with automatic switching

Low battery indication and message: Low battery fuel gauge indication and low battery message in status area for each battery

Replace battery indication and message: Replace battery fuel gauge indication, audio tones and replace battery message in the status area for each battery. When replace battery is indicated, device auto-switches to second battery. When both batteries reach replace battery condition, a voice prompt instructs user to replace battery.

Battery Capacity For two, new fully-charged batteries, 20°C (68°F)

Operating Mode	,	Monitoring (minutes)	Pacing (minutes)	Defibrillation (360J discharges)
Total Capacity to Shutdown	Typical	360	340	420
	Minimum	340	320	400
Capacity After Low Battery	Typical	21	20	30
	Minimum	12	10	6

#### BATTERY

Battery Specifications
Battery Type: Lithium-ion

Weight: ≤0.6kg (1.3lb)

Charge Time (with fully depleted battery): 4 hours and 15 minutes (typical)

Battery indicators: Each battery has a fuel gauge that indicates its approximate charge. A fuel gauge that shows two or fewer LEDs after a charge cycle indicates that the battery should be replaced.

Charging Temperature Range:  $5^{\circ}$  to  $45^{\circ}$ C ( $41^{\circ}$  to  $113^{\circ}$ F) Operating Temperature Range:  $0^{\circ}$  to  $45^{\circ}$ C ( $32^{\circ}$  to  $113^{\circ}$ F)

Short Term (<1 week) Storage Temperature Range:  $-20^{\circ}$  to  $60^{\circ}$ C (-4° to  $140^{\circ}$ F)

Long Term (>1 week) Storage Temperature Range:  $20^{\circ}$  to  $25^{\circ}$ C ( $68^{\circ}$  to  $77^{\circ}$ F)

**Operating and Storage Humidity Range:** 5 to 95% relative humidity, non-condensing

#### **REFERENCES**

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- 2 Edelson D, Litzinger B, Arora V, et al. Improving in-hospital cardiac arrest process and outcomes with performance debriefing. Arch Intern Med. 2008;168:1063-1069.
- 3 Olasveengen T, Wik L, Kramer-Johansen J, et al. Is CPR quality improving? A retrospective study of out-of-hospital cardiac arrest. *Resuscitation*. 2007;75:260-266.
- 4 Fletcher D, Galloway R, Chamberlain D, et al. Basics in advanced life support: A role for download audit and metronome. *Resuscitation*. 2008;78:127-134.

All claims valid as of December 2014.

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com



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Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA



# LIFEPAK 15 MONITOR/DEFIBRILLATOR

Genuine Accessories from Physio-Control



### Genuine Accessories from Physio-Control.

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order contact your Physio-Control representative.

### **Power Options**



#### **REDI-CHARGE Base**

AC power cord and adapter tray not included.

11141-000115

**REDI-CHARGE LIFEPAK 15 Adapter Tray** 11140-000052



11140-000015 (U.S.) 11140-000019 (Europe) 11140-000023 (South Africa) 11140-000046 (Italian) 11140-000017 (Australia) 11140-000021 (U.K.) **11140-000045** (Switzerland)





Mobile Battery Charger

Includes AC and DC power cords, mounting bracket and operating instructions.

11577-000011 (U.S.) 11577-000015 (United Kingdom) **11577-000012** (Europe) 11577-000017 (Australia) 11577-000014 (Switzerland)

Rechargeable Lithium-ion Battery

5.7 ah, 11.1 volt. 21330-001176



### **AC Power Adapter**

Includes Right Angle Cable (AC power cord not included)

11140-000072

### **DC Power Adapter**

Includes DC cable and Right Angle Cable 11140-000074

### **AC Power Cord**

11140-000015 (U.S.) **11140-000019** (Europe)

11140-000023 (South Africa)

11140-000046 (Italian)

11140-000017 (Australia)

11140-000021 (U.K.)

**11140-000045** (Switzerland)

**Power Attachment Kit** 11577-000019



### **Extension Cable**

For AC/DC Power Adapter.

11140-000080



### Replacement Right **Angle Power Cable**

For AC/DC Power Adapter.

11140-000081



Replacement DC Input Cable

For DC Power Adapter. 11140-000084

### **ECG Monitoring Accessories**



12-Lead ECG Cable Trunk Cable with 4-Wire Limb Leads

11111-000018 (5ft, AHA) 11111-000019 (5ft, IEC) 11111-000020 (8ft, AHA) 11111-000021 (8ft, IEC)



12-Lead ECG Cable 6-Wire Precordial Attachment

11111-000022 (AHA) 11111-000023 (IEC)



4-wire Cable Comb 21300-008054 (10/pack)

6-wire Cable Comb 21330-008055 (10/pack)



3-Wire ECG Cable 11110-000029 (AHA) 11110-000030 (IEC)



**5-Wire ECG Cable** 4-wire limb plus 1 chest lead, labeled "V1" on

the monitor reports. 11110-00066 (AHA) 11110-00067 (IEC)



Chart Recorder Paper 100mm x 22m 11240-000016 (2 rolls per box)



LIFE • PATCH® ECG Electrodes

Adult, pregelled (Not available in the European Union) 11100-000001 (3/pack) 11100-000002 (4/pack)

### Cleartrace® ECG Electrodes

Adult, clear tape (Available in the European Union) 1700-003 (3/pack)

### Therapy Delivery Accessories

### Hard Paddles and Electrode Gel



Standard Hard Paddles (1 pair)

11130-000061 (English)
11130-000062 (French)
11130-000063 (German)
11130-000064 (Spanish)
11130-000065 (Italian)
11130-000067 (Danish)
11130-000068 (Portuguese)
11130-000069 (Norwegian)
11130-000070 (Dutch)
11130-000071 (Finnish)
11130-000072 (Polish)
11130-000073 (Japanese)



Pediatric Paddle Adapter 11133-00007 (1 adapter)



SIGNAGEL° Electrode Gel
For use with hard paddles. Recommended for ECG, defibrillation, biofeedback and EMG.
21300-005847 (8.5 oz)



Internal Paddles (Requires Internal Paddle Handles and Internal Paddles Adapter Cable)

1 in. size

**11131-000010** (1 pair, 6.25 in. shaft)

1.5 in. size

**11131-000011** (1 pair, 6 in. shaft) **11131-000021** (1 pair, 9 in. shaft) **11131-000024** (1 pair, 14 in. shaft)

2 in. size

**11131-000012** (1 pair, 5.75 in. shaft) **11131-000022** (1 pair, 8.75 in. shaft)

2.5 in. size

**11131-000013** (1 pair, 5.5 in. shaft) **11131-000019** (1 pair, 8.5 in. shaft)

3.5 in. size

**11131-000014** (1 pair, 5 in. shaft) **11131-000023** (1 pair, 8 in. shaft)



Internal Paddle Handles with Discharge Control (For use with the Internal Paddles Adapter Cable)

11131-000001 (1 pair)



Internal Paddles Adapter Cable (For use with Internal Paddle Handles)

111998-000326

### Therapy Delivery Accessories

### EDGE System™ Electrodes for Pacing/Defibrillation/ECG with QUIK-COMBO® Connector

18-month minimum shelf life remaining at time of shipment from Physio-Control except where noted.



EDGE System Electrodes with QUIK-COMBO Connector

24" leadwire length 11996-000091



EDGE System RTS (Radiotransparent) Electrodes with QUIK-COMBO Connector 24" leadwire length

11996-000090



EDGE System Electrodes with QUIK-COMBO Connector and REDI-PAK™ Preconnect System

42" leadwire length 11996-000017



### Pediatric EDGE System RTS Electrodes with QUIK-COMBO Connector

For use only with manual monitor/defibrillators; 12 month minimum shelf life at time of shipment 24" leadwire length.

11996-000093



### QUIK-COMBO Therapy Cable

With convenient TRUE-LOCK™ Cable Connector.

11113-000004 (8 ft)

### NIBP Monitoring Accessories

### **NIBP Hoses**







NIBP Tubing, Coiled 21300-008148 (2-9ft)

### **NIBP Cuffs**



Pediatric

13 - 20 cm

Infant

8 - 14 cm

11160-000013

11160-000011

Reusable Cuff

X-Large Adult

35 - 44 cm 11160-000019 Large Adult 32 - 42 cm

**Adult** 26 - 35 cm **11160-000015** 

11160-000017



Single Patient Use Cuff

X-Large Adult 35 - 44 cm 11160-000020 Large Adult 32 - 42 cm 11160-000018

Adult 26 - 35 cm 11160-000016 Pediatric 13 - 20 cm 11160-000014

Infant 8 - 14 cm 11160-000012

### Pulse Oximetry Monitoring Accessories

### Masimo SET® RC Patient Cables





#### **RC Patient Cable**

For use with M-LNCS and Rainbow Patient Sensors

**11171-000037** (4ft) **11171-000038** (12ft)

### Masimo SET RC Patient Cable Compatible SpO<sub>2</sub> Sensors



M-LNCS Reusable Sensor 11171-000046 (Ad) 11171-000047 (Ped)



M-LNCS Adhesive Sensors (20/box) 11171-000039 (Ad) 11171-000040 (Ped)



M-LNCS Adhesive Sensors (20/box) 11171-000043 (Neo/Pt) 11171-000042 (Neo/Ad) 11171-000041 (Inf)

### Masimo SET RC Patient Cable Compatible Rainbow® SpO<sub>2</sub>, SpCO, SpMet Sensors



Rainbow Reusable Sensor 11171-000049 (Ad) 11171-000050 (Ped)



Rainbow Adhesive Sensor (10/box) 11996-000339 (Ad) 11996-000340 (Ped)



Rainbow Adhesive Sensor (10/box) 11996-000342 (Inf) 11996-000341 (Neo/Ad)

### Masimo SET LNC Patient Cables



### **Red LNC Patient Cable**

For Use with LNCS Patient Sensors

11996-000323 (4ft) 11996-000324 (10ft) 11996-000325 (14ft)

### Masimo SET LNC Patient Cable Compatible SpO<sub>2</sub> Sensors



LNCS® Reusable Sensor

11171-000017 (Ad) 11171-000018 (Ped)



LNCS Reusable Soft Sensor

11171-000052 (Ad)



LNCS Adhesive Sensor (20/box)

11171-000019 (Ad) 11171-000020 (Ped)



### LNCS Adhesive Sensor (20/box)

11171-000029 (Neo/Pt) 11171-000028 (Neo/Ad)

11171-000031 (Inf)

### Pulse Oximetry Monitoring Accessories

### Direct Connect SpO<sub>2</sub> Only Patient Sensors



Adult Reusable Direct Connect Sensor 11996-000331 (3ft) 11996-000332 (12ft)



Pediatric Reusable Direct Connect Sensor

**11996-000333** (3ft) **11996-000334** (12ft)



Adult Reusable Soft Direct Connect Sensor 11171-000053 (8ft)

### Direct Connect Rainbow SpO<sub>2</sub>, SpCO, SpMet Patient Sensors



Adult Rainbow Direct Connect Reusable Sensor

11996-000335 (3ft) 11171-000032 (8ft) 11996-000336 (12ft)



Pediatric Rainbow Direct Connect Reusable Sensor

11996-000337 (3ft) 11171-000033 (8ft) 11996-000338 (12ft)

### Additional Masimo Accessories





Reusable Ambient Light Shield 11171-000054 (5/bag) Disposable Ambient Light Shield 11171-000055 (10/bag)

### Pulse Oximetry Monitoring Accessories

### Masimo to Nellcor Adapter

**Red MNC Cable** 

Connects LIFEPAK 15 to Nellcor patient sensor

**11996-000365** (4ft) **11996-000366** (10ft)

### Masimo to Nellcor Adapter Compatible SpO<sub>2</sub> Sensors



DURASENSOR Reusable Clip 11996-000060 (Ad)

DURA-Y Multisite Reusable Sensor 11996-000106 (> 1 kg)



#### Oxiband Reusable Sensor

Includes 50 disposable adhesive sensors.

11996-000061 (Ad/Neo) 11996-000062 (Ped/Inf)

### Disposable Adhesive Bandage Wrap (100/pk)

Not Available in Canada. 11996-000048 (Ad/Neo) 11996-000049 (Ped/Inf)



Oxisensor II Adhesive Sensors (24/box) 11996-000113 (Ad, 18 in.) 11996-000114 (Ad, 36 in.)

11996-000116 (Ped, 18 in.)

91000

Oxisensor II Adhesive Sensors (24/box) 11996-000115 (Inf, 18 in.) 11996-000117 (Neo/Ad, 18 in.)

### Temperature Monitoring

### **Temperature Cables**



Temperature Adapter Cable 11140-000079 (10ft) 11140-000078 (5ft)

### **Temperature Sensors**

Single patient use



Esophageal-Rectal Sensor 11996-000360 (9FR, 20/box)



**Skin Probe Sensor 11996-000359** (20/box)



Foley Catheter Sensor 11996-000361 (14FR, 10/pk) 11996-000362 (16FR, 10/pk) 11996-000363 (18FR, 10/pk)

### End-Tidal CO<sub>2</sub> (EtCO<sub>2</sub>) Monitoring Accessories

### Oridion® Filterlines for Intubated Patients

Single patient use



FilterLine® SET
Key Applications: OR, EMS, ED, Rapid
Response Teams, Transport.

Adult/Pediatric

**11996-000081** (25/pk, 200 cm) **11996-000164** (25/pk, 400 cm)



**FilterLine H SET**Key Applications: Critcal care, Humidified Environments.

Adult/Pediatric

11996-000080 (25/pk, 200 cm)

Adult/Neonatal

11996-000001 (25/pk, 200 cm)

### **Oridion Non-Intubated Filterlines**

Single patient use



### Smart CapnoLine® Plus

Key Applications: Procedural Sedation, Upper GI Procedures, MAC, RMS, BD, Rapid Response Teams.

Adult with 0,

11996-000163 (25/pk, 200 cm) 11996-000167 (100/pk, 200 cm) 11996-000165 (25/pk, 400 cm)

Adult without 0,

**11996-000162** (25/pk, 200 cm) **11996-000166** (100/pk, 200 cm)



### **Smart CapnoLine**

Key Applications: Procedural Sedation, SMS, SD, Rapid Response Teams.

Pediatric with 0,

11996-000128 (25/pk, 200 cm)

Pediatric without  ${\rm O_2}$ 

**11996-000120** (25/pk, 200 cm)

### Cases & Mounting Options



**Standard Carrying Case** 

place of standard paddles. **11220-000028** 

Includes right pouch and left pouch.

11577-000002

Top Pouch

### Shoulder Strap 11577-000001

### Back Pouch

Ideal for additional accessory storage.

11260-000039



**Bed Connector** 

For use in hospital only.

11996-000374

**Communication Accessories** 

Storage for sensors and electrodes; insert in



#### LIFEPAK Monitor to PC Cable

For connecting LIFEPAK 12 or LIFEPAK 15 monitor/defibrillator to PC.

11230-000020 (Serial) 11996-000369 (USB)



### Titan II Wireless Gateway

For transmitting data from LIFEPAK 12/15 to the LIFENET\* System or CODE-STATTM data review software. Requires existing wireless network.

21996-000073 (Wireless Gateway) 21996-000093 (Wireless 3G Gateway - GSM) 21996-000092 (Wireless 3G + Voice

Gateway - GSM)



#### 3G Gateway

For transmitting data from LIFEPAK 12/15 to the LIFENET System or CODE-STAT data review software. Requires data plan.

21996-000086 (GSM)

### **Testers & Training Materials**



#### Patient Simulator (QUIK-COMBO)

Connects directly to your LIFEPAK defibrillator for safe simulation of cardioversion and electrical capture. Generates fibrillation, tachycardias, and bradycardias, as well as ST segment and T wave abnormalities.

11996-000311 (12-Lead) 11996-000310 (3-Lead)



#### **Defibrillator Checker**

Tests integrity of energy delivery through standard hard paddles. Neon light indicates energy has been delivered.

11998-000060



### Test Load

Use to perform therapy cable performance checks. Connects to the QUIK-COMBO therapy cable on the defibrillator.

21330-001368 (Brazilian, Hungarian,

Portuguese, Polish, Romanian)

21330-001369 (Chinese, Czech, Japanese,

Korean, Russian)

21330-001366 (Danish, Finnish, Norwegian,

Swedish)

21330-001367 (Dutch, French Canadian,

German, Intl English, Italian,

Spanish)

21330-001365 (English)

### **Training Tools**



Inservice Video:

21330-001357 (English - NTSC DVD)

### **Operating Instructions:**

26500-003255 (English)

26500-003256 (Intl English)

26500-003330 (German)

**26500-003331** (Italian)

26500-003332 (French)

26500-003333 (Dutch) 26500-003334 (Spanish)

26500-003335 (Iberian Portuguese)

26500-003336 (Brazilian Portuguese)

26500-003337 (Swedish)

26500-003338 (Danish)

26500-003339 (Finnish)

26500-003340 (Norwegian)

26500-003341 (Polish)

26500-003342 (Hungarian)

26500-003343 (Czech)

26500-003344 (Russian)

26500-003345 (Korean)

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com



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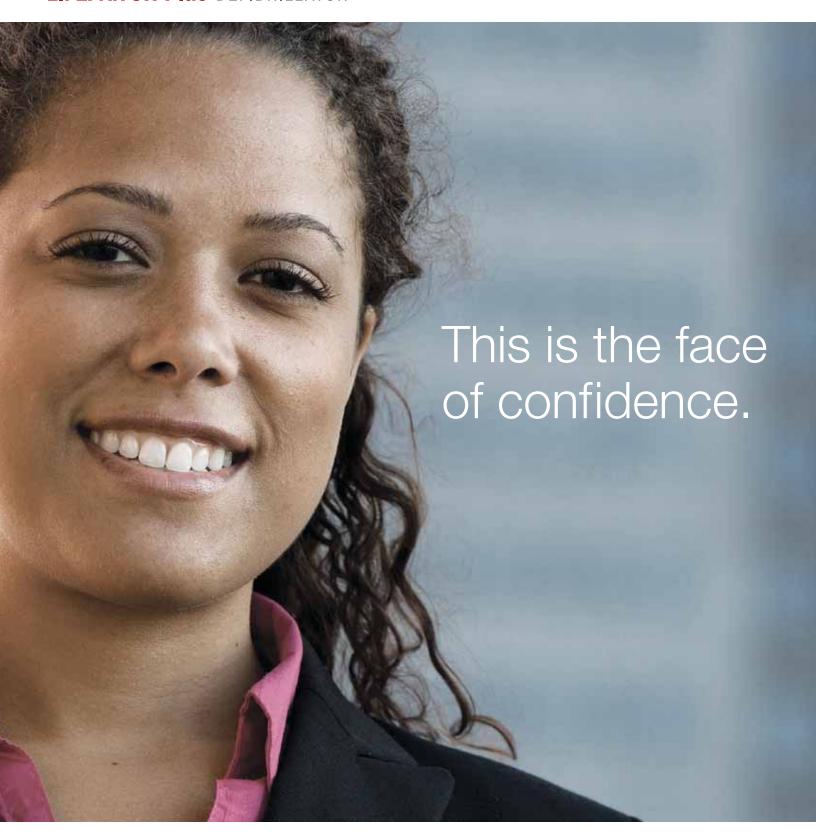
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Toll Free Tel 1800 987 982 Toll Free Fax 1800 890 892



### LIFEPAK CR° Plus DEFIBRILLATOR



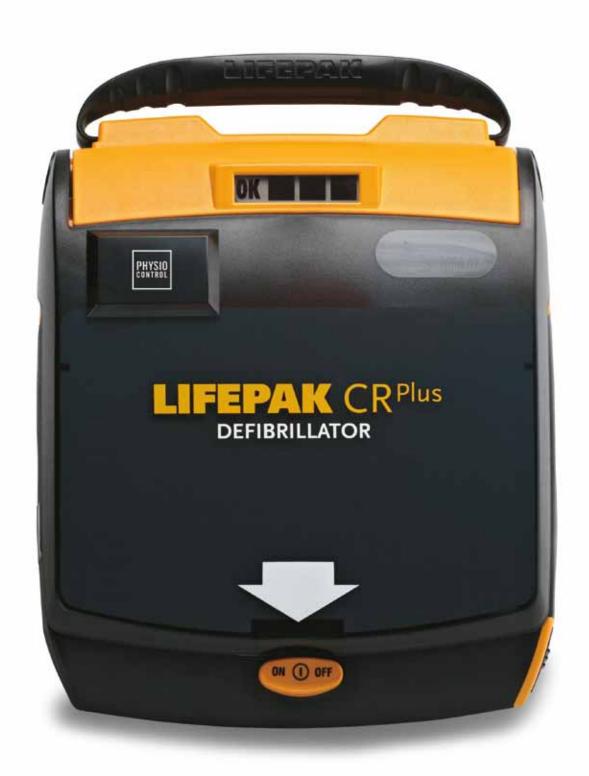
# This is why.

At Physio-Control, our reputation—and our mission—is built on confidence. The confidence that comes from over 50 years of innovation, a steadfast commitment to quality, and a position as the global leader in defibrillation. The confidence that comes from manufacturing the lifesaving equipment of choice for more EMS and hospital units around the world than any other brand. The confidence that comes from knowing that the LIFEPAK CR Plus defibrillator in your office, the airport, or your child's school can simply, safely, and effectively help someone save a life.

### LIFEPAK CR° Plus DEFIBRILLATOR

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the LIFEPAK CR Plus automated external defibrillator (AED) is designed specifically for the first person to respond to a victim of sudden cardiac arrest (SCA). Unlike AEDs with complex prompts and limited energy for defibrillation, the fully automatic LIFEPAK CR Plus AED combines an easy two-step operation, just the right level of guidance, and the capability to escalate to 360 joules when needed.





### knowing you will be ready.

"I figured if I could find AEDs in airports and shopping plazas, then the risk must be low because average folks have to be able to use these things. And when I looked into program maintenance before I brought the *CR Plus* into our organization, I found out they were zero maintenance except for changing out the batteries and pads."

David Lauer, Manager
 Environmental Health & Safety, B. Braun

#### A safer place to live, work, and play.

Whether its victims are young or old, at the office or in class, worshipping, exercising or just walking to an airport gate, sudden cardiac arrest (SCA) knows no boundaries. But no matter where or when it strikes, early use of a defibrillator can help save lives. In fact, it's proven to be the only effective treatment for ventricular fibrillation (VF), a potentially fatal heart rhythm associated with SCA. With the simple, powerful, AHA Guidelines—consistent *CR Plus* and an emergency response plan, you'll be creating a safer environment.<sup>1</sup>

#### At hand. At the ready.

Having an AED in place is no comfort if you can't be sure it will work when it's needed. The LIFEPAK CR Plus AED conducts weekly and extended monthly automatic self-tests, initialization tests each time it is powered on, and a series of concurrent tests throughout the time the device is in operation. A visible Readiness Display with four clear indicators allows you—and anyone who uses it—

to know it's ready to do its job. And unlike AEDs that run off of external batteries that degrade over time, the SafeGuard Power System—unique in the industry—offers a dual layer of security as the CHARGE-PAK™ battery charger keeps the robust internal battery at its optimum level during the life of the unit.

#### It's never been simpler to be prepared.

The LIFEPAK CR Plus AED is easy for you to manage. The battery charger and electrodes have a synchronized replacement cycle that makes your maintenance program efficient and affordable. Of course, you hope the LIFEPAK CR Plus AED will never be needed in a lifesaving situation, but when it is, you can be confident that your staff is as ready as the AED. AED users should be trained in CPR and use of the AED. We offer a variety of training options to continually educate your response team, from onsite instruction and a LIFEPAK CR Plus AED training unit to online AED/CPR refresher training, videos, and quick reference cards.

<sup>&</sup>lt;sup>1</sup> The LIFEPAK CR Plus AED provides defibrillation and CPR guidance as recommended by the current American Heart Association Guidelines





### knowing it will be safe to use.

"Everyone was really nervous and upset. Once our nurse put the pads on the way the *CR Plus* prompted us, we were all calmed by it doing just what we were trained it would do. We didn't have to choose what to do—it won't shock anyone who doesn't need it."

Debbie Harrelson, Responder
 Principal, Lovelady Elementary/Middle School

#### An AED for all of us.

Chances are you're not an EMS technician. Not a surgeon or a lifeguard or a firefighter. Yet, with the right resources at hand, each of us has the power to save a human life—the life of a friend, colleague, student, or a passerby with sudden cardiac arrest. Although not everyone can be saved, studies show that early defibrillation can dramatically improve survival rates. Simple, effective, and at the ready, the LIFEPAK CR Plus AED provides that critical resource and the guidance to use it whenever necessary. It's there for you and for them.

#### Saving a life. Not endangering one.

Can an AED shock a victim who doesn't need it? Will it shock me while I try to help? The unknown can be frightening, but with the LIFEPAK CR Plus AED, that fear can become confidence. The *CR Plus* is designed to deliver a shock only if it determines a heart needs it. The device then communicates clear, calm, step-by-step instructions—delivered via our ClearVoice™ technology—that let responders know without question when a victim is about to be shocked.

#### How does an AED work?

During sudden cardiac arrest, the normally organized electrical impulses that initiate cardiac contraction (heartbeats) discharge chaotically, and the heart muscle twitches spasmodically. An AED applies a brief pulse of electrical current to a heart, allowing the heart's normal electrical system to resume control.

### We stand by our products.

At Physio-Control, we stand by the quality of our lifesaving products. We even offer an 8-year warranty on the LIFEPAK CR Plus AED—the longest in the industry.









### a simple, two-step process.

Two steps: turning the device on and applying the electrode pads to the victim. That's all it may take to make the difference between death from sudden cardiac arrest and a better chance for survival. The fully automatic *CR Plus* then takes over, giving ClearVoice prompts and delivering the shock—up to an industry-leading 360 joules—without anyone pushing a button. A recent study shows that safety is not compromised when untrained rescuers use a fully automatic AED compared to a semi-automatic AED.<sup>2</sup>

Step 1: Turn it on

Step 2: Apply the electrode pads



<sup>&</sup>lt;sup>2</sup> T. Hosmans, I. Maquoi, C. Vogels, A. Courtois, J. Micheels, M. Lamy, K. Monsieurs. *Resuscitation*. "Safety of fully automatic external defibrillation by untrained lay rescuers in the presence of a bystander." Volume 77, Issue 2, Pages 216–219, 2008.

### knowing it's the brand the pros use.

"Anytime anyone in the community is using an AED it's great. When you have a compatible brand—where the AED and monitors match—it's a huge time save. We just unplugged their *CR Plus* and plugged their pads right into our LIFEPAK 12. It was a seamless integration."

Mark Mankins, Professional Responder
 EMS Coordinator, Worthington Ohio Fire Department

#### Losing time can mean losing lives.

There is no time to spare when responding to a victim of SCA. Even with successful defibrillation, precious minutes often have passed by the time emergency medical help arrives, and transferring to EMS or fire department equipment can take even more time. But with the compatibility of the LIFEPAK CR Plus AED, time is saved. More EMS units around the world use LIFEPAK equipment than any other brand, and the electrodes on the *CR Plus* are fully compatible with all other LIFEPAK defibrillators and monitors. That means a faster transfer and more time spent on lifesaving than equipment.

#### Familiar. Compatible. Trusted.

Professional responders have chosen high-quality, rigorously tested solutions from Physio-Control for decades. For today's EMS units and fire departments, standardizing on LIFEPAK products from first-on-scene through handoff to professional care helps minimize delays in treatment, but it also ensures continuous collection of patient data that local systems can easily download post-event.







### maximizing chances for survival.

"If it hadn't been for my school nurse and those around me who were trained just two weeks prior, I wouldn't be here. I hope AEDs become more common than fire extinguishers. I hope everywhere you go, you see one—and you won't be afraid to open that door."

Wendy Sharp, Survivor
 Attendance Secretary, McKnight Middle School

#### Simple enough. Strong enough.

If your life were at risk from sudden cardiac arrest—if you needed the help of a colleague, friend, or passerby—what lifesaving equipment would you want nearby? Certainly an AED that is easy to use by a non-professional responder. But what about an AED that could escalate in power if the standard shock level was ineffective at restarting your heart? The LIFEPAK CR Plus AED has the capability to deliver a shock at 360 joules, the highest available power level in the industry.

### Why 360 joules?

A joule (J) is a unit of energy used as the measurement of shock strength provided by an AED. An initial shock from the LIFEPAK CR Plus AED is delivered at 200 joules (200J), which has been shown to be effective at defibrillating the heart of a majority of sudden

cardiac arrest victims. However, some patients are more difficult to defibrillate than others, and an ineffective shock can leave them in VF longer and increase costly interruptions in CPR. Physio-Control only offers AEDs with a full range of energy, with default escalating settings of 200J, 300J, and 360J. A recent study has shown a statistically significant benefit for higher escalating shocks compared to fixed lower-energy shocks in patients with VF who required more than one defibrillation shock.3 In addition, the American Heart Association has provided guidance on the importance of coordinating good CPR with defibrillation to minimize interruptions in chest compressions.4

Simply put, we believe the capacity for 360 joules gives patients a better opportunity for a better outcome.

<sup>&</sup>lt;sup>3</sup> IG. Stiell, RG. Walker, LP. Nesbitt, et al. *Circulation* 2007. "Biphasic trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest." 115:1511-1517.

<sup>&</sup>lt;sup>4</sup> The LIFEPAK CR Plus AED provides defibrillation and CPR guidance as recommended by the current American Heart Association Guidelines



# Confidence is lifesaving made simple.

### LIFEPAK CR° Plus DEFIBRILLATOR

Simple to use. Simple to manage. Simple to transfer care to professionals. And effective in saving the life of a victim of sudden cardiac arrest.



The American Heart Association reports that nearly 300,000 people in the United States die every year from SCA. Nearly 13 percent of these fatalities occur in the workplace.<sup>5</sup> If the presence of AEDs can save even some of these precious lives, then the choice to implement them is clear. And with the advantages of the LIFEPAK CR Plus AED, the choice of which AED to implement becomes even clearer.

The time is now. The choice is the LIFEPAK CR Plus AED from Physio-Control. Visit www.physio-control.com or contact a Physio-Control representative at 1.800.442.1142. <sup>5</sup> www.OSHA.gov; Technical Information Bulletin (TIB) 01-12-17.



### LIFEPAK CR Plus AED

### at a glance





#### Defibrillator

**Waveform:** Biphasic truncated exponential, with voltage and current duration compensation for patient impedance.\*

**Output Energy Sequence:** Multiple levels, configurable from 150 joules to 360 joules (200 joules min for Japan). Factory default settings of 200J, 300J, 360J.

Output Energy Accuracy:  $\pm 10\%$  into 50 ohms,  $\pm 15\%$  into 25 to 100 ohms.

Shock Advisory System: An ECG analysis system that advises whether a shock is appropriate; meets rhythm recognition criteria specified in DF39.

The device charges for shock only when the Shock Advisory System advises defibrillation.

#### **Device Capacity:**

**Typical:** Thirty (30) full discharges or 210 minutes of "on time" with a fully charged device.

**Minimum:** Twenty (20) full discharges or 140 minutes of "on time" with a fully charged device.

Shock Charge Time: Charge times with a fully charged device: 200 joules in less than 9 seconds, 360 joules in less than 15 seconds.

System Recharge Times: Recharge times with a fully discharged device: Able to deliver 6 shocks or provide 42 minutes of operating time after 24 hours of recharge time and 20 shocks or 140 minutes of operating time after 72 hours of recharge time with a new CHARGE-PAK at temperatures above 15° C (59° F).

#### Controls:

Lid Release/ON-OFF—Controls device power.

SHOCK button (semi-automatic version) — delivers defibrillation energy. After electrodes are attached to a patient, the fully automatic version of the device delivers a shock, if appropriate, not requiring operator intervention.

Electrical Protection: Input protected against high voltage defibrillator pulses per HEC60601-1/EN60601-1.

Safety Classification: Internally powered equipment. IEC60601-1/EN60601-1.

#### User Interface

**User Interface:** The user interface includes voice prompts, audible tones and graphic prompts.

Readiness Display: The readiness display shows the device status.

OK Indicator: Shows "OK" when the last self-test was completed successfully. When the "OK" indicator is visible, all other indicators are not visible. The "OK" indicator is not displayed during device operation.

CHARGE-PAK Indicator: When displayed, replace the CHARGE-PAK $^{\text{TM}}$  battery charger.

**Attention Indicator:** When first displayed, at least six (6) discharges or 42 minutes of operating time remain.

Service Indicator: Service required when displayed.

#### Environmental

**Note:** All performance specifications defined assume the unit has been stored (two hours minimum) at operating temperature prior to operation.

Operating Temperature: 0° to +50° C (+32° to +122° F).

Storage Temperature: -40° to +70° C (-40° to +158° F) with CHARGE-PAK and electrodes, maximum exposure time limited to one week.

Atmospheric Pressure: 760 mmHg to 429 mmHg, 0 to 15,000 feet above sea level.

Relative Humidity: 5 to 95% (non-condensing).

Water Resistance: IEC60529/EN60529 IPX4 "Splash proof" with electrodes connected, CHARGE-PAK installed.

**Shock:** MIL-STD-810E, Method 516.4, Procedure 1,  $(40g, 6-9 \text{ ms pulse}, \frac{1}{2}, \text{ sine each axis}).$ 

Vibration: MIL-STD-810E, Method 514.4, Helicopter - category 6 (3.75 Grms) and Ground Mobile - category 8 (2.85 Grms).

#### Physical Characteristics

Height: 10.7 cm (4.2 in). Width: 20.3 cm (8.0 in).

Depth: 24.1 cm (9.5 in), excluding handle.

Weight: 2.0 kg (4.5 lb) with CHARGE-PAK and electrodes.

#### **Default Settings**

**Energy Sequence:** Energy sequence is set to 200J, 300J, 360J.

**Motion Detection:** The motion detection system is set to on during analysis.

Energy Protocol: The energy protocol is set to increase energy only after a lower energy shock was unsuccessful.

Stack Shocks: Stack shocks option is set to off.

**Turn-On Prompt:** The turn-on prompt is set to provide voice prompts upon power on.

CPR Time: The CPR Time is set to 120 seconds.

Voice Prompt Volume: The voice prompt volume is set to high

#### Accessories

#### CHARGE-PAK Battery Charger

Type: Li/SO2Cl2 Lithium Sulfuryl Chloride, 11.7V, 1.4 amp-hours.

Replacement: Replace the CHARGE-PAK battery charger and QUIK-PAKTM electrodes packet after using the defibrillator, if the CHARGE-PAK symbol appears in the readiness display or when the Use By date is reached (typically 2 years).

Weight: 80.5 grams (0.18 lb).

#### QUIK-PAK Electrode Pads

**Pads:** ECG is received from disposable defibrillation electrodes, standard placement (anterior-lateral).

Pads Packaging: User intuitive, rapid release QUIK-PAK electrodes allow the electrode pads to be preconnected to the device and protected under a top cover

Pads Replacement: Replace every two (2) years.

#### Infant/Child Reduced Energy Defibrillation Electrodes:

For use on infants and children less than 8 years of age or less than 55 lbs (25kg).

#### Data Storage

Memory Type: Internal digital memory.

ECG Storage: Dual patient data storage. Minimum 20 minutes of ECG stored for the current patient, summarized data stored for the previous patient.

#### Report Types:

- Continuous ECG A continuous patient ECG report.
- Continuous Summary report A summary of critical resuscitation events and ECG waveform segments associated with these events.
- Event Log report A report of time stamped markers, which reflect operator and device activity.
- Test Log report A device self-test activity report.

Capacity: Minimum 200 time-stamped event log markers.

Communications: Wireless transfer to a personal computer.

**Data Review:** Physio-Control provides an array of tools to meet customer needs for data viewing and analysis.

\* The specifications apply from 25 to 200 ohms. Voltage compensation is limited to the voltage that would result in delivery of 360 joules into 50 ohms.

All specifications are at 20° C unless otherwise stated.

### The Physio-Control

### family of products

#### Defibrillators/Monitors



#### LIFEPAK CR® Plus Automated External Defibrillator

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully-automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest.



#### LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the 1000 to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.



### LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the new standard in emergency care for ALS teams who want the most clinically innovative, operationally effective, and LIFEPAK TOUGH device available today.



#### LIFEPAK® 20e Defibrillator/Monitor

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care.

#### **CPR Assistance**



### **LUCAS® Chest Compression System**

Designed to provide effective, consistent, and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.



### **Information Management**



### LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care flow and operational efficiency.

### **CODE-STAT™ 9.0 Data Review Software**

CODE-STAT 9.0 data review software is a retrospective analysis tool that provides easy access to data, reports, and post-event review.



### ReadyLink™ 12-Lead ECG

Handheld, portable, and easy-to-use, the revolutionary ReadyLink 12-Lead ECG quickly and easily captures and transmits 12-lead data to hospitals through the LIFENET System. Doctors can provide chest pain decision support, so teams in the field know exactly what kind of care the patient needs and where to take them.

### Support



### **Physio-Control Service**

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

### LIFEPAK CR Plus AED

Lifesaving made simple™

www.physio-control.com

For further information, contact Physio-Control at 800.442.1142 (U.S.), 888.870.0977 (Canada) or visit our website at www.physio-control.com. LIFEPAK AEDs require a prescription. Please consult your physician.

All information including comparative statements are valid as of September 2012.

The quotes in this brochure come from actual LIFEPAK CR Plus AED customers, however, the pictured people are not the actual customers.



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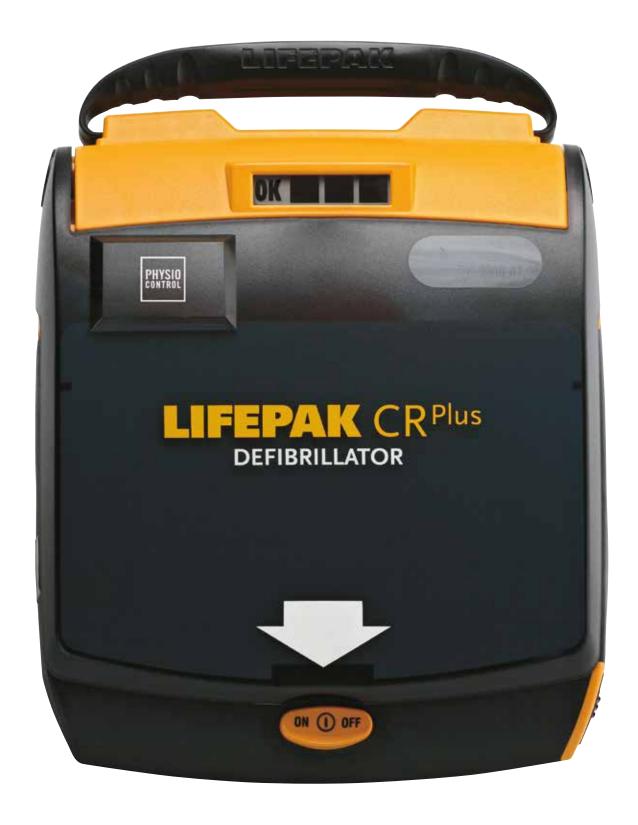


## LIFEPAK CR<sup>®</sup> Plus

AND LIFEPAK EXPRESS® Defibrillators

Genuine Accessories from Physio-Control

## LIFEPAK CR°Plus and LIFEPAK EXPRESS® Defibrillators



## Genuine Accessories from Physio-Control

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order, contact your Physio-Control representative.



LIFEPAK CR Plus AED

### LIFEPAK CR° Plus AND LIFEPAK EXPRESS® Defibrillators

## Battery and Electrode Options



#### Replacement Kit for CHARGE-PAK™ Battery Charger

Includes 2 sets electrodes and 1 battery charger, replacement instructions, and discharger for safe disposal of used CHARGE-PAK charger

11403-000001



#### Replacement Kit for CHARGE-PAK Battery Charger

Includes 1 set electrodes and 1 battery charger, replacement instructions, and discharger for safe disposal of used CHARGE-PAK charger.

11403-000002



#### Infant/Child Reduced Energy Defibrillation Electrode Starter Kit

For use only with LIFEPAK® 500 Biphasic AED with pink connector or LIFEPAK 1000 defibrillator, LIFEPAK EXPRESS AED or LIFEPAK CR Plus AED. For use on children less than 8 years of age or less than 55 lbs.

11101-000017 11101-000016 (Replacement)

## Cabinets and Mounting Options



Surface Mount (7" Return)

AED Wall Cabinet with Alarm 11220-000079 (White) 11220-000076 (Stainless)

AED Wall Cabinet with Alarm and Strobe

11220-000083 (White) 11220-000084 (Stainless)



Semi-Recessed (3" Return)

AED Wall Cabinet with Alarm 11998-000292 (White) 11220-000077 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated 11210-000026 (White)



Recessed Mount (1.5" Return)

AED Wall Cabinet with Alarm 11998-000293 (White) 11220-000078 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated 11210-000027 (White)



AED Floor Stand Cabinet with Alarm 52" tall, 14" x 17-3/8" high x 7" deep

11210-000028 (White) 11210-000029 (Gray)



AED Cabinet Window Replacement Kit 21300-006797



Wall Mount Bracket 11210-000021



Hard-shell, Water-tight Carrying Case 11260-000015



Complete Soft Shell Carrying Case 21300-004576

Replacement Shoulder Strap for Carrying Case 21300-004579



Replacement Lid 21300-004913

#### LIFEPAK CR° Plus and LIFEPAK EXPRESS® Defibrillators

## Miscellaneous Accessories/Training Tools



Tent AED Location Sign 11998-000332 (w/logo, 7" x 8")



Flat AED Location Sign 11998-000330 (w/logo, 8" x 10")



T-mount AED Location Sign 11998-000331 (w/logo, 8" x 10") 11998-000333 (w/o logo, 8" x 10")



Tent ILCOR Location Sign 11998-000329 (w/logo, 7" x 8")



Flat ILCOR Location Sign 11998-000327 (w/logo, 8" x 10")



T-mount ILCOR Location Sign 11998-000328 (w/logo, 8" x 10")

#### Literature

Orientation Video

26500-002274 (Intl English - NTSC DVD) 26500-001318 (Intl English - PAL VHS)

Service Manual 26500-001421 (CD-ROM)

**Quick Reference Instruction Card** 

Laminated easy reference AED and CPR instruction card. Fits inside the lid.

26500-002040 (Intl English) 26500-001950 (Spanish) **Operating Instructions** 

26500-001361 (English)

26500-001361 (English)

26500-001362 (Intil English 26500-002379 (German)

26500-002379 (definal)

26500-002381 (French)

20500-002361 (FIEIICII)

26500-002382 (Dutch) 26500-002383 (Spanish)

**26500-002407** (Iberian Portuguese)

26500-001326 (Brazilian Portuguese)

26500-002409 (Swedish)

26500-002410 (Danish)

26500-002475 (Spanish)

26500-002411 (Norwegian) 26500-002384 (Polish)

26500-002470 (Hungarian)

26500-002412 (Czech)

26500-002469 (Russian)

26500-002413 (Mandarin Chinese)

26500-002414 (Cantonese Chinese)

26500-002467 (Korean)

26500-002393 (Japanese) 26500-002474 (Arabic)

26500-002474 (Arabic) 26500-001887 (Greek)

26500-002415 (Hebrew)

26500-002472 (Turkish)

26500-002471 (Slovak)

26500-002468 (Slovenian) 26500-002476 (Lithuanian)

**26500-002261** (Catalonian Spanish)

26500-002341 (Romanian)

## **Training Tools**



LIFEPAK CR Plus AED **Training System** 11250-000073 (English only) 11250-000075 (English and French)

**Operating Instructions** for the Training System 26500-001156

**Replacement Carrying Case** 11260-000014

Replacement Remote Control and Cable 11250-000099

AED QUIK-PAK™ Training Electrode Set AMBU® First Responder Kit

11250-000012 (Adult)

11250-000015 (Adult Replacement)

11250-000045 (Infant/Child)

11250-000042 (Infant/Child Replacement)

Cable/connector Assembly and Reusable Foil Pouch for **AED Training Electrodes** 11250-000043 (Infant/Child)



Includes 2 sets of disposable vinyl gloves, 1 reusable mouth barrier mask, disposable razor, anti-microbial wipe, and 1 pair of trauma scissors.

11998-000321 (Attached to case) 11998-000320 (Stored in case)

For further information contact your local Physio-Control representative or visit our website at www.physio-control.com or order online at store.physio-control.com.



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LIFEPAK® 1000 DEFIBRILLATOR

Not every cardiac emergency is the same. Neither is every responder. Your world demands flexibility—and that's exactly what the LIFEPAK 1000 defibrillator from Physio-Control delivers.



## The right tool at the right time. Every time.

A first responder on the scene of an emergency. A BLS-trained team in the field or in a hospital waiting room. An ALS team taking over. No matter who they are or the environment they're facing, with the LIFEPAK 1000 defibrillator they have just the device they need.

The rugged LIFEPAK 1000 defibrillator is an easy-to-use automated external defibrillator (AED) from the leader in defibrillation technology. But it's also a defibrillator powerful and adaptable enough for professional responders, featuring advanced capabilities that can help improve lifesaving outcomes and speed the transition of cardiac patients to the next critical level of care.

First on the scene in an emergency, the LIFEPAK 1000 defibrillator can make the lifesaving difference for victims of sudden cardiac arrest.

# For every trained responder, the opportunity to make a difference.

Picture the waiting room of a hospital or a corridor or a cafeteria. Now picture a visitor, patient or staff member struck down by sudden cardiac emergency. Who will respond first? It could be an ALS-trained member of the code team, but it's just as likely to be a nurse or a receptionist trained in the use of the 1000. The LIFEPAK 1000 defibrillator is ready for all these possibilities, combining the simplicity of one-push defibrillation with clear guidance, both onscreen and from audio prompts.

When an ALS-trained professional does step in—either as a first responder or in transition to advanced care—the touch of a button puts the 1000 into manual override, with greater control over when to analyze and shock. Its ECG capabilities provide critical information to guide your protocol and deliver faster, more appropriate treatment, and the 1000 also stores this vital data for use in post-event review.

On patrol in a squad car or onboard a fire engine, the flexibility of the 1000 makes the story even simpler. BLS-trained responders have exactly the device they need, with powerful defibrillation—up to 360 joules—long battery life, and a rugged construction that can stand up to severe environments. And with cprMAX™ technology, BLS medical directors can configure the settings of the 1000 to match their teams' CPR protocols.

When it's time to hand off a patient to the care of hospital code teams or EMS ALS teams, the compatibility of the 1000 with other Physio-Control devices can speed transfer by allowing electrodes to remain on the patient while responders quickly and seamlessly reconnect to a more advanced monitor.

#### LIFEPAK 1000 Defibrillator and CODE-STAT 9.0 Data Review Software

The patient and performance data captured by the 1000 can be easily viewed, analyzed and managed with CODE-STAT 9.0 Data Review Software. This information can help future care by enabling teams to review performance and target training areas.



# The LIFEPAK 1000 defibrillator at a glance.

#### **Rugged Construction**

Rigorously drop-tested device and protective case and bumpers.

#### Vehicle Friendly

Designed to ride along in any vehicle without damage from continuous vibrations and other movement.

#### **Flexible Power Options**

Choose between a rechargeable Lithium-ion (Li-ion) or non-rechargeable Lithium-Manganese Dioxide (Li  $MnO_2$ ) battery for your device.

#### 360 Joules

Can escalate defibrillation power to an industry-leading 360J.

#### cprMAX™ Technology

Minimizes CPR interruptions by allowing compressions to continue during AED charging.

#### **CPR Countdown Timer**

Provides direction for length of hands-on time for each CPR period based on system protocol.

#### **ECG Capability**

3-lead ECG function is available when needed.

#### **Shock Counter**

Digitally records and displays delivered shocks for added insight.

#### Large Display

Large, easy-to-read LCD screen provides more information at a glance.

#### Compatible Technology

Electrodes are fully compatible with all other LIFEPAK defibrillators and monitors.

#### **Programmable**

Adjust settings to match your team's CPR and resuscitation protocols.

#### Easy-To-Use AED

Loud voice prompts and on-screen graphics provide guidance on applying electrodes and initiating a shock.



#### cprMAX Technology

The 1000 features our exclusive cprMAX technology, which gives you the flexibility to choose CPR settings that best accommodate your patient and CPR protocol requirements. The pre-shock CPR option allows adjustment of the CPR interval prior to the first shock, making the 1000 the only device that minimizes pre-shock pauses by allowing providers to continue compressions while the AED charges.

Recently published clinical data shows a relationship between increased compression fraction and survival to hospital discharge, and the 2010 AHA Guidelines place a strong emphasis on high-quality CPR.<sup>1</sup> With the LIFEPAK 1000, you have more control over the CPR you provide in lifesaving settings than ever before.

#### **LIFEPAK TOUGH™**

Built for the harshest environments, the LIFEPAK 1000 is the toughest, most durable AED from Physio-Control. The device itself withstands rigorous drop-testing from any angle, and is enclosed in a highly protective case with bumpers. In addition, the 1000 has received an IP55 rating—the highest available AED rating signifying protection from external elements.

#### 360 Joules

Like every LIFEPAK defibrillator from Physio-Control, the 1000 can escalate energy up to 360J. Studies show that for difficult-to-defibrillate patients, repeating 200J shocks yields significantly lower VF termination rates.<sup>2,3</sup> And the 2010 AHA Guidelines note that rescuers may consider using escalating energy up to 360J if initial shocks at a lower dose aren't working.<sup>4</sup>

#### **ALS Hand-off**

The LIFEPAK 1000 is simple to use for any trained responder, but it also provides an easy, highly compatible transition to ALS care teams. The shock counter on the 1000 gives next level care teams insight into treatment provided. It has an available 3-lead ECG. And its electrodes are the same ones used on LIFEPAK ALS monitors—the brand of choice for more EMS teams across the country.

# Getting responders ready with training tools.

Whether you are choosing the 1000 for the first time—or are adding new options—your Physio-Control representative will provide the introductory training you need to get the most from your LIFEPAK 1000 defibrillator. Additional training solutions are also available.

#### Trainer 1000

With the same screen messages, audible tones and voice prompts as those found in the 1000, the Trainer 1000 provides realistic training without live energy. It helps guide users through simulated analysis, energy delivery and prompted CPR intervals—without taking your LIFEPAK 1000 defibrillator out of service for hands-on training. Includes simulated cprMAX technology.

#### **Training Simulation Package**

For use with your LIFEPAK 1000 defibrillator, this package includes a patient simulator, spare battery and training electrodes, all at an affordable price. Without purchasing a separate training unit, responders can hone their AED skills, practice recognizing and responding to different ECG rhythms, and learn about the advanced capabilities of the 1000 with live-switching from ECG Monitoring Mode to Manual Mode.

#### **AED Challenge**

An interactive, online refresher training tool for LIFEPAK automated external defibrillators, AED Challenge® enables you to stay up-to-speed with your AED/CPR skills when and where you choose. Real-life scenarios give you regular practice and immediate feedback, and administrators can adjust and track training with the included learning management tools. AHA 2010 Guidelines consistent.

#### Committed to Service

With the largest and best-trained network of technical service representatives in the industry, Physio-Control proudly takes the lead in offering LIFEPAK 1000 defibrillator customers best-in-class technical support for their devices. On call 24-hours a day, 7-days a week in North America, our agents strive to return every phone call within two hours, working with you to quickly assess your particular problem and find the best solution. Our Redmond, Washington-based technical support center is also available to trouble-shoot problems by phone.

#### **Meets your Needs**

The flexible LIFEPAK 1000 defibrillator from Physio-Control is your chance to give first responders exactly the lifesaving device they need—and give advanced responders the information and capabilities they can use to change outcomes for patients.

Contact your Physio-Control sales representative or call 1.800.442.1142 to find out more.



## Physio-Control Family of Products

#### **Defibrillators/Monitors**



#### LIFEPAK CR® Plus Automated External Defibrillator (AED)

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest (SCA).



#### LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the standard in emergency care for ALS teams who want the most clinically innovative, operationally effective and LIFEPAK TOUGH™ device available today. The 15 offers sophisticated clinical technologies with a rich array of features—like the most powerful escalating energy available (up to 360J), advanced monitoring parameters and a completely upgradable platform.



#### LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module®

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care. The CodeManagement Module adds waveform capnography and wireless connectivity to enhance your hospital's ability to effectively manage resuscitations from preparedness through review.

#### **CPR Assistance**



#### **LUCAS® 2 Chest Compression System**

Designed to provide effective, consistent and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.



#### TrueCPR™ Coaching Device

TrueCPR helps your team optimize their manual CPR performance using simple real-time and postevent feedback on the most critical resuscitation parameters. It accurately measures compression depth through proprietary Triaxial Field Induction technology.

#### **Data Solutions**



#### LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care, flow and operational efficiency.

#### CODE-STAT™ Data Review Software

CODE-STAT data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

#### **SPECIFICATIONS**

#### DEFIBRILLATOR

All specifications are at 20°C unless otherwise specified.

**Waveform:** Biphasic truncated exponential with voltage and duration compensation for patient impedance\*.

**Energy Sequence:** User configurable, 150 joules—360 joules. Default energy output settings are 200, 300, 360 joules. 360 joules for every shock thereafter.

**Charge Time:** With new, nonrechargeable battery pack; 200 joules in less than 7 seconds (360 joules in less than 12 seconds).

 $\hbox{\bf 3-Wire (Lead II) Monitoring Capability: (If ECG display option purchased). Requires purchase of 3-wire (Lead II) monitoring cable and LIFE-PATCH @ electrodes. }$ 

Device Software: Field upgradeable.

Infant/Child Reduced Energy Defibrillation Electrodes: Reduces selected energy by a factor of 4. Intended for use only with children up to 8 years of age or 25 kg (55 lbs).

Safety Classification: Internally powered equipment IEC 60601-1.

Electrical Protection: Input protected against high voltage defibrillator pulses per IEC 60601-1.4 h

\*Voltage compensation is limited to the voltage that would result in delivery of 360 joules into 50 obms

#### DEVICE SETTINGS

#### Modes:

- AED Provides operating capability for basic users.
- Manual Provides operating capability for advanced users.
- ECG Provides ECG display capability with 3-wire ECG cable.
- Setup Allows user to configure the device.
- Data Transfer Allows user to transfer patient data.
- Auto Test Provides daily automatic tests of hardware and software.

Controls: On/Off, Shock, Menu, Two (2) configurable soft keys.

#### **User Defined Options:**

- Device ID Assigns unique identifier to particular device.
- Energy Sequence User configurable from 150 to 360 joules.
- Flexible Energy Increases only after a lower energy was unsuccessful.
- Auto Analyze User can configure device to auto analyze, auto analyze after first shock, or prompt user to push analyze key before each analysis period.
- CPR Time (Post shock or after no shock advised) User configurable 15, 30, 45, 60, 90, 120, 180 seconds.
- Device Date/Time
- $\bullet \ \ \textbf{Voice Prompt Volume} \textbf{Allows user to change speaker volume}. \\$
- ECG Display (If option purchased) Turns display on/off for AED mode.
- Motion Detection User defined On/Off (default On).
- Service Alert Audio alarm if the device needs servicing. Configurable on/off.
- Manual Access (If ECG display option purchased) Devices configured with an ECG display may be set up to allow user to initiate a charge and shock without analysis.
- cprMAX Technology Settings:
- Initial CPR User defined time for CPR after first analysis regardless of analysis decision.
   Can be set to OFF, 15, 30, 45, 60, 90, 120 and 180 seconds.
- Pre-shock CPR Allows for CPR while device is charging. Can be set to OFF, 15, or 30 seconds.
- Stacked Shocks (ON/OFF) When Off, allows for provision of CPR after each shock.
- Pulse Check (Always, After Every NSA, After Second NSA, Never) Allows device to prompt for a pulse check either after each shock, after every NSA pulse check, or never prompt for a pulse check (default Never).

#### DISPLAY

Backlit LCD displays number of shocks delivered, elapsed time, text and graphics of heart rhythm and optional ECG.

Size: 120mm (4.7 in) x 89 mm (3.5 in).

Frequency Response: 0.55 Hz to 21 Hz (-3 dB), nominal ECG Option:

- Waveform Sweep Speed 25 mm/sec for ECG, nominal.
- Waveform Viewing Time Minimum 4 seconds.
- Waveform Amplitude 1 cm/mV, nominal.
- Heart Rate 20 to 300 BPM digital display, Display "---" if heart rate is less than 20 bpm. Heart symbol flashes for each QRS detection.

ECG information is received from the adult and Infant/Child electrodes in anteriorlateral or anterior-posterior positions. A 3-wire cable can be used for ECG monitoring (Lead II).

#### ENVIRONMENTAL

One Hour Operating Temperature (from room temperature to temperature extreme, one hour duration): -20 to 60°C (-4 to +140°F).

Operating Temperature: 0° to 50°C (32° to 122°F).

Storage Temperature:  $-30^{\circ}$  to  $60^{\circ}$ C ( $-22^{\circ}$  to  $144^{\circ}$ F) with battery and electrodes (maximum exposure limited to 7 days).

**Atmospheric Pressure:** 575 hPa to 1060 hPa (4572 to -382 meters; 15,000 to -1253 feet).

Relative Humidity: 5 to 95% (non-condensing).

**Dust/Water Resistance:** IP55 with battery and REDI-PAK™ electrodes installed (IEC 60529/EN 60529).

Bump: 15 g, 1000 bumps (IEC 600-68-2-29).

Shock: 40 g peak, 15-23 ms, 45 Hz cross over frequency.

**Drop:** 1 meter drop on each corner, edge and surface (MIL-STD-810F, 516.5, Procedure IV).

**Vibration:** Random vibration test — MIL-STD-810F, Method 514.5, Category 20; Ground vehicle 3.15 g rms 1 hour per axis.

#### FMI:

- Radiated IEC 60601-2-4, IEC60601-1-2, CISPR 11 Class B Group 1.
- Immunity IEC 60601-2-4, IEC 60601-1-2; IEC 61000-4-2 (Level 4), IEC 61000-4-3, IEC 61000-4-6, IEC 61000-4-8.

#### **EVENT DOCUMENTATION AND COMMUNICATION**

**Memory Capacity:** Dual patient storage. Minimum 40 minutes ECG for current patient. Summarized data for previous patient.

Report Types: Continuous ECG, summary (critical resuscitation events and associated waveforms), event log report (report of time stamped entries reflecting operator and device activity), test log report (self test activity report).

Capacity: Minimum 100 time stamped event log entries.

**Data Review:** CODE-STAT™ 6.1 Medical Informatics System, DT Express™ 2.1 Information Management System or higher.

Communications: Infrared wireless transfer to personal computer.

#### BATTERY AND READINESS DISPLAY

Note: See operating instructions for information on battery care.

#### Nonrechargeable Battery:

- Type Lithium Manganese Dioxide (Li/MnO<sub>2</sub>), 12.0 V, 4.5 Ah
- Capacity Typically will provide 440 200-joule discharges or 1030 minutes of operating time with a new battery (370 200-joule shocks or 900 minutes of operating time at 0°C (32°F)).
- Weight 0.45 kg (1.0 lb)
- Shelf Life (prior to installation) After the battery is stored for 5 years at 20° to 30°C, the device will provide 48 months of standby life.
- Standby Life A new battery provides device power for 5 years.
- Low Battery Indicator At least 30 200-joule shocks or 75 minutes of operating time remain when low battery is first indicated.

#### Rechargeable Battery:

- Type Lithium-ion, 11.1 V, 4.8 Ah, 53 Wh
- Capacity Typically will provide 261 200-joule discharges or 608 minutes
  of operating time with a new fully-charged battery (247 200-joule shocks or
  576 minutes of operating time at 0°C (32°F)).
- Battery Charging Time Within 4.5 hours
- Weight 0.45 kg (1.0 lb), maximum
- Standby Life A new fully-charged battery provides device power for 6 months.
- Low Battery Indicator At least 30 200-joule shocks or 75 minutes of operating time remain when low battery is first indicated.

#### Battery Charger

- Supported Battery Lithium-ion Rechargeable Battery, 11.1 V, 4.8 Ah, 53 Wh
- Electrical External Power Supply: 100-240VAC, 50/60Hz
- Temperature Operating: 0°C to 40°C; Storage: -30°C to 70°C
- Charge Time Within 4.5 hours
- Charge Constant Current/Constant Voltage within temperature limits
- Length 270 mm
- Width 97 mm
- Height 92 mm
- Weight 0.5 kg

#### PHYSICAL CHARACTERISTICS

**Height:** 8.7 cm (3.4 in). **Width:** 23.4 cm (9.2 in). **Depth:** 27.7 cm (10.9 in).

Weight: 3.2 kg (7.1 lbs) with one set of REDI-PAK electrodes and one

nonrechargeable battery.

#### **REFERENCES**

- 1 Christenson J, et al. Chest Compression Fraction Determines Survival in Patients with Out-of-Hospital Ventricular Fibrillation. Circulation. 2009; 120: 1241-1247.
- 2 Stiell, I., et al. (2007). "The BIPHASIC Trial: A randomized comparison of fixed lower versus escalating higher energy levels for defibrillation in out-of-hospital cardiac arrest." Circulation. 115: 1511-1517.
- 3 Koster RW, et al., Recurrent ventricular fibrillation during advanced life support care of patients with prehospital cardiac arrest. Resuscitation. 2008; 78: 252-257.
- 4 2010 American Heart Association guidelines for cardiopulmonary resuscitation and emergency cardiac care science. Circulation. 2010.

All claims valid as of June 2015.

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com



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Fax 866 430 6115



Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA



# LIFEPAK® 1000 DEFIBRILLATOR

Genuine Accessories from Physio-Control

## LIFEPAK° 1000 DEFIBRILLATOR





### Genuine Accessories from Physio-Control

Ensure the safety of your staff and patients. Only Physio-Control accessories and disposables have been thoroughly tested with LIFEPAK products. Stick with the name you trust and the company that stands behind it. To order, contact your Physio-Control representative.

#### LIFEPAK° 1000 DEFIBRILLATOR

## Power Options / ECG Monitoring Accessories



Replacement Kit 11141-000100 (Non-Rechargeable) 11141-000161 (Rechargeable)



Rechargeable Battery Charger Kit Includes battery charger AC/DC power converter,

and power cord. For use with rechargeable battery only.

11140-000086 (European) 11140-000087 (UK) 11140-000088 (Australia/NZ) 11140-000089 (South Africa)



**Battery Charger Replacement Parts** 

11140-000085 (Battery Charger, LIFEPAK 1000)
11140-000091 (AC/DC power converter)
11140-000092 (Power Cord, North American)
11140-000093 (Power Cord, European)
11140-000094 (Power Cord, UK)
11140-000095 (Power Cord, Australia/NZ)
11140-000096 (Power Cord, South Africa)

#### **Therapy Accessories**



EDGE System™ Electrodes with QUIK-COMBO° Connector and REDI-PAK™ Preconnect System 11996-000017



Infant/Child Reduced Energy Defibrillation Electrode Starter Kit

For use only with LIFEPAK® 500 AEDs. For use on children less than 8 years of age or under 55 lbs.

11101-000017 11101-000016 (Replacement)



3-Wire ECG Cable (Lead II) 11111-000016 (AHA) 11111-000017 (IEC)



Adult ECG Electrodes 11100-000002 (LIFE-PATCH, not available in EU) 1700-003 (Cleartrace, available in EU)

## Training / Communication Accessories



#### **Clip-on Training Electrodes**

For use with QUIK-COMBO patient simulators. Allows users to practice defibrillation electrode placement.

**11250-000052** (5 pair) **11101-000003** (Replacement)



#### Patient Simulator (QUIK-COMBO)

Connects directly to your LIFEPAK defibrillator for safe, interactive training.

11996-000310 (3-Lead)

#### Trainer 1000



The Trainer 1000 provides realistic training for LIFEPAK 1000 defibrillator users. It utilizes the same screen messages, audible tones and voice prompts as those found in the LIFEPAK 1000 defibrillator to guide users-in-training through simulated analysis, energy delivery and prompted CPR intervals.

Trainer 1000

**99996-000117** North America **99996-000118** Central Europe

Trainer 1000 Bag

11996-000351 (Soft Bag) 11996-000352 (Hard Bag)

Trainer 1000 Remote 11996-000358

User Manual (CD)

**26500-003362** North America **26500-003363** Central Europe

Trainer 1000 Plug-in Charger

11996-000355 USA (A)

11996-000353 EUR (C)

11996-000356 GBR (G)

11996-000357 AUS (I)

Spare Fuse

21996-000071

Training Electrodes 11101-000004

#### LIFEPAK° 1000 DEFIBRILLATOR

## Cabinets and Mounting Options



Surface Mount (7" Return)

AED Wall Cabinet with Alarm 11220-000079 (White) 11220-000076 (Stainless)

AED Wall Cabinet with Alarm and Strobe

11220-000083 (White) 11220-000084 (Stainless)



Semi-Recessed (3" Return)

AED Wall Cabinet with Alarm 11998-000292 (White) 11220-000077 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated

11210-000026 (White)



Recessed Mount (1.5" Return)

AED Wall Cabinet with Alarm 11998-000293 (White) 11220-000078 (Stainless)

AED Wall Cabinet with Alarm, Fire Rated

11210-000027 (White)



AED Floor Stand Cabinet with Alarm 52" tall 14" x 17-3/8" high x 7" deep

11210-000028 (White) 11210-000029 (Gray)



AED Cabinet Window Replacement Kit 21300-006797



Wall Mount Bracket for LIFEPAK 1000 or LIFEPAK 500 Defibrillators

11210-000001



AMBU® First Responder Kit

Includes 2 sets of disposable vinyl gloves, 1 reusable mouth barrier mask, disposable razor, anti-microbial wipe, and 1 pair of trauma scissors.

**11998-000321** (Attached to case) **11998-000320** (Stored in case)



Hard Shell, Water-tight Carrying Case 11260-000023



Soft Shell Carrying Case

(Does not include shoulder strap)

11425-000007

11425-000012 (Shoulder Strap)

**Accessory Pouch** 

For 3-wire cable and/or other accessories.

11425-000001

## AED Wall Signs / Literature



Tent AED Location Sign 11998-000332 (w/logo, 7" x 8")



Flat AED Location Sign 11998-000330 (w/logo, 8" x 10")



T-mount AED Location Sign 11998-000331 (w/logo, 8" x 10") 11998-000333 (w/o logo, 8" x 10")



Tent ILCOR Location Sign 11998-000329 (w/logo, 7" x 8")



Flat ILCOR Location Sign 11998-000327 (w/logo, 8" x 10")



T-mount ILCOR Location Sign 11998-000328 (w/logo, 8" x 10")

#### Literature

#### **Operating Instructions**

(without Rechargeable Battery)
26500-001964 (English)
26500-002100 (Intl English)
26500-002581 (Russian)
26500-002122 (Spanish)
26500-003188 (T. Chinese)
26500-002120 (French)

#### **Operating Instructions**

(with Rechargeable Battery)
26500-002586 (Croatian)
26500-002580 (Czech)
26500-002576 (Danish)
26500-002121 (Dutch)
26500-002577 (Finnish)
26500-003459 (French)
26500-002118 (German)
26500-002582 (Greek)
26500-002583 (Hebrew)
26500-002579 (Hungarian)
26500-002119 (Italian)

26500-003189 (Korean)
26500-002603 (Lithuanian)
26500-002578 (Norwegian)
26500-003199 (Persian)
26500-003197 (Romanian)
26500-003187 (S. Chinese)
26500-002584 (Slovak)
26500-002585 (Slovenian)
26500-003460 (Spanish)
26500-002123 (Swedish)

26500-003462 (T. Chinese)
26500-003190 (Thai)
26500-003191 (Turkish)
26500-002587 (Serbian)
26500-003048 (Japanese)
26500-003101 (Canadian)
26500-003185 (Brazilian Portuguese)
26500-002575 (Iberian Portuguese)
26500-003457 (English)
26500-003458 (International English)
26500-003461 (Russian)

For further information contact your local Physio-Control representative or visit our website at www.physio-control.com or order online at store.physio-control.com.



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Toll Free Tel 1800 987 982 Toll Free Fax 1800 890 892

## HeartSine® samaritan® PAD 350P





#### Public Access Defibrillator with CPR Coaching

### **Lifesaving Technology for Public Access**

Sudden cardiac arrest strikes 7 million people a year worldwide with no warning and no pattern. There's little time to react and even less time to think. This means an Automated External Defibrillator (AED) must be close at hand, easy to use and ready to shock.

The HeartSine® samaritan® PAD 350P offers industry-leading value and environmental protection, all in an easy-to-operate system in the smallest and lightest package available.



#### **Ready to Shock**

**Portable and lightweight.** The samaritan PAD is much lighter 2.4 lbs and smaller than other defibrillators.

**Highest level of protection against dust and water.** With its IP56 rating, the samaritan PAD 350P defibrillator offers unmatched ruggedness.

**Clinically Validated Technology.**¹ The samaritan PAD 350P utilizes proprietary electrode technology and SCOPE™ biphasic technology, an escalating, low-energy waveform that automatically adjusts for differences in patient impedance.





#### **Easy-to-Follow Visual and Verbal Guides**

**User-friendly.** Easy-to-understand visual and voice prompts guide the rescuer through the entire resuscitation process, including CPR—a key link in the chain of survival.

**Two-button operation.** Only two buttons, ON/OFF and SHOCK, for straightforward operation.

**Always ready.** A System Status Ready Indicator flashes to show that the complete system is operational and ready for use. The device automatically runs a self-check each week.



"Apply pads to patient's bare chest as shown in picture"



"Stand clear of the patient"



"Safe to touch the patient"

#### **Simple to Own**

**Two parts, one expiration date.** The innovative Pad-Pak," an integrated battery and electrode single-use cartridge with one expiration date, offers one simple maintenance change every four years.

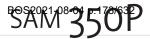
**Low cost of ownership.** With a shelf life of four years from date of manufacture, the Pad-Pak offers significant savings over other defibrillators that require separate battery and electrode replacements.



Pad-Pak and Pediatric-Pak™ with pre-attached electrodes.

The HeartSine samaritan PAD's built-in intelligence and unique Pediatric-Pak ensure the appropriate energy level is delivered for children, between 1 and 8 years of age or up to 55 lbs/25 kg.





Physical	With Pad-Pak" Inserted
Size:	8.0 in x 7.25 in x 1.9 in/20 cm x 18.4 cm x 4.8 cm
Weight:	2.4 lbs/1.1 kg

Defibrillator	
Waveform:	Self-Compensating Output Pulse Envelope (SCOPE")  optimized biphasic escalating waveform compensates energy, slope and duration for patient impedance

Patient Analysis System		
Method:	Evaluates patient's ECG, signal quality, electrode contact integrity and patient impedance to determine if defibrillation is required	
Sensitivity/Specificity:	Meets IEC/EN 60601-2-4	
Impedance Range:	20 - 230 ohms	

Environmental			
Operating/Standby Temperature:	32°F to 122°F/0°C to 50°C		
Transportation Temperature:	14°F to 122°F/-10°C to 50°C for up to two days.  If the device has been stored below 32°F/0°C, it should be returned to an ambient temperature of between 32°F to 122°F/0°C to 50°C for at least 24 hours before use.		
Relative Humidity:	5% to 95% (non-condensing)		
Enclosure:	IEC/EN 60529 IP56		
Altitude:	0 to 15,000 feet/0 to 4,575 meters		
Shock:	MIL STD 810F Method 516.5, Procedure 1 (40 G's)		
Vibration:	MIL STD 810F Method 514.5+, Procedure 1 Category 4 Truck Transportation – US Highways Category 7 Aircraft – Jet 737 & General Aviation		
EMC:	IEC/EN 60601-1-2		
Radiated Emissions:	IEC/EN 55011		
Electrostatic Discharge:	IEC/EN 61000-4-2 (8 kV)		
RF Immunity:	IEC/EN 61000-4-3 80 MHZ-2.5 GHZ, (10 V/m)		
Magnetic Field Immunity:	IEC/EN 61000-4-8 (3 A/m)		
Aircraft:	RTCA/DO-160G, Section 21 (Category M) RTCA/DO-227 (TSO/ETSO-C142a)		
Falling Height:	3.3 feet/1 meter		

Energy Selection			
Pad-Pak:	Shock 1: 150J;	Shock 2: 150J;	Shock 3: 200J
Pediatric-Pak:	Shock 1: 50J;	Shock 2: 50J;	Shock 3: 50J
Charging Time			
New Battery:	Typically 150J i	n < 8 seconds, 2	00J in < 12 seconds
Event Recording			
Туре:	Internal Memo	ory	
Memory:	90 minutes of ECG (full disclosure) and event/ incident recording		
Review:	Custom USB data cable (optional) directly connected to PC with Saver EVO® Windows-based data review software		
Materials Used			

ABS, Santoprene

Pad-Pak — Electrode and Battery Cartridge

Hydrogel, Silver, Aluminum and Polyester

Adult Pad-Pak (Pad-Pak-01) and Pediatric Pad-Pak (Pad-Pak-02) *TSO/ETSO-certified aviation Pad-Pak also available		
Shelf Life/Standby Life:	See the expiration date on the Pad-Pak/Pediatric-Pak (4 years from manufacture date)	
Weight:	0.44 lbs/0.2 kg	
Size:	3.93 in x 5.24 in x .94 in/10 cm x 13.3 cm x 2.4 cm	
Battery Type:	Disposable single-use combined battery and defibrillation electrode cartridge (lithium manganese dioxide (LiMnO2) 18V)	
Battery Capacity (New):	> 60 shocks at 200J or 6 hours of continuous monitoring	
Electrodes:	HeartSine samaritan disposable defibrillation pads are supplied as standard with each device	
Electrode Placement:	Anterior-lateral (Adult); Anterior-posterior or Anterior-lateral (Pediatric)	
Electrode Active Area:	15 in²/100 cm²	
Electrode Cable Length:	3.3 feet/1 meter	
Aircraft Safety Test (TSO/ETSO-certified Pad-Pak):	RTCA/DO-227 (TSO/ETSO-C142a)	

<sup>1.</sup> Simon J. Walsh, Anthony J.J. McClelland, Colum G. Owens, James Allen, John McCanderson, Colin Turner, A.A. Jennifer Adgey, Efficacy of Distinct Energy Delivery Protocols Comparing Two Biphasic Defibrillators for Cardiac Arrest, Am J Cardiol 2004;94:378–380.

#### **EMEA/APAC**

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The HeartSine products described in this brochure meet the European Medical Directive requirement.

**Housing:** 

**Electrodes:** 



CAUTION: U.S. Federal law restricts this device to sale by or on the order of a licensed practitioner.

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## HeartSine® samaritan® PAD 450P

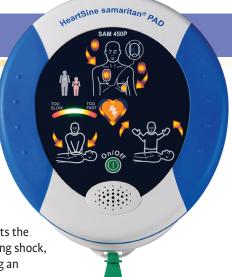


Public Access Defibrillator with Integrated CPR Rate Advisor™

### Key Link in the Chain of Survival

Cardiopulmonary Resuscitation (CPR) and Automated External Defibrillators (AEDs) are key links in the chain of survival of sudden cardiac arrest (SCA). Some cardiac events are treatable with effective CPR alone. Others require a combination of effective CPR and the delivery a lifesaving shock by an AED. Either way, every minute counts. Typically, only about five percent of SCA victims survive. However, survival rates can increase up to 74% if CPR and a shock from an AED are provided within three minutes of collapse. Reducing response time by even one or two minutes from collapse to shock can mean the difference between death and survival.<sup>2</sup>

More than a simple AED, the HeartSine® samaritan® PAD 450P with integrated CPR Rate Advisor™ meets the needs of two key links in the chain of survival. Not only can the samaritan PAD 450P deliver a lifesaving shock, it provides real-time visual and verbal feedback to the rescuer on the rate of CPR compressions during an SCA resuscitation — effectively assisting the rescuer to perform CPR.



#### **Real-Time CPR Rate Feedback**

**ICG-Based Feedback.** With its revolutionary technology, HeartSine's proprietary CPR Rate Advisor detects the rate of CPR being applied via the defibrillator electrodes, without the addition of accelerometers (or pucks) commonly used in other AED solutions.

**Easy-to-Follow Visual and Verbal Guides.** Designed for ease of use, the samaritan PAD 450P uses easy-to-understand visual and voice prompts to guide the rescuer through the entire CPR process, providing specific feedback on the rate of compressions.

**Improved CPR Fraction.** To improve hands-on time for CPR delivery, the samaritan PAD 450P continues to remind the rescuer to perform CPR when no CPR is detected.





No CPR being performed/"Begin CPR"

"Push Faster"

"Good Speed"

"Push Slower"

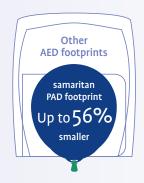
Visual indicators and verbal feedback tell the rescuer if the rate of CPR is in line with the AHA guidelines.

#### **Ready to Shock**

**Highest level of protection from dust and water.** With its IP56 rating, the samaritan PAD 450P defibrillator offers unmatched ruggedness.

**Clinically Validated Technology.**³ The samaritan PAD 450P utilizes proprietary electrode technology and SCOPE™ biphasic technology, an escalating, low-energy waveform that automatically adjusts for differences in patient impedance.

**Most compact design.** At 2.4 lbs and with a compact footprint, the samaritan PAD is the most portable AED on the market.





#### **Simple to Own**

**Two parts, one expiration date.** The innovative Pad-Pak,™ an integrated battery and electrode single-use cartridge with one expiration date, offers one simple maintenance change every four years.

**Low cost of ownership.** With a shelf life of four years from date of manufacture, the Pad-Pak offers significant savings over other defibrillators that require separate battery and electrode replacements.

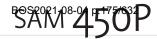


Pad-Pak and Pediatric-Pak™ with pre-attached electrodes.

The HeartSine samaritan PAD's built-in intelligence and unique Pediatric-Pak ensure the appropriate energy level is delivered for children, between 1 and 8 years of age or up to 55 lbs/25 kg.

CPR Rate Advisor is deactivated when the Pediatric-Pak is in use.





Physical	With Pad-Pak <sup>™</sup> Inserted
Size:	8.0 in x 7.25 in x 1.9 in/20 cm x 18.4 cm x 4.8 cm
Weight:	2.4 lbs/1.1 kg

Defibrillator	
Waveform:	Self-Compensating Output Pulse Envelope (SCOPE")  optimized biphasic escalating waveform compensates energy, slope and duration for patient impedance

Patient Analysis System		
Evaluates patient's ECG, signal quality, electrode contact integrity and patient impedance to determine if defibrillation is required		
Sensitivity/Specificity:	Meets IEC/EN 60601-2-4	
Impedance Range:	20 - 230 ohms	

Environmental			
Operating/Standby Temperature:	32°F to 122°F/0°C to 50°C		
Transportation Temperature:	14°F to 122°F/–10°C to 50°C for up to two days.  If the device has been stored below 32°F/0°C, it should be returned to an ambient temperature of between 32°F to 122°F/0°C to 50°C for at least 24 hours before use.		
Relative Humidity:	5% to 95% (non-condensing)		
Enclosure:	IEC/EN 60529 IP56		
Altitude:	0 to 15,000 feet/0 to 4,575 meters		
Shock:	MIL STD 810F Method 516.5, Procedure 1 (40 G's)		
Vibration:	MIL STD 810F Method 514.5+, Procedure 1 Category 4 Truck Transportation – US Highways Category 7 Aircraft – Jet 737 & General Aviation		
EMC:	IEC/EN 60601-1-2		
Radiated Emissions:	IEC/EN 55011		
Electrostatic Discharge:	IEC/EN 61000-4-2 (8 kV)		
RF Immunity:	IEC/EN 61000-4-3 80 MHZ-2.5 GHZ, (10 V/m)		
Magnetic Field Immunity:	IEC/EN 61000-4-8 (3 A/m)		
Aircraft:	RTCA/DO-160G, Section 21 (Category M) RTCA/DO-227 (TSO/ETSO-C142a)		
Falling Height:	3.3 feet/1 meter		

Energy Selection			
Pad-Pak:	Shock 1: 150J;	Shock 2: 150J;	Shock 3: 200J
Pediatric-Pak:	Shock 1: 50J;	Shock 2: 50J;	Shock 3: 50J
Charging Time			
New Battery:	Typically 150J i	n < 8 seconds, 20	00J in < 12 seconds
Event Recording			
Туре:	Internal Memo	ory	
Memory:	90 minutes of ECG (full disclosure) and event/incident recording		
Review:	Custom USB data cable (optional) directly connected to PC with Saver EVO™ Windows-based data review software		

Materials Used	
Housing:	ABS, Santoprene
Electrodes:	Hydrogel, Silver, Aluminum and Polyester

	· · · · · · · · · · · · · · · · · · ·
Electrodes:	Hydrogel, Silver, Aluminum and Polyester
Pad-Pak — Electrode and Battery Cartridge Adult Pad-Pak (Pad-Pak-01) and Pediatric Pad-Pak (Pad-Pak-02) *TSO/ETSO-certified aviation Pad-Pak also available	
Shelf Life/Standby Life:	See the expiration date on the Pad-Pak/Pediatric-Pak (4 years from manufacture date)
Weight:	0.44 lbs/0.2 kg
Size:	3.93 in x 5.24 in x .94 in/10 cm x 13.3 cm x 2.4 cm
Battery Type:	Disposable single-use combined battery and defibrillation electrode cartridge (lithium manganese dioxide (LiMnO2) 18V)
Battery Capacity (New):	> 60 shocks at 200J or 6 hours of continuous monitoring
Electrodes:	HeartSine samaritan disposable defibrillation pads are supplied as standard with each device
Electrode Placement:	Anterior-lateral (Adult); Anterior-posterior or Anterior-lateral (Pediatric)
Electrode Active Area:	15 in²/100 cm²
Electrode Cable Length:	3.3 feet/1 meter
Aircraft Safety Test (TSO/ETSO-certified Pad-Pak):	RTCA/DO-227 (TSO/ETSO-C142a)

- 1. Valenzuela TD, et al. 2000. Outcomes of Rapid Defibrillation by Security Officers After Cardiac Arrest in Casinos. New England Journal of Medicine. 343:1206-09.
- 2. Mosesso VN Jr. MD, et al. 2002. Proceedings of the National Center for Early Defibrillation Police AED Issues Forum. Prehospital Emergency Care. 6(3):273–82.
- 3. Simon J. Walsh, Anthony J.J. McClelland, Colum G. Owens, James Allen, John McCanderson, Colin Turner, A.A. Jennifer Adgey, Efficacy of Distinct Energy Delivery Protocols Comparing Two Biphasic Defibrillators for Cardiac Arrest, Am J Cardiol 2004;94:378-380.

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The HeartSine products described in this brochure meet the European Medical Directive requirement.



CAUTION: U.S. Federal law restricts this device to sale by or on the order of a licensed practitioner.

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Lifesaving, Pure and Simple



www.heartsine.com









Video Laryngoscope

## **ACCESSORIES**







# Thank you for choosing Physio-Control as your partner in helping save lives and improve patient care.

The McGRATH® MAC EMS video laryngoscope is shipped with one battery and the Instructions for Use. Disposable blades are shipped separately. In this catalog you will find an overview of blades and additional accessories available for the McGRATH® MAC EMS. If you have any questions about accessories or disposables, please contact your Physio-Control representative.



## Disposable Laryngoscope Blades

McGRATH® MAC Disposable Laryngoscope Blades are high performance, low-cost, single-use sterile blades. They are used for routine as well as many difficult airways, from pediatric to adult patients. They have a Macintosh-like curvature and are therefore easy to use with limited training. McGRATH® MAC Blades are made of robust optical polymer and blade lenses are coated with hydrophilic optical surface treatment. They are packed individually and shipped in cartons of 10 or 50.



#### McGRATH® MAC 2 Disposable Laryngoscope Blade

Designed for pediatric patients older than eight weeks or at least 4.5 kg. Packed individually and shipped in cartons of 10 or 50.

Carton of 50 11996-000395 Carton of 10 11996-000414



#### McGRATH® MAC 3 Disposable Laryngoscope Blade

Designed for a dult patients. Packed individually and shipped in cartons of  $10\ \mbox{or}\ 50.$ 

Carton of 50 11996-000396 Carton of 10 11996-000415



#### McGRATH® MAC 4 Disposable Laryngoscope Blade

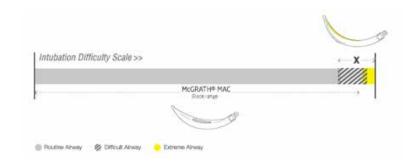
Designed for large adult patients. Packed individually and shipped in cartons of 10 or 50.

Carton of 50 11996-000397 Carton of 10 11996-000416

## McGRATH® X blade™

The McGRATH® X blade™ is a sterile disposable single-use blade that extends the range of proprietary disposable laryngoscope blades for the McGRATH® MAC EMS system. The X blade™ contains a sweeping acute curvature for extreme airways, complementing the existing range of McGRATH® MAC Disposable Laryngoscope Blades which are utilized in routine to difficult airways.





#### McGRATH® X3 Disposable Laryngoscope Blade

Designed for adult patients with extreme anterior airways. Packed individually and shipped in cartons of 10.

11996-000398

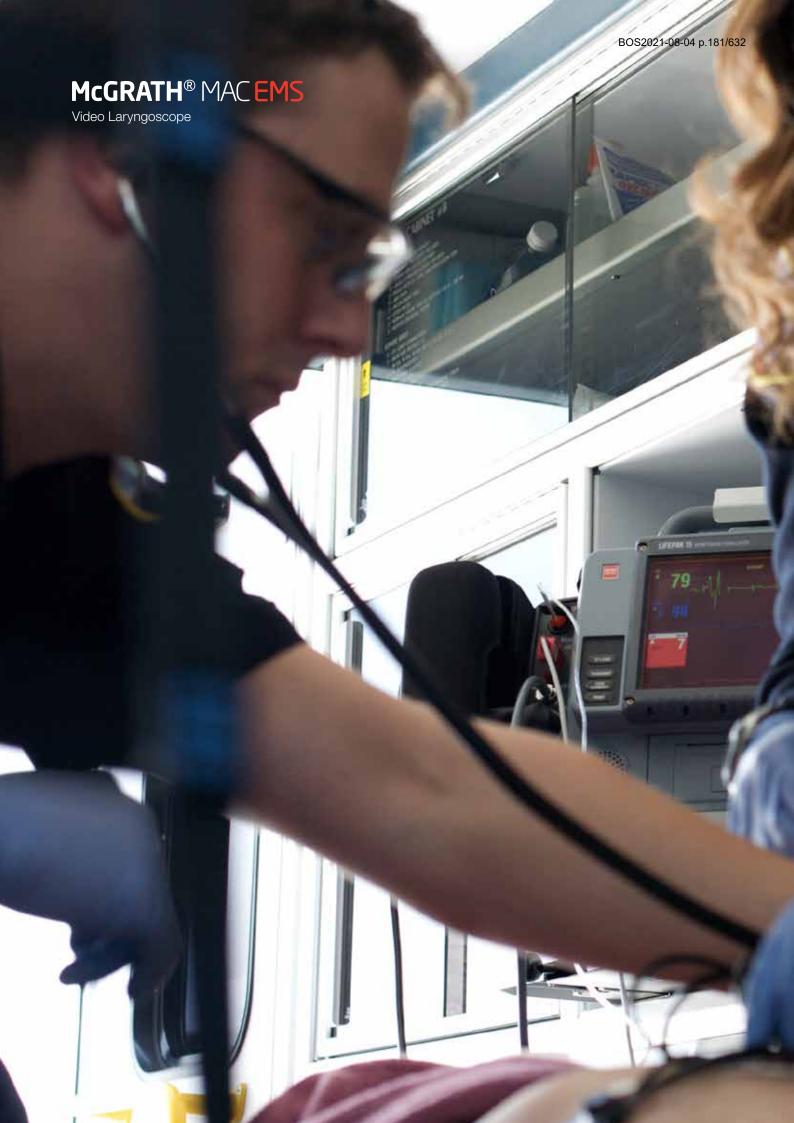
## Replacement Batteries



The McGRATH® MAC EMS utilizes 3.6V Lithium power cells, which provide up to 250 minutes of usage. A representation of minutes remaining is displayed on screen. The on/off power switch is integrated into the battery pack, so when a new battery is fitted, the on/off function is renewed, keeping the product young.

#### McGRATH® 3.6V EMS Battery

The McGRATH® MAC EMS is shipped with one 3.6V EMS Battery. Replacement batteries are shipped individually. 11996-000394





#### All accessories are latex free.

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com.



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## LIFEPAK® 20e DEFIBRILLATOR/MONITOR

with CodeManagement Module™

Amidst financial pressures and evolving guidelines, your hospital remains focused on saving lives. With the LIFEPAK® 20e defibrillator/monitor, you get the lifesaving power and ease of use that are essential for swift, successful response to today's codes, plus something more—the ability to improve your code management for tomorrow's emergencies.



## Improving code performance is a top priority for today's hospitals. And for us.

You need defibrillation equipment you can depend on in that moment when saving a life is the only thing that matters. And you need the right tools to monitor, document and review each code event to respond even better the next time. All of this is key for effective code management—and we designed the LIFEPAK 20e defibrillator/monitor with CodeManagement Module to deliver it.

As part of the Physio-Control Code Management System, the 20e meets all your defibrillator/monitor needs in a compact, affordable package. Designed specifically for crash cart use, it is simple yet powerful, and ready when you are. With features like capnography, a CPR metronome, and the ability to remotely send data to CODE-STAT<sup>TM</sup> data review, the LIFEPAK 20e defibrillator/monitor with CodeManagement Module helps your hospital meet the demands of performance improvement and better prepare for tomorrow's emergencies.

CodeManagement Module adds new capabilities to the 20e to transform the way your hospital manages codes.

## The LIFEPAK 20e Defibrillator/Monitor with CodeManagement Module

#### Easy to use for both BLS and ALS teams

- With an intuitive door system, the 20e functions as an automated external defibrillator (AED) for your BLS teams, who can begin early defibrillation before the code team arrives
- Standardized and clear user interface, so teams who also use the LIFEPAK 12 and LIFEPAK 15 devices will recognize it immediately
- Larger code clock provides better visibility throughout the room and a centralized device to use for time management and documentation
- Compact, ergonomic footprint ensures stability and efficiency during patient transport
- Auto-send of patient and device data facilitates quality improvement review and hospital-wide device tracking\*

#### Powerful to improve your resuscitation management

- Capnography (Class I recommendation for ET tube confirmation and monitoring in the 2010 AHA and ERC guidelines) aids ET tube placement and CPR effectiveness\*
- Other advanced monitoring parameters include ECG (3- or 5-wire), pacing, pulse oximetry
- Metronome helps rescuers perform compressions at the AHA Guideline rate of 100/minute
- 360J biphasic technology allows highest available energy for difficult-to-defibrillate patients
- Wirelessly transmits\* patient data to CODE-STAT\*\* software for post-event review, to capture event data and facilitate code response improvement

#### Ready for when your team needs to respond

- Performs daily readiness self-check
- LIFENET® Asset status wirelessly monitors device data including battery charge status, updates and self-tests, and enables your biomed team to do upgrades that would have previously required a service call
- Battery status indicator
- Runs on long-lasting Lithium-ion internal battery\*\*\*, connects to AC power
- On-site inservice training by dedicated nurses, clinical training materials
- On-site service and off-site biomed training solutions available

#### \* Available when using optional CodeManagement Module.

- \*\* CODE-STAT software now available as a subscription. Ask your sales representative for details.
- \*\*\* CodeManagement Module runs on a separate but equally long-lasting Lithium-ion battery. Both are connected to AC power using a single cord.

#### Flexible to fit your hospital's needs

A choice of purchase options for an integrated system that works together seamlessly and adds new features without breaking standardization:

- Purchase new LIFEPAK 20e defibrillator/monitors or upgrade 20/20e software to add metronome and larger code clock
- Extend the capabilities of your existing 20e devices by adding CodeManagement Module
- Purchase new LIFEPAK 20e defibrillator/monitors with CodeManagement Module



**AED Mode** for BLS teams

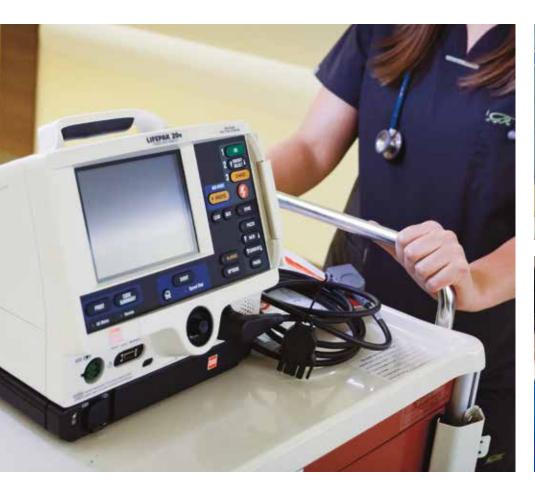


#### Manual Mode

for ALS teams

# Meet today's highest standards of code management—and improve your hospital's performance for tomorrow's emergencies.

Physio-Control not only supplies lifesaving technology like the LIFEPAK 20e defibrillator/monitor, we also help you get your cardiac resuscitation devices, protocols, departments and people in sync across the entire hospital. So you can respond better to evolving guidelines and requirements, improve code performance and efficiency, and give your teams a better chance of ensuring the right outcomes today—and even better ones tomorrow.







#### The Physio-Control Code Management System



#### Readiness

The Code Management System gives you the visibility, insight and control to make sure your people and equipment are fully prepared, so your hospital has the resources to better handle a code wherever and whenever it occurs. The right start is everything when it comes to a favorable outcome.



#### Response

The Code Management System is based on our decades of experience working with the real-world needs of hospitals like yours. We know that our equipment must be powerful but easy to use, so you can respond to codes early and effectively for the best possible outcomes.



#### Review

The Code Management System enables you to easily collect and review post-event data for quality improvement, providing your trained staff valuable information to reduce risk and drive improved lifesaving performance.



#### Prevention

With Code Management System technologies, you can extend your hospital's monitoring capabilities, better assess patient status, and give rapid response teams the information they need to provide fast, effective care. Think of it as giving your teams a vital head start should a patient's condition start to deteriorate.

The LIFEPAK 20e defibrillator/monitor with CodeManagement Module is an integral part of the Physio-Control Code Management System. It wirelessly transmits device data for readiness, delivers advanced technology for sophisticated defibrillation, works with other Physio-Control technologies to improve CPR performance, and transmits patient data for post-event review.

#### LIFEPAK® 20e DEFIBRILI ATOR/MONITOR

#### **SPECIFICATIONS**

#### **GENERAL**

The LIFEPAK 20e defibrillator/monitor has seven main operating modes:

Manual Mode: Provides a normal operating capability for ALS users. Allows access to manual mode energy selections up to 360J, synchronized cardioversion and pacing. ECG waveform is displayed.

**AED Mode:** Provides a normal operating capability for BLS users. All user features are available except manual defibrillation, synchronized cardioversion, pacing, and access to archived patient records. Provides shock energy defaults up to 360J. User selectable option to display ECG waveforms and/or visual AED prompts.

**Setup Mode:** Allows the operator to configure the device settings.

**Service Mode:** Allows the operator to execute diagnostic tests and calibrations, to display device module software and hardware versions, and to display and print the diagnostic code log.

Inservice Mode: Simulated waveforms are available for demonstration purposes. The waveforms consist of short segments of realistic data, which are repeated to form a continuous waveform.

**Archive Mode:** Provides operator the opportunity to access records of previous patients for review, transmission, printing, editing or deletion.

Auto Test Mode: Performs daily self-tests.

#### **POWER**

The device is an AC line operated device with an internal battery as backup.

**AC Powered:** 100–120 VAC 50/60Hz, 220–240 VAC 50/60 Hz, total power draw less than 120 Volt-Amperes (VA).

**Internal Battery Backup:** A new fully-charged internal backup battery will provide the following prior to shutdown:

	TOTAL	AFTER LOW BATTERY
Monitoring plus SpO2: (minutes):	210	5
Monitoring, plus pacing (at 100ma, 60 ppm), plus SpO <sub>2</sub> (minutes):	110	2
Defibrillation (360J discharges):	140	3

**Battery Charge Time:** <4 hours when device is powered off and AC power is applied.

Low Battery Indication and Message: When the device is unplugged from AC power, it switches to battery. When the battery gets low, the battery status indicator displays one yellow segment and a "low battery" message and warning tone occurs. Shortly thereafter the status indicator displays one flashing red segment, the "low battery; connect to AC power" message appears, and a warning tone occurs.

Service Indicator: LED illuminates when service is required.

#### PHYSICAL CHARACTERISTICS

#### Weight:

- Fully featured defibrillator/monitor (pacing, Sp02 and door, without paper or cables) 5.58 kg (12.3 lbs)
- QUIK-COMBO® cable: 0.20 kg (.43 lbs)
- Standard (hard) paddles: 0.88 kg (1.95 lbs)

**Height:** 21.3 cm (8.4 in) **Width:** 26.2 cm (10.3 in) **Depth:** 26.2 cm (10.3 in)

#### DISPLAY

Size (active viewing area): 115.18 mm (4.53 in) wide x 86.38 mm (3.4 in) high

Resolution: 320 x 240 dot color active LCD

Displays a minimum of 3.7 seconds of ECG and alpha numeric for values, device instructions or prompts

Option to display one additional waveform

**Waveform display sweep speed:** 25 mm/sec for ECG and SpO<sub>2</sub>

#### DATA MANAGEMENT

The device can easily print a CODE SUMMARY™ critical event record, including an introduction with patient information and critical event record. The summary report also includes event and vital signs log, and waveforms associated with certain events. The device can print archived patient records.

#### COMMUNICATIONS

The device is capable of transferring data records by IrDA.

#### MONITOR

#### ECG

ECG can be monitored through 3-wire or 5-wire ECG cables.

Standard paddles or therapy electrodes (QUIK-COMBO pacing/defibrillation/ECG electrodes or FAST-PATCH® disposable defibrillation/ECG electrodes) are used for paddles lead monitoring.

Compatible with LIFEPAK 12 ECG and therapy cables.

#### Lead Selection:

Leads I, II and III, (3-wire ECG cable)

Leads I, II, III, AVR, AVL, and AVF, V (c) acquired simultaneously, (5-wire ECG cable)

**ECG size:** 4, 3, 2.5, 2, 1.5, 1, 0.5, 0.25 cm/mV **Heart Rate Display:** 20–300 bpm digital display

Out of Range Indication: Display symbol "---"

Heart symbol flash for each QRS detection

Continuous Patient Surveillance System (CPSS): In AED mode, while Shock Advisory System™ is not active, CPSS monitors the patient via QUIK-COMBO paddles or Lead II ECG for potentially shockable rhythms.

**Voice Prompts:** Used for selected warnings and alarms (Configurable On/Off)

Analog ECG Output:  $1V/mV \times 1.0 \text{ gain} < 35 \text{ ms}$  delay Common Mode Rejection: 90 db at 50/60 Hz

#### SpO<sub>2</sub>

Masimo SET®

Additional configuration available for compatibility with select Nellcor sensors

Saturation Range: 1 to 100%

Saturation Accuracy: 70-100% (0-69% unspecified)

#### Adults/Pediatrics:

+/- 2 digits (during no motion conditions)

+/- 3 digits (during motion conditions)

#### Neonates:

- +/- 3 digits (during no motion conditions)
- +/- 3 digits (during motion conditions)

Dynamic signal strength bar graph

Pulse tone at the onset of the pleth waveform

**Sp0<sub>2</sub> Update Averaging Rate:** User selectable 4, 8, 12 or 16 seconds

Sp02 Measurement: Functional Sp02 values are displayed

Pulse Rate Range: 25 to 240 pulses per minute

Pulse Rate Accuracy: (Adults/Pediatrics/Neonates)

+/- 3 digits (during no motion conditions) +/- 5 digits (during motion conditions)

SpO<sub>2</sub> waveform with autogain control

#### ALARMS

Quick Set: Activates alarms for all parameters

**VF/VT Alarm:** Activates continuous CPSS monitoring in Manual Mode

#### PRINTER

Prints continuous strips of the displayed patient

Paper size: 50 mm (2.0 in)

**Print speed:** Continuous ECG 25 mm/sec +/- 5% (measured in accordance with AAMI EC-11, 4.2.5.2)

Delay: 8 seconds

Autoprint: Waveform events print automatically

(user configurable)

Print Speed for CODE SUMMARY Reports: 25 mm/sec

#### FREQUENCY RESPONSE

**Diagnostic:** 0.05 to 150 Hz or 0.05 to 40 Hz (user configurable)

Monitor: 0.67 to 40 Hz or 1 to 30 Hz (user configurable)

Paddles: 2.5 to 30 Hz

**Analog ECG Output:** 0.67 to 32 Hz (except 2.5 to 30 Hz for paddles ECG)

#### DEFIBRILLATOR

**Waveform:** Biphasic Truncated Exponential. The following speci-fications apply from 25 to 200 ohms, unless otherwise specified.

**Energy Accuracy:**  $\pm 1$  joule or 10% of setting, whichever is greater, into 50 ohms  $\pm 2$  joule or 15% of setting, whichever is greater, into any impedance from 25–100 ohms

**Voltage Compensation:** Active when disposable therapy electrodes are attached. Energy output within  $\pm$  5% or  $\pm$  1 joule, whichever is greater, of 50 ohm value, limited to the available energy which results in the delivery of 360 joules into 50 ohms.

PATIENT IMPEDENCE	PHASE 1 DURATION (MS)		PHASE 2 DURATION (MS)	
	MIN.	MAX.	MIN.	MAX.
25	5.1	6.0	3.4	4.0
50	6.8	7.9	4.5	5.3
100	8.7	10.6	5.8	7.1
125	9.5	11.2	6.3	7.4

#### Paddle Options:

- QUIK-COMBO pacing/defibrillation/ECG electrodes (standard)
- Standard adult paddles with embedded pediatric paddles (optional)
- Internal handles with discharge control (optional)
- External sterilizable paddles (optional)

**Cable length:** 2.4 meter (8-foot) long QUIK-COMBO cable (not including electrode assembly)

#### MANUAL

Energy Select: 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 100, 125, 150, 175, 200, 225, 250, 275, 300, 325, and 360 joules and user configurable sequence of 100–360, 100–360, 100–360 joules

#### Charge time:

- Charge time to 200J <5 seconds with fully charged battery</li>
- Charge time to 360J <7 seconds with fully charged battery</li>
- Charge time to 360J <10 seconds while not in low battery operations

#### **Synchronized Cardioversion:**

- Energy transfer begins within 60 ms of the QRS peak
- Energy transfer begins within 25 ms of the External Sync Pulse
- External Sync Pulse; 0–5V (TTL Level) Pulse, active High,
   5 ms in duration, no closer than 200 ms apart and no further than 1 second apart

#### AED

Shock Advisory System is an ECG analysis system that advises the operator if the algorithm detects a shockable or nonshockable ECG rhythm. The shock advisory system acquires ECG via therapy electrodes only.

**Shock Ready Time:** Using a fully charged battery at normal room temperature, the device is ready to shock within 16 seconds of power on, if initial rhythm finding is "Shock Advised"

The AED mode of the LIFEPAK 20e defibrillator/monitor is not intended for use on children less than 8 years of age.

#### cprMAX $^{\text{TM}}$ technology Setup Options (items marked with \* are default settings)

- Stacked Shocks: Off\*. On
- Initial CPR: Off\*, Analyze First, CPR First
- Preshock CPR: Off\*, 15, 30 seconds
- Pulse Check: Never\*, After Second No Shock Advised, After Every No Shock Advised, Always
- CPR Time 1 & 2: 15, 30, 45, 60, 90, 120\*, 180 seconds, 30 minutes

Users should refer to the LIFEPAK 20e defibrillator/monitor operating instructions for details on how to customize the configuration of their devices to hospital protocols.

#### PACER

**Pacing Mode:** Demand or nondemand rate and current defaults (user configurable)

Pacing Rate: 40 to 170 ppm

Rate Accuracy: +/- 1.5% over entire range.

Output Waveform: Monophasic, amplitude stable to +/- 5% relative to leading edge for currents greater than or equal to 40 mA, Duration 20 +/- 1 ms, Rise/Fall times <= 1 ms 110–90% levels!

Output Current: 0 to 200 mA

**Pause:** Pacing pulse frequency reduced by a factor of 4 when activated

Refractory Period: 200 to 300 ms +/- 3% (function of rate)

#### ENVIRONMENTAL

Temperature, Operating: 5 to 40° C (41 to 104°F)

**Temperature, Nonoperating:**  $-20 \text{ to } +60^{\circ} \text{ C } (-4 \text{ to } +140^{\circ} \text{ F})$  except therapy electrodes

Relative Humidity, Operating: 5 to 95%, noncondensing

**Atmospheric Pressure, Operating:** Ambient to 522 mmHg (0 to 3,048 meters) (0 to 10,000 feet)

Water Resistance, Operating (without accessories except for ECG Cable and hard paddles): IPX1 (spillage) per IEC 60601-1 clause 44.6

Vibration: MIL-STD-810E Method 514.4, Cat 1

**Shock (Drop):** 1 drop on each side from 45.7 cm (18 in.) onto a steel surface

#### **FMC**

IEC 60601-1-2: 2001/EN 60601-1-2:2001, Medical Equipment-General Requirements for Safety-Collateral Standard: Electromagnetic Compatibility-Requirements and Tests

IEC 60601-2-4:2002; Clause 36/EN 60601-2-4:2003; Clause 36, Particular Requirements for the Safety of Cardiac Defibrillators and Cardiac Defibrillator Monitors

All specifications are at 20° C (68° F) unless otherwise stated.

#### **CodeManagement MODULE.**

#### **SPECIFICATIONS**

#### PHYSICAL CHARACTERISTICS

CodeManagement Module adds 3.6 lb (1.63 kg) to LIFEPAK 20/20e defibrillator/monitors.

Size (maximum) of LIFEPAK 20/20e device with CodeManagement Module

**Height:** 10.0 in (25.4 cm) **Width:** 10.3 in (26.2 cm) **Depth:** 11.7 in (29.7 cm)

#### DISPLAY

**POWER** 

With CodeManagement Module, the LIFEPAK 20e defibrillator/monitor displays a minimum of 3.7 seconds of ECG and alphanumerics for values, device instructions, or prompts

Waveform display sweep speed: 12.5 mm/sec for  $CO_2$ 

#### LIFEPAK 20/20e defibrillator/monitor with CodeManagement Module

**AC Powered:** 100–120 VAC 50/60Hz, 220–240 VAC 50/60 Hz, total power draw less than 150 Volt-Amperes (VA)

**Internal Battery Backup:** Lithium-ion. Batteries charge while device operates from AC Power.

Low Battery Indication and Message: When the device is unplugged from AC power, it switches to battery. When battery gets low on the CodeManagement Module, the defibrillator indicates with a message to connect to AC power in the status area, and a warning tone occurs.

**Battery charge time:** < 4 hours when device is powered off and AC power is applied

**Operating time:** A new fully-charged internal backup battery will provide at least 210 minutes of monitoring prior to shutdown.

#### CO<sub>2</sub> MONITORING

**Drift of Measurement Accuracy:** No drift in accuracy for at least 6 hours

Respiration Rate Accuracy: 0 to 70 bpm: ±1 bpm 71 to 99 bpm: ±2 bpm

Respiration Rate Range: 0 to 99 breaths/minute C02 Range: 0 to 99 mmHg (0 to 13.2 kPa) Units: mmHg, %, or kPa

Flow Rate: 42.5 to 65 ml/min (measured by volume)

Rise Time: 190 msec

Response Time: 4.5 seconds maximum (includes delay time

and rise time)

Initialization Time: 30 seconds (typical), 10–180 seconds Ambient Pressure: Automatically compensated internally

 $\begin{tabular}{lll} \textbf{Waveform Scale Factors:} & Autoscale, 0-20 mmHg (0-4 Vol%), 0-50 mmHg (0-7 Vol%), 0-100 mmHg (0-14 Vol%) \\ \end{tabular}$ 

#### CO<sub>2</sub> Accuracy

	CO2 PARTIAL PRESSURE AT SEA LEVEL:	ACCURACY:
(0-80 bpm)*	0 to 38 mmHg (0 to 5.1 kPa)	±2 mmHg (0.27 kPa)
	39 to 99 mmHg (5.2 to 13. kPa)	±5% of reading + 0.8% for every 1 mmHg (0.13 kPa) above 38 mmHg (5.2 to 13. kPa)
(>80 bpm)*	0 to 18 mmHg (0 to 2.4 kPa)	±2 mmHg (0.27 kPa)
	19 to 99 mmHg (2.55 to 13.3 kPa)	±4 mmHg (0.54 kPa) or ±12% of reading, whichever is higher

\*For RR > 60 bpm, to achieve specified CO2 accuracy, the Microstream® Filterline® H Set for infants must be used.

#### DATA MANAGEMENT AND TRANSMISSION

The LIFEPAK 20/20e device captures and stores patient data, events (including waveforms and annotations), and continuous ECG and CO<sub>2</sub> waveform records in internal memory.

Wireless data transmission via LIFENET network.

#### WIRELESS NETWORKS

The LIFEPAK 20/20e device with the CodeManagement Module supports the following:

- 802.11a, b, g, and n wireless networking standards
- Security types:
- Open
- WPA-Personal
- WPA2-Personal
- WPA-Enterprise
- WPA2-Enterprise
- Enterprise authentication protocols:
- EAP-TLS
- EAP-TTLS
- PEAP/MSCHAPv2
- TCP/IP support
- Internet Protocol Version 4 (IPv4)
- IP addressing: automatically obtains IP address, or a static address may be assigned.
- DNS servers: automatically obtains DNS server address, or static addresses of the primary and secondary DNS servers may be assigned.

## Physio-Control Family of Products and Services

#### Defibrillators/Monitors



#### LIFEPAK CR® Plus Automated External Defibrillator

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest.



#### LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the 1000 to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.



#### LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the standard in emergency care for ALS teams who want the most clinically innovative, operationally effective and LIFEPAK TOUGH™ device available today. The 15 offers sophisticated clinical technologies with a rich array of features—like the most powerful escalating energy available (up to 360J), advanced monitoring parameters and a completely upgradable platform.



#### LIFEPAK® 20e Defibrillator/Monitor with CodeManagement Module™

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care. The CodeManagement Module adds waveform capnography and wireless connectivity to enhance your hospital's ability to effectively manage resuscitations from preparedness through review.

#### **CPR Assistance**



#### **LUCAS® 2 Chest Compression System**

Designed to provide effective, consistent and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.



#### TrueCPR™ Coaching Device

TrueCPR helps your team optimize their manual CPR performance using simple real-time and post-event feedback on the most critical resuscitation parameters. It accurately measures compression depth through proprietary Triaxial Field Induction technology.

#### **Information Management**



#### LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care, flow and operational efficiency.

#### **CODE-STAT™** Data Review Software

CODE-STAT data review software is a retrospective analysis tool that provides easy access to data, reports and post-event review.

#### Support



#### **Physio-Control Service**

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

Find out how the LIFEPAK 20e defibrillator/monitor with CodeManagement Module can take your hospital's code performance to the next level.

Visit www.physio-control.com/20e or call 1.800.442.1142 today.

All claims valid as of August 2013.

For further information, contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com.



#### Physio-Control Headquarters

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#### Physio-Control Canada

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Physio-Control, Inc., 11811 Willows Road NE, Redmond, WA 98052 USA



## LIFEPAK 20 DEFIBRILLATOR/MONITOR SERIES

Genuine Accessories from Physio-Control





## **Power Options**



#### **AC Power Cord**

Powers LIFEPAK 20/20e defibrillator/monitors and recharges the internal battery.

11140-000015 (U.S.) 11140-000019 (Europe) 11140-000023 (South Africa) 11140-000045 (Unterminated) 11140-000017 (Australia) 11140-000022 (U.K.) 11140-000045 (Switzerland)



#### Rechargeable Internal Battery

For use as AC power backup. 11141-000112 (LIFEPAK 20e Lithium-ion) 11141-000068 (LIFEPAK 20 NiMH)



#### Lithium-ion Battery for CodeManagement Module $^{\!\mathsf{TM}}$

Rechargeable battery for the CodeManagement Module; for use as AC power backup.

11141-000162 (Lithium-ion)

## ECG Monitoring Accessories



5-Wire ECG Cable 11110-000066



3-Wire ECG Cable 11110-000029



LIFE-PATCH® ECG Electrodes
Adult, pregelled.

11100-00001 (3/pack) 11100-00002 (4/pack)

Cleartrace® ECG Electrodes

Adult, clear tape. Available in the EU. 1700-003 (3/pack)



50mm x 22mm ECG Printer Paper 11240-000013 (3 rolls/box)



CodeManagement Module for use with LIFEPAK 20/20e Defibrillator/Monitor - Wireless

Connects to the LIFEPAK 20 or 20e defibrillator to add wireless connectivity

11150-000018

CodeManagement Module for use with LIFEPAK 20/20e Defibrillator/ Monitor - Wireless & Capnography

Connects to the LIFEPAK 20 or 20e defibrillator to add wireless connectivity and capnography monitoring

11150-000019

### Therapy Delivery Accessories

#### Hard Paddles and Electrode Gel



#### Standard Adult Detachable Hard Paddles

Adult paddle plates are removable to reveal pediatric paddles.

11130-000037 (English) 11130-000052 (Polish) 11130-000038 (French) 11130-000053 (Brazilian) 11130-000045 (German/Dutch) 11130-000054 (Japanese) 11130-000046 (Spanish) 11130-000055 (Chinese) 11130-000047 (Italian) 11130-000057 (Hungarian) 11130-000048 (Swedish) 11130-000058 (Czech) 11130-000049 (Danish) 11130-00059 (Russian) 11130-000050 (Finnish) 11130-000060 (Korean) 11130-000051 (Norwegian) 21330-001024 (Replacement Plate)





#### SIGNAGEL® Electrode Gel

For use with hard paddles. Highly conductive, multi-purpose electrolyte meets all the standards of the ideal saline electrode gel. **21300-005847** (8.5 oz/tube)



### Internal Paddle Handles with Discharge Control

For use with LIFEPAK 15, 12 or 20/20e defibrillator/monitors.

11131-000001 (1 pair)

#### Internal Paddles (1 pair)

Requires Internal Paddle Handles

1" size

11131-000010 (6.25" shaft)

1.5" size

11131-000011 (6" shaft) 11131-000021 (9" shaft) 11131-000024 (14" shaft)

2" size

**11131-000012** (5.75" shaft) **11131-000022** (8.75" shaft)

2.5" size

**11131-000013** (5.5" shaft) **11131-000019** (8.5" shaft)

3.5" size

11131-000014 (5" shaft) 11131-000023 (8" shaft)

### Therapy Delivery Accessories

#### EDGE System™ Electrodes for Pacing/Defibrillation/ECG with QUIK-COMBO® Connector

18 month minimum shelf life unless specified



EDGE System Electrodes with QUIK-COMBO Connector 11996-000091 (24" leadwire length)



EDGE System RTS (Radiotransparent) Electrodes with QUIK-COMBO Connector

11996-000090 (24" leadwire length)



Pediatric EDGE System RTS Electrodes with QUIK-COMBO Connector

For use only with manual monitor/defibrillators; 12 month minimum shelf life at time of shipment. 11996-00093 (24" leadwire length)



EDGE System Electrodes with QUIK-COMBO Connector and REDI-PAK™ Preconnect System

11996-000017 (42" leadwire length)



QUIK-COMBO Therapy Cable 11110-000004



FAST-PATCH® Adapter Cable
For use with the QUIK-COMBO therapy cable.
11110-000052

#### Other EDGE System™ Electrodes for Pacing/Defibrillation/ECG





EDGE System Electrodes with FAST-PATCH Connector

Must be used with QUIK-COMBO to FAST-PATCH Adapter Cable (11110-000052).

11996-000092

## End-Tidal CO<sub>2</sub> (EtCO<sub>2</sub>) Monitoring Accessories

#### Oridion® Filterlines for Intubated Patients

Single patient use



#### FilterLine® SET

Key applications: OR, EMS, ED, Rapid Response Teams, Transport.

Adult/Pediatric

11996-000081 (25/pack, 200 cm) 11996-000164 (25/pack, 400 cm)



#### FilterLine H SET

Key applications: Critcal Care, Humidified Environments.

Adult/Pediatric

11996-000080 (25/pack, 200 cm)

Adult/Neonatal

11996-00001 (25/pack, 200 cm)

#### **Oridion Non-Intubated Filterlines**

Single patient use



#### Smart CapnoLine® Plus

Key applications: Procedural sedation, Lower GI procedures, MAC, EMS, ED, Rapid Response Teams.

Adult with O2

11996-000163 (25/pack, 200 cm) 11996-000167 (100/pack, 200 cm) 11996-000165 (25/pack, 400 cm)

Adult without O<sub>2</sub>

11996-000162 (25/pack, 200 cm) 11996-000166 (100/pack, 200 cm)



#### **Smart CapnoLine**

Key applications: Procedural sedation, EMS, ED, Rapid Response Teams.

Pediatric with O2

11996-000128 (25/pack, 200 cm)

Pediatric without O<sub>2</sub>

11996-000120 (25/pack, 200 cm)

## SpO<sub>2</sub> Monitoring Accessories

#### Masimo LNC® Reusable Patient Cables



LNCS Patient Cable
11171-000024 (4 ft)
11171-000016 (10 ft)
11171-000025 (14 ft)
11171-000027 (4 ft extension)

#### Masimo LNC Compatible SpO2 Only Sensors



**LNCS Adhesive Sensor** 

Single Patient Use. (20/box)

11171-000019 (Ad)

**11171-000020** (Ped)

**11171-000029** (Neo/Pt)

11171-000028 (Neo/Ad)

11171-000031 (Inf)



LNCS Reusable Sensor 11171-000017 (Ad) 11171-000018 (Ped)



LNCS Reusable Soft Sensor 11171-000052 (Ad)

#### Masimo Reusable Direct Connect Sensors and Cables



Direct Conect Reusable Soft Sensor 11171-000051 (Ad)

## SpO<sub>2</sub> Monitoring Accessories

#### Masimo® LNOP Patient Cables



LNOP Patient Cable 11171-000006 (4 ft) 11171-000008 (8 ft) 11171-000009 (12 ft)

#### Masimo LNOP Patient Cable Compatible SpO2 Only Sensors



LNOP Reusable Sensor 11171-000007 (Ad) 11171-000010 (Ped)



LNOP Adhesive Sensor (20/box) 11171-000011 (Ad) 11171-000012 (Ped)



LNOP Adhesive Sensor (20/box) 11171-000014 (Neo/Pt) 11171-000013 (Neo) 11171-000036 (Inf)

#### **Additional Accessories and Adapter Cables**



Reusable Ambient Light Shield 11171-000054 (5/pack)



Disposable Ambient Light Shield 11171-000055 (10/pack)

### SpO<sub>2</sub> Monitoring Accessories

#### Masimo to Nellcor Adapter



MNC-1 Adapter Cable

Allows specially configured LIFEPAK 20e defibrillator/monitors with Masimo  $SpO_2$  to connect to Nellcor sensors

**11996-000183** (10 ft) **11996-000198** (4 ft)

#### Masimo to Nellcor Adapter Compatible SpO2 Sensors



DURASENSOR Reusable Clip 11996-000060 (Ad)

DURA-Y Multisite Reusable Sensor 11996-000106 (≥ 1 kg)



Oxiband Reusable Sensor

Includes 50 disposable adhesive sensors

11996-000061 (Ad/Neo) 11996-000062 (Ped/Inf) Disposable Adhesive Bandage Wrap (100/pack)

Not Available in Canada.

11996-000048 (Ad/Neo) 11996-000049 (Ped/Inf)



Oxisensor II Adhesive Sensors (24/box)

11996-000113 (Ad, 18 in.) 11996-000114 (Ad, 36 in.) 11996-000116 (Ped, 18 in.)



Oxisensor II Adhesive Sensors (24/box)

**11996-000115** (Inf, 18 in.) **11996-000117** (Neo/Ad 18 in.)

## Carrying Cases and Mounting Options



Basic Carrying Case/ Accessories Organizer

Includes set of right and left pouches for additional accessories.

11260-000018



#### Carrying Case for LIFEPAK 20/20e Defibrillator with Module

Includes a set of right and left pouches for additional storage of accessories. For use with a LIFEPAK 20/20e device with CodeManagement Module.

11260-000045



#### **Top Pouch**

For additional storage: insert in place of standard paddles.

11260-000043

#### Shoulder Strap for Basic Carrying Case

Includes mounting brackets and hardware.

11260-000041



#### **Docking Station**

Attaches to crash cart to lock LIFEPAK 20/20e defibrillator/monitor safely in place.

21330-000996

#### **Right Side Accessory Pouch**

Attaches to LIFEPAK 20/20e defibrillator/monitors and holds items such as QUIK-COMBO therapy cable, electrodes and SIGNAGEL electrode gel.

11260-000016

## Training Tools and Testers



#### Patient Simulator (QUIK-COMBO)

Connects directly to your LIFEPAK defibrillator for safe simulation of cardioversion and electrical capture. Generates fibrillation, tachycardias and bradycardias, as well as ST segment and T wave abnormalities.

11996-000311 (12-Lead) 11996-000310 (3-Lead)



#### **Defibrillator Checker**

Tests integrity of energy delivery through the standard hard paddles. Neon light indicates energy has been delivered.

11998-000060



#### QUIK-COMBO Test Plug

Test plug connects to QUIK-COMBO therapy cable to test cable integrity.

11113-000002

## Literature, Communication and Third Party Accessories



Inservice DVD 26500-003545 (English - DVD)

Service Manual 26500-003543 (English - CD - LIFEPAK 20/20e with CodeManagement Module)

#### **Operating Instructions**

26500-003224 (Intl English)

26500-003223 (English)

26500-003235 (Brazilian)

26500-003233 (Chinese)

26500-003244 (Czech)

26500-003227 (Danish)

26500-003237 (Dutch)

26500-003228 (Finnish)

26500-003241 (French)

26500-003242 (German)

26500-003226 (Hungarian)

26500-003234 (Italian)

26500-003232 (Korean)

26500-003229 (Norwegian)

26500-003230 (Polish)

26500-003239 (Portuguese)

26500-003248 (Russian)

26500-003240 (Spanish)

26500-003236 (Swedish)

#### **Communication Accessories**



#### Serial Port Cable

For connecting LIFEPAK 20/20e defibrillator/monitor to PC.

11230-000018 (6 ft)

#### **Transport Configuration Cable**

For connecting LIFEPAK 20/20e to LIFEPAK 20/20e defibrillator/monitor.

11230-000019 (6 ft)



For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com



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**LUCAS**° CHEST COMPRESSION SYSTEM



# Your Partner in Life Support

#### Effective Compressions, Good Blood Flow Lead to Lifesaving CPR

Effective chest compressions deliver vital oxygen to the brain and can prime the heart for a successful shock. Maintaining sufficient coronary perfusion pressure during cardiac arrest improves the likelihood of return of spontaneous circulation (ROSC).

However, as any rescuer or caregiver knows, performing manual CPR according to current AHA guidelines is difficult and tiring. In fact, many organizations have added extra staff to cardiac arrest calls to switch out rescuers performing compressions.



The LUCAS Chest Compression System is designed to deliver uninterrupted compressions at a consistent rate and depth to facilitate ROSC. It delivers automated compressions from first response in the field to ambulance transport and throughout the hospital.

LUCAS facilitates consistent blood flow from the moment it is turned on, helping to improve a patient's chance for a successful outcome.

#### "It's simple and easy to use, and it's small and compact."

- Dr. Charles Lick, Medical Director, Allina Medical Transportation





#### Increasing opportunities for improved outcomes

#### Effective, consistent and uninterrupted compressions according to current AHA guidelines

LUCAS is a portable, easy-to-use device that delivers automated, guidelines-consistent chest compressions to improve blood flow in victims of cardiac arrest. LUCAS performs at a rate of at least 100 compressions per minute with a depth of at least 2 inches. It also allows for complete chest wall recoil after each compression and provides a 50% duty cycle—equal compression and relaxation time for the chest wall.

#### Maintain good blood flow

Several studies show the effectiveness of manual chest compressions can drop rapidly—often after only one minute—due to rescuer fatigue.<sup>23</sup> With LUCAS, automated compressions are delivered consistently and continuously, helping to maintain good circulation to the patient during transport and throughout the hospital.

#### Increasing operational effectiveness

#### Easy to use and efficient to own

LUCAS is lightweight, comes in a backpack and can be applied quickly to a patient, interrupting manual compressions for less than 20 seconds. It's simple to apply whether the patient is on the ground, on a bed or on a stretcher in the ambulance.

#### Keep personnel safe during CPR

Whether you are delivering chest compressions in the back of an ambulance or in an emergency department, LUCAS can help keep responders safe. In a mobile environment, rescuers can be safely seat-belted in the back of an ambulance while LUCAS delivers compressions. In a hospital environment, LUCAS may help decrease occurrences of back injuries sustained while delivering CPR, as rescuers will no longer have to deliver prolonged CPR on a bed.

In a study found in *Resuscitation*, of 205 respondents, over 80% experienced back discomfort; 56% felt the discomfort was related to the duration of CPR. 20% suffered back injury or prolapsed disc; 40% considered their back injury related to/aggravated by CPR.





### A tireless lifesaver

When Leon Schmidt, 68, suffered a massive cardiac arrest, it was LUCAS that kept him alive. "As soon as the paramedics arrived, they had Leon on the LUCAS," recalls Gayle Schmidt, Leon's wife. Later, Gayle was told that patients who experience the same type of cardiac arrest as her husband have only a three percent survival rate.

"If it wasn't for the LUCAS," she insists, "Leon wouldn't be with us today."

Results like this are encouraging to Charles Lick, MD, medical director for Allina Medical Transportation and Emergency Department director for Buffalo Hospital.

"In 2005, the AHA determined that we need to focus on performing better chest compressions to move the blood around and keep the organs working. We know that CPR is difficult to do well. People slow down. They don't always do it appropriately—even professional rescuers. A machine doesn't get tired; it is consistent, and consistency is key," he explained.

All Allina Medical Transportation ambulances are equipped with the lifesaving devices. And now Buffalo Hospital has added a LUCAS device to its Emergency Department.

"Someone who has suffered a sudden cardiac arrest in the field has a good chance of suffering another one as we work on them in the Emergency Department," Lick said.

"The LUCAS is as valuable here as it is in the field." Lick predicts that in the coming months, LUCAS will help more patients like Schmidt get on with their lives. "I'm convinced we can do much better CPR with LUCAS than we can with human intervention."

In a recent survey, nearly 25% of ambulance officers suffered back injury, and as many as 62% of these reported that the cause of the injury was related to CPR delivery.

Jones A, Lee R. Cardiopulmonary resuscitation and back injury in ambulance officers.
 International Archives of Occupational and Environmental Health. 2005;78(4):332-336.







### Improving operations in the field

Chiefs, training officers and medics are always looking for ways to maximize their resources while improving response in the field. Having LUCAS at your side during a cardiac emergency allows you to reduce the number of EMTs or firefighters to assist with CPR. This lessens chaos on the scene and frees up equipment and staff to go on to other emergencies.

When the cardiac arrest victim is ready for transport, LUCAS moves with the patient from the emergency scene to the ambulance. LUCAS provides continuous, effective compressions, helping to maintain good circulation in the patient while medics remain seat-belted for better safety in a mobile environment.

CPR is difficult to do well. Manual CPR training can help and it's expensive and cumbersome to schedule and track. LUCAS is simple and easy to use with minimal training, keeping the cost of ownership low.

### A vital tool for the clinically progressive agency

Medical directors know the value of quality CPR in achieving optimal clinical outcomes. With LUCAS, you can be confident that chest compressions are delivered according to the guidelines. By ensuring compressions continue uninterrupted at a consistent depth to facilitate ROSC, your teams are able to help patients to be more viable candidates for recovery.

LUCAS can be part of a clinically progressive resuscitation program. It works in tandem with cooling therapies or impedance threshold devices for a comprehensive approach to patient resuscitation.

"The mood in the cath lab was calm at all times despite the ongoing VF. This is quite contrary to what usually happens in such situations when manual compressions are used."

Olivecrona, Lund, Sweden, (tctmd.com 24 Oct 2006)





### Provide continuous care in the emergency department

For an emergency department or nurse manager, LUCAS is a vital tool in the treatment of cardiac arrest patients. LUCAS delivers effective, consistent, uninterrupted chest compressions and can help effectively manage the code scene while helping the patient to maintain good circulation. Emergency department staff, relieved of the need to perform manual compressions, can more efficiently assess the patient's condition and determine the best treatment plan. This can reduce crowding and chaos in the emergency department, which can help to maintain calm and focus amongst the staff, and potentially free up resources for use in other emergencies.

Using LUCAS in the emergency department can help maintain circulation without interruption which is crucial to improving patient outcomes.

### Keep up the pressure in the cath lab

In the event of cardiac arrest due to refractory ventricular fibrillation or a nonshockable rhythm, LUCAS enables the intervention to continue by providing consistent, guidelines-quality chest compressions, which facilitates blood circulation to supply oxygen to vital organs. In addition, LUCAS creates a less stressful environment that enables quality decision making and keeps staff safely out of the x-ray field.

LUCAS is mainly radio translucent, except for the hood and piston, enabling you to capture most fluoroscopy projections without removing LUCAS. The following fluoroscopy projections can be captured in monoplane while LUCAS is attached to the patient: LAO Cranial/Caudal Oblique; RAO Cranial/Caudal Oblique; Straight Caudal; Straight Lateral; and Straight Cranial. The 2010 AHA Guidelines have given a Class IIa, LOE C recommendation to LUCAS use during PCI.



### **LUCAS** CHEST COMPRESSION SYSTEM







The LUCAS 2 chest compression system is shipped with one battery, patient straps, three suction cups, a carrying bag and the instructions for use. Also available are additional accessories and power options designed to meet your needs.

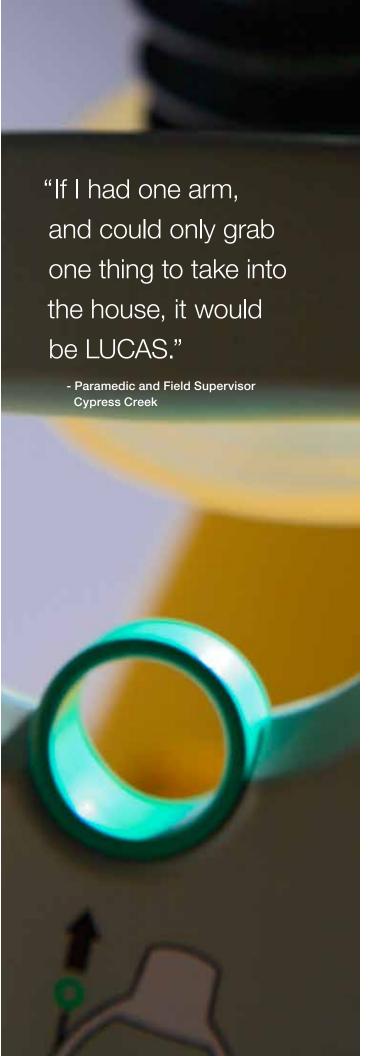














### LUCAS 2 CHEST COMPRESSION SYSTEM

### COMPRESSIONS

Compression Frequency: 102 ± 2 compressions per minute

Compression Depth: 2.1 inches ± 0.1 inches for nominal patient\*

Compression/Decompression Duty Cycle:  $50 \pm 5\%$ 

#### **Patients Eligible for Treatment:**

- Sternum height of 6.7-11.9 inches (17 30.3 cm)
- Maximum chest width: 17.7 inches (45 cm)

The use of LUCAS is not restricted by patient weight.

\*Patients with sternum height between 6.7 inches-7.3 inches will receive linearly increasing depth from 1.5 inches to 2.1 inches.

### PHYSICAL CHARACTERISTICS

Height (stowed in backpack): 25.6 inches (65 cm)
Width (stowed in backpack): 13 inches (33 cm)
Depth (stowed in backpack): 9.8 inches (25 cm)
Weight (including battery): 17.2 lbs (7.8 kg)

### OPERATION

Operation: Electrical

Power Source: Battery - Rechargeable Lithium-ion Polymer (LiPo)

- Size: 5.1 x 3.5 x 2.2 inches (13.0 x 8.8 x 5.7 cm)
- Weight: 1.3 lbs (0.6 kg)
- Capacity: 3300 mAh (typical), 86 Wh
- Battery voltage: 25.9 V
- Run time: 45 minutes (typical)
- Maximum battery charge time: Less than 4 hours at room temperature (72°F/22°C)
- Required interval for replacement of battery: Recommendation to replace battery every 3 years or after 200 uses

### **Battery Environmental Specifications**

- Operating temperature: 32°F to 104°F / 0°C to +40°C
- Charge temperature: 41°F to 95°F / 5°C to +35°C
- Storage temperature: 32°F to 104°F/0°C to 40°C for <6 months
- IP Classification: IP44

All specifications are at  $20\text{-}25^{\circ}\text{C}$  unless otherwise stated. Specifications subject to change without notice.

# Physio-Control Family of Products and Services

### **Defibrillators/Monitors**



### LIFEPAK CR® Plus Automated External Defibrillator

Featuring the same advanced technology trusted by emergency medical professionals—yet simple to use—the fully-automatic LIFEPAK CR Plus AED is designed specifically for the first person to respond to a victim of sudden cardiac arrest.



### LIFEPAK® 1000 Defibrillator

The LIFEPAK 1000 Defibrillator is a powerful and compact device designed to treat cardiac arrest patients and provide continuous cardiac monitoring capabilities. Built-in flexibility allows the 1000 to be programmed for use by first responders or professionals and enables care providers to change protocols as standards of care evolve.



### LIFEPAK® 15 Monitor/Defibrillator

The LIFEPAK 15 monitor/defibrillator is the new standard in emergency care for ALS teams who want the most clinically innovative, operationally effective, and LIFEPAK TOUGH device available today.



#### LIFEPAK® 20e Defibrillator/Monitor

Clinically advanced and packed with power, the LIFEPAK 20e defibrillator/monitor is highly intuitive for first responders, and also skillfully combines AED function with manual capability so that ACLS-trained clinicians can quickly and easily deliver advanced therapeutic care.

### **CPR Assistance**



### **LUCAS®** Chest Compression System

Designed to provide effective, consistent, and uninterrupted compressions according to AHA Guidelines, LUCAS can be used on adult patients in out-of-hospital and hospital settings.

### **Information Management**



### LIFENET® System

The LIFENET System provides EMS and hospital care teams with reliable, quick access to clinical information through a secure, web-based platform, helping to improve patient care flow and operational efficiency.

### **CODE-STAT™ 9.0 Data Review Software**

CODE-STAT 9.0 data review software is a retrospective analysis tool that provides easy access to data, reports, and post-event review.



### ReadyLink™ 12-Lead ECG

Handheld, portable, and easy-to-use, the revolutionary ReadyLink 12-Lead ECG quickly and easily captures and transmits 12-lead data to hospitals through the LIFENET System. Doctors can provide chest pain decision support, so teams in the field know exactly what kind of care the patient needs and where to take them.

### Support



### **Physio-Control Service**

As the world's leading provider of defibrillation technology, Physio-Control understands our responsibility to maintain the reliability of our lifesaving defibrillator/monitors. We have over 100 field-based technical service representatives worldwide. Physio-Control is committed to service 24/7, and to returning a customer's call within two hours to quickly assess the problem and find the best solution (U.S.). If needed, a technical service representative will be on-site within 24 hours (U.S.).

For more than 55 years, Physio-Control, maker of the renowned LIFEPAK defibrillators, has been developing technologies and designing devices that are legendary among first response professionals, clinical care providers and the community.

### REFERENCES

- 1 Paradis N, Martin G, Rivers E, et al. Coronary perfusion pressure and the return of spontaneous circulation in human cardiopulmonary resuscitation. *JAMA* 1990;263(8):1106-1112.
- 2 Ochoa FJ, Ramalle-Gómara E, Lisa V, Saralegui I. The effect of rescuer fatigue on the quality of chest compressions. *Resuscitation*. 1998;37:149-52.
- 3 Hightower D, Thomas S, Stone C, Dunn K, March J. Decay in quality of closed-chest compressions over time. *Annals of Emergency Medicine*.

All information including comparative statements are valid as of January 2013.

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com.



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Jolife AB, Scheelevägen 17, SE-223 70 LUND, Sweden



# Meet the LUCAS® 3 Chest Compression System



# LUCAS System

Smart. Hardworking. Built for the future.

The LUCAS chest compression system has been helping lifesaving teams around the world deliver high-quality, Guidelines-consistent compressions; in the field, on the move and in the hospital.

With over 12 years of clinical experience, we proudly present the third generation LUCAS device, built on the LUCAS legacy. The LUCAS 3 chest compression system has improved features to facilitate maintenance and handling and allows for new insights through easy, wireless access to device data.



### LUCAS Case

### Strong. Smart. Modern.



### **Hard Shell Case**

- Polycarbonate
- Easy to clean
- Reflective badging
- Large multi-point handles
- Large zipper grips
- Adjustable backpack straps



### Molded Design

- Compact, portable and durable
- Protected and organised inside
- Smart storage compartment of accessories (batteries, straps, suction cups)
- Can also be used with the LUCAS 2 device



### **Top Window**

• Quick check of battery status (press MUTE button)



Charge Port (on back of hard shell case)

• Charge the device without removing from the case

### LUCAS Slim Back Plate

Simple. Skinny.



### Single Piece

- ~50% slimmer
- Easy to clean
- Tapered edge for easier adjustment
- Larger contact area for stability
- Additional attach points for transportation
- Can also be used also with LUCAS 2 devices







### Cath Lab/Fluoroscopy

- Allows for emergency angiography/ angioplasty during ongoing LUCAS CPR
- Vague grid shadows in oblique views (see angiogram)
- For optimal performance; use PCI back plate (available separately)

# LUCAS Device Connectivity

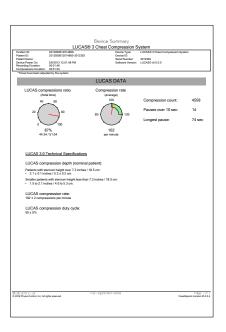
### Connected. Insights.

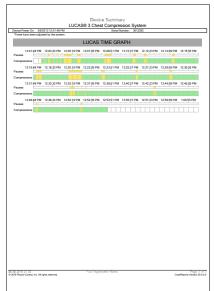
### **Data-Enabled**

- · Post-event performance reports for review
- Bluetooth® connectivity
- Easy to pair with PC/Windows®
- LUCAS Report Generator software

### **LUCAS Report Generator**

- LUCAS chest compression statistics, pauses, user modes and device alarms and alerts
- · Review LUCAS device performance data at the end of the case or shift
- Device summary, timeline and event log





### **Device Summary**

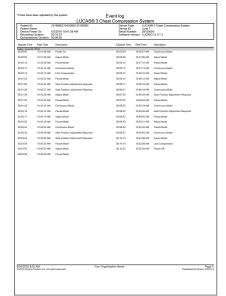
- · Quick glance dials of ratio and rate
- Compression and pause data

### Time Graph

- Timeline from first LUCAS device compression to last
- · Pauses automatically highlighted





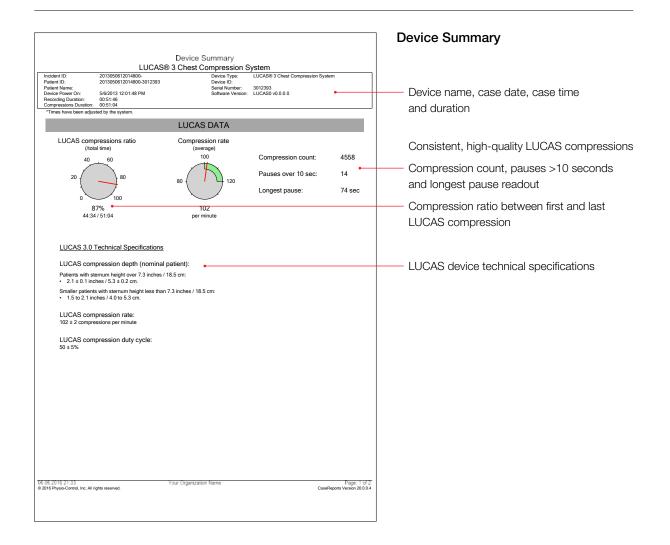


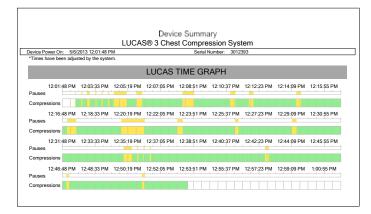
### **Event Log**

• Insight into user interaction, device operational mode, battery information and any alarms

# LUCAS Device Report

### Connected. Insights.





### Time Graph

- Time Axis
- Pauses (automatic by device or user initiated)
- Compressions (device only)

## Specifications

### Compressions

Compression Frequency:  $102 \pm 2$  compressions per minute

#### Compression depth (nominal patient):

- 2.1± 0.1 inches / 53±2 mm for patients with sternum height greater than 7.3 inches / 185 mm
- 1.5 to 2.1 inches / 40 to 53 mm for patients with sternum height less than 7.3 inches / 185 mm

Compression/Decompression Duty Cycle: 50 ± 5%

#### Patients Eligible for Treatment:

- 6.7 to 11.9 inches / 17.0 to 30.3 cm sternum height (anterior – posterior)
- 17.7 inches / 44.9 cm chest width

The use of the LUCAS device is not restricted by patient weight.

### Device specifications

Height x Width x Depth (assembled):  $22.0 \times 20.5 \times 9.4$  inches  $/ 56 \times 52 \times 24$  cm

Height x Width x Depth (stowed in backpack):  $22.8 \times 13.0 \times 10.2$  inches /  $58 \times 33 \times 26$  cm

Weight device with battery (no straps): 17.7 lbs / 8.0 kg

**Device storage temperature:** -4°F to +158°F / -20°C to +70°C.

Device IP Classification: IP43

### Operation

**Power Source:** Battery – Rechargeable Lithium-ion Polymer (LiPo), and (optional) external power supply or car cable

**Battery run time (typical):** 45 minutes (typical), prolonged operation time with (optional) external power supply or car power cable

**External Power supply:** 100-240VAC, 50/60Hz, 2.3A, Class II, Output 24VDC, 4.2A

Car Power Cable: Voltage / Current 10-28VDC / 0-10A

### Operating temperature:

- +32°F to +104°F / +0°C to +40°C
- -4°F / -20°C for 1 hour after storage at room temperature

### Battery specifications

#### Battery charge time:

Charged in the device using external power supply:

• Less than two hours at room temperature (+72°F/+22°C)

Charged in the external battery charger:

• Less than four hours at room temperature (+72°F/+22°C)

Battery weight: 1.3 lbs / 0.6 kg

Battery capacity: 3300 mAh (typical), 86 Wh

Battery voltage: 25.9 V

**Interval for replacement of battery:** recommendation to replace battery every 3 to 4 years or after 200 uses (of more than 10 minutes each time)

Battery charge temperature:  $+32^{\circ}F$  to  $+104^{\circ}F$  /  $+0^{\circ}C$  to  $+40^{\circ}C$  ( $+68^{\circ}F$  to  $+77^{\circ}F$  /  $+20^{\circ}C$  to  $+25^{\circ}C$  preferred)

Battery storage temperature:  $+32^{\circ}F$  to  $+104^{\circ}F / 0^{\circ}C$  to  $+40^{\circ}C$  ( $-4^{\circ}F$  to  $+158^{\circ}F / -20^{\circ}C$  to  $+70^{\circ}C$  ambient for less than a month)

Battery IP Classification: IP44

### Data transmission post-event

Radio module: Bluetooth® v2.1 + EDR Class 1 - up to 3Mbps, Modulation method; 8DPSK, π/4 DQPSK, GFSKFSK, Operating channel; BT 2.4GHz: Ch. 0 to 78, Frequency range; 2.4000 to 2.4835 GHz, Radio frequency; Output Power (Bluetooth) Max + 10dBm

The LUCAS 3 device is for use as an adjunct to manual CPR when effective manual CPR is not possible (e.g., transport, extended CPR, fatigue, insufficient personnel).

For further information, please contact Physio-Control at 800.442.1142 (U.S.), 800.895.5896 (Canada) or visit our website at www.physio-control.com



Physio-Control Headquarters 11811 Willows Road NE Redmond, WA 98052 www.physio-control.com

Customer Support P. O. Box 97006 Redmond, WA 98073 Toll free 800 442 1142 Fax 800 426 8049

### Physio-Control Canada

Physio-Control Canada Sales, Ltd. 7111 Syntex Drive, 3rd Floor Mississauga, ON L5N 8C3 Canada Toll free 800 895 5896 Fax 866 430 6115



Jolife AB, Scheelevägen 17, Ideon Science Park, SE-223 70 LUND, Sweden



# LUCAS® 2 3 Chest Compression System

GENUINE ACCESSORIES FROM PHYSIO-CONTROL





Thank you for choosing Physio-Control as your partner in helping save lives and improving patient care.

The LUCAS 3 chest compression system is shipped with one battery (dark grey), patient straps, stabilization strap, two suction cups, a hard shell carrying case and the Instructions for Use.

The LUCAS 2 chest compression system is shipped with one battery (light grey), patient straps, stabilization strap, three suction cups, a soft carrying case and the Instructions for Use.

In this catalog you will find the overview of accessories designed to meet your needs and optional power solutions. If you have any questions about accessories or disposables, please contact your Physio-Control representative.

### Accessories for LUCAS 3 devices



#### LUCAS Carrying Case, Hard Shell

The LUCAS Hard Shell Case with Top Window for quick battery check and Rear Charge Port is the best way to protect your LUCAS device and carry your spare battery and accessories. Compatible with LUCAS 3 and LUCAS 2 devices.

11576-000081



#### LUCAS Back Plate, Slim

The slim, low profile back plate is easier to deploy, adjust, strap to transportation devices and clean. Compatible with LUCAS 3 and LUCAS 2 devices.

11576-000088



### LUCAS Bumper integrated shaft seal, Black pair

The black rubber bumper accessory matches the colors of LUCAS 3 and is available to protect the hinge end caps.

11576-000092



### Anti-slip tape, LUCAS Back Plate, Slim

The LUCAS back plate grip tape is designed to increase the friction of the back plate and to reduce the risk of the device slipping when in contact with other hard surfaces (e.g., spine boards). Six stripes in each pack.

11576-000089 11576-000090 (3-Pack)

### Accessories for LUCAS 2 devices



#### **LUCAS 2 Carrying Bag**

LUCAS 2 device is stored and carried in a soft padded carrying bag complete with storage pouches for a spare battery and external power supply.

11576-000038



### Standard LUCAS 2 Back Plate (Replacement)

Replacement LUCAS 2 Back Plate is available in the event of damage or contamination of original.

21996-000044



### **LUCAS 2 Back Plate Grip Tape**

The LUCAS 2 Back Plate Grip Tape is designed to increase the friction of the back plate and to reduce the risk of the device slipping when in contact with other hard surfaces (e.g., spine boards).

11576-000052 11576-000053 (3-Pack)



### LUCAS 2 Rubber Bumper with Integrated Shaft Seal (Pair)

If the hinges protected by the rubber bumper on your device support legs match Fig 1, please order the Rubber Bumper with the integrated shaft seal (pair). The majority of LUCAS 2 devices require this bumper.

#### 11576-000072

If you are still unsure which part you need, please contact customer support.



### LUCAS 2 Rubber Bumper (Pair)

If your device has a plastic cap on the support leg hinges matching Fig 2, please order the Rubber Bumper without integrated shaft seal (pair). LUCAS 2 devices older than 2012 may require this bumper.

#### 11576-000070

If you are still unsure which part you need, please contact customer support.



### Product DVD

The LUCAS product DVD features an introduction on the physiology of CPR with Tim Phalen followed by a LUCAS 1 Inservice video and a LUCAS 2 Inservice video. A great DVD to have for new or refresher training.

**21996-000043** (Inservice DVD)

Can also be found on physio-control.com/LUCAS

### Shared Disposables, Batteries & Power Accessories

#### For use with LUCAS 3 or LUCAS 2 devices



### **LUCAS Disposable Suction Cup**

LUCAS device has a disposable suction cup which can be easily changed after each use.

**11576-000046** (3-Pack) **11576-000047** (12-Pack)



#### **LUCAS Stabilization Strap**

The cushion (new easier to clean material) and straps are used to provide further stabilization relative to the patient and to prevent downward movement of the LUCAS device during operation. Each package includes the neck strap and a pair of support leg straps.

21576-000074 21576-000075 (4-Pack)



### **LUCAS Patient Straps**

The LUCAS patient straps are used to secure the patient's arms to the support legs of the LUCAS device during transportation.

11576-000050 (Pair) 11576-000051 (Pair, 3-Pack)



### **LUCAS Battery**

The LUCAS battery is a rechargeable Lithium-Polymer (LiPo) battery which typically last for 45 minutes of operation. You can charge the battery quickly, less than 2 hours in the device if connected to the external power supply or car power cable, and less than 4 hours in the desktop charger.

11576-000080 (Dark Grey-LUCAS 3 device) 11576-000039 (Light Grey-LUCAS 2 device)

Either battery will work in either device, color is the only difference.



### **LUCAS Battery Desk-Top Charger**

The external battery desk-top charger is a stand-alone unit intended to charge one LUCAS Battery. It typically takes less than 4 hours to charge the battery. A mounting bracket is included for space-saving installation. New dark grey color.

11576-000060 (U.S., Canada)



### LUCAS Aux Power Supply (S/N 3009 0181 and above)

The external power supply (100-240VAC, 50/60 Hz) can be connected to the LUCAS device and supports prolonged operation as well as charging of the LUCAS Battery while in the device.

11576-000071 (U.S., Canada)



#### **LUCAS Car Cable**

The car cable (12-24V DC) can be connected to the LUCAS 2 or LUCAS 3 device. It supports prolonged operation as well as less than 2 hour charge time of the LUCAS 2 or LUCAS 3 Battery while in the device.

11576-000048



#### **LUCAS PCI Back Plate**

The carbon fiber LUCAS PCI Back Plate is intended specifically for use in the cath lab. It is fully radiotranslucent, with minimum shadows. The PCI Back Plate is compatible with LUCAS 2 and LUCAS 3 devices.

11576-000064

### Instructions for Use and Training



#### LUCAS 3 Instructions for Use - Replacement (Version 3.0)

26500-003716 English (EN) 26500-003734 Turkish (TR) 26500-003717 International-English (INTL-EN) 26500-003735 Croatian (HR) 26500-003718 German (DE) 26500-003736 Chinese (ZH) 26500-003719 French (FR) 26500-003737 Slovakian (SK) 26500-003720 Dutch (NL) 26500-003738 Korean (KO) 26500-003721 Danish (DA) 26500-003739 Hebrew (HE) 26500-003722 Swedish (SV) 26500-003740 Bulgarian (BG) 26500-003723 Norwegian (NO) 26500-003741 Romanian (RO) 26500-003724 Finnish (FI) 26500-003742 Estonian (ET) 26500-003725 Italian (IT) 26500-003743 Latvian (LV) 26500-003726 Greek (EL) 26500-003744 Lithuanian (LT) 26500-003727 Spanish (ES) 26500-003745 Slovenian (SL) 26500-003728 Portuguese (PT) 26500-003746 Icelandic (IS) 26500-003729 Czech (CS) 26500-003747 Serbian (SR) 26500-003730 Polish (PL) 26500-003731 Hungarian (HU)



### LUCAS 2 Instructions for Use - Replacement (Version 2.2)

26500-003732 Russian (RU) 26500-003733 Japanese (JA)

26500-003588 English (EN) 26500-003606 Turkish (TR) 26500-003589 International-English (INTL-EN) 26500-003607 Croatian (HR) 26500-003590 German (DE) 26500-003608 Chinese (ZH) 26500-003591 French (FR) 26500-003609 Slovakian (SK) 26500-003592 Dutch (NL) 26500-003610 Korean (KO) 26500-003602 Danish (DA) 26500-003648 Hebrew (HE) 26500-003593 Swedish (SV) 26500-003649 Bulgarian (BG) 26500-003594 Norwegian (NO) 26500-003650 Romanian (RO) 26500-003595 Finnish (FI) **26500-003651** Estonian (ET) 26500-003596 Italian (IT) 26500-003652 Latvian (LV) 26500-003597 Greek (EL) 26500-003653 Lithuanian (LT) 26500-003598 Spanish (ES) 26500-003654 Slovenian (SL) 26500-003599 Portuguese (PT) 26500-003600 Czech (CS) 26500-003601 Polish (PL)

For version 2.1 please contact customer service.

26500-003603 Hungarian (HU) 26500-003604 Russian (RU) 26500-003605 Japanese (JA)



#### LUCAS 3 or LUCAS 2 Training Device

The LUCAS 3 and LUCAS 2 Training Device is a non-clinical device intended for training purposes only. It should only be used on manikins.

LUCAS 3 99576-000042 LUCAS 2 99576-000020

For further information please contact your local Physio-Control representative or visit our website at www.physio-control.com



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### Section 8



In conjunction with



### **Request for Proposals**

### **Oklahoma Solicitation Number SW17300**

# NASPO ValuePoint Master Agreement for AED Units and Accessories

November 29, 2016

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### **RFP Administrative Information**

RFP Title:	AED Units and Accessories
RFP Project Description: (See Section 1.1)	The State of Oklahoma in conjunction with NASPO ValuePoint, is seeking Contractor(s) to provide Automated External Defibrillator (AED) units and accessories, including service and support options.
RFP Lead: (See Section 1.2)	Gerald Elrod II OMES Central Purchasing 5005 N. Lincoln Blvd. STE 300 Oklahoma City, OK 73105 Gerald.Elrod@omes.ok.gov 405/522-1037
Submit sealed proposal (if submitting manually):  MANUAL PROPOSALS MUST BE RECEIVED AT THE PHYSICAL ADDRESS DESIGNATED FOR COURIER SERVICE AND TIME/DATE STAMPED BY THE IDAHO DIVISION OF PURCHASING PRIOR TO THE CLOSING DATE AND TIME.	Address for Courier: OMES Central Purchasing 5005 N. Lincoln Blvd. STE 300 Oklahoma City, OK 73105  Address for US Mail: OMES Central Purchasing 5005 N. Lincoln Blvd. STE 300 Oklahoma City, OK 73105
Pre-Proposal Conference:  Pre-Proposal Conference Location: (See Section 2.3)	A non-mandatory pre-proposal teleconference will be held on Friday, December 9 <sup>th</sup> , 2016 at 2:30pm Central. Pre-Registration is required for call-in information. Email the RFP lead to register.
Deadline to Receive Questions: (See Section 2.1)	December 16, 2016
Question & Answers: (See Section 2.1)	All questions, including those about Terms and Conditions, must be submitted via email to the RFP lead identified in the solicitation. Questions must be submitted by the deadline to receive questions.
RFP Closing Date: (See Section 1.3)	January 10, 2017
RFP Opening Date:	January 10, 2017
Initial Term of Contract and Renewals: (See Attachment A, Section 3)	The initial term of the Contract will be one (1) year with the option, upon mutual written agreement, for four (4) additional renewal periods of one (1) year each. Upon mutual agreement, the contract may be extended or amended.

TAKE NOTE OF THE 0.25% NASPO VALUEPOINT ADMINISTRATIVE FEE DETAILED IN SECTION 6 OF THE NASPO VALUEPOINT STANDARD TERMS AND CONDITIONS, WHICH MUST BE INCORPORATED INTO YOUR BASE PRICE. OTHER STATES, INCLUDING THE STATE OF IDAHO, MAY NEGOTIATE ADDITIONAL ADMINISTRATIVE FEES IN THEIR PARTICIPATING ADDENDA FOLLOWING AWARD OF A MASTER AGREEMENT.

### REQUEST FOR PROPOSALS AED Units and Accessories

### Solicitation # SW17300

### Section 1: NASPO ValuePoint Solicitation - General Information

### 1.1. Purpose

The State of Oklahoma, OMES Central Purchasing (Lead State) is requesting proposals for Automated External Defibrillator (AED) units, accessories, and service and support options in furtherance of the NASPO ValuePoint Cooperative Purchasing Program. The purpose of this Request for Proposals (RFP) is to establish Master Agreements with qualified offerors to provide AED units, accessories, and service and support options for all Participating States. The objective of this RFP is to obtain best value, and in some cases achieve more favorable pricing, than is obtainable by an individual state or local government entity because of the collective volume of potential purchases by numerous state and local government entities. The Master Agreement(s) resulting from this procurement may be used by state governments (including departments, agencies, institutions), institutions of higher education, political subdivisions (i.e., colleges, school districts, counties, cities, etc.), the District of Columbia, territories of the United States, and other eligible entities subject to approval of the individual state procurement director and compliance with local statutory and regulatory provisions. The initial term of the master agreement shall be one (1) year with renewal provisions as outlined in Section 3 of the NASPO ValuePoint Master Terms and Conditions (Attachment A).

It is anticipated that this RFP may result in Master Agreement awards to multiple contractors, in the Lead State's discretion.

This RFP is designed to provide interested Offerors with sufficient information to submit proposals meeting minimum requirements, but is not intended to limit a proposal's content or exclude any relevant or essential data. Offerors are encouraged to expand upon the specifications to add service and value consistent with state requirements.

This will replace the current AED contract, SW300, expiring in March of 2017.

### 1.2. Lead State, Solicitation Number and Lead State Contract Administrator

The State of Oklahoma, OMES Central Purchasing is the Lead State and issuing office for this document and all subsequent amendments relating to it. The reference number for the transaction is Solicitation # SW17300. This number must be referred to on all proposals, correspondence, and documentation relating to the RFP.

The Lead State Contract Administrator identified below is the single point of contact during this procurement process. Offerors and interested persons shall direct to the Lead State Contract Administrator all questions concerning the procurement process, technical requirements of this RFP, contractual requirements, changes, clarifications, and protests, the award process, and any other questions that may arise related to this solicitation and the resulting Master Agreement. The Lead State Contract Administrator designated by the State of Oklahoma, OMES Central Purchasing is:

Gerald Elrod II, Strategic Initiatives Purchasing Officer State of Oklahoma, OMES Central Purchasing 5005 N. Lincoln Blvd., STE 300 Oklahoma City, OK 73105 Gerald.Elrod@omes.ok.gov Phone: 405/522-1037

### 1.3 Schedule of Events

Solicitation Release: November 29, 2016

Pre-Proposal Conference: December 9, 2016, 2:30PM Central

Question Deadline: December 14, 2016
Closing Date and Time: January 10, 2017

Anticipated Award Date: TBD

All times are 3:00PM Central time unless indicated otherwise.

### 1.4. Definitions

The following definitions apply to this solicitation. Attachment A also contains definitions of terms used in this solicitation and the NASPO ValuePoint Master Agreement Terms and Conditions.

**Lead State** means the State conducting this cooperative procurement, evaluation, and award.

Offeror means the company or firm who submits a proposal in response to this RFP.

**Proposal** means the official written response submitted by an Offeror in response to this RFP.

"Request for Proposals" or "RFP" means the entire solicitation document, including all parts, sections, exhibits, attachments, and amendments.

### 1.5. NASPO ValuePoint Background Information

NASPO ValuePoint (formerly known as WSCA-NASPO) is a cooperative purchasing

program of all 50 states, the District of Columbia and the territories of the United States. The Program is facilitated by the NASPO Cooperative Purchasing Organization LLC, a nonprofit subsidiary of the National Association of State Procurement Officials (NASPO), doing business as NASPO ValuePoint. NASPO is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO ValuePoint facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. For more information, consult the following websites <a href="https://www.naspovaluepoint.org">www.naspovaluepoint.org</a> and <a href="https://www.naspo.org">www.naspo.org</a>.

### 1.6. Participating States

In addition to the Lead State conducting this solicitation, the following Participating States have requested to be named in this RFP as potential users of the resulting Master Agreement: Alaska, Connecticut, Florida, Hawaii, Illinois, Missouri, New Mexico, North Dakota, Oregon, Utah, and Virginia. Other entities may become Participating Entities after award of the Master Agreement. Some States may have included special or unique terms and conditions for their state that will govern their state Participating Addendum. These terms and conditions are being provided as a courtesy to proposers to indicate which additional terms and conditions may be incorporated into the state Participating Addendum after award of the Master Agreement. The Lead State will not address questions or concerns or negotiate other States' terms and conditions. The Participating States shall negotiate these terms and conditions directly with the supplier. State-specific terms and conditions are included in Attachments H-L.

### 1.7. Anticipated Usage

Attachment G contains the historical usage data from the previous contract and anticipated usage from additional states who have indicated an interest in participating. No minimum or maximum level of sales volume is guaranteed or implied.

### Section 2: Solicitation Requirements, Information and Instructions to Offerors

### 2.1. RFP Question and Answer Process

All questions, including those about Terms and Conditions, must be submitted in writing, via email, to the Contract Administrator listed on the RFP. Questions must be submitted by the question deadline date and time shown in Section 1.3 (Schedule of Events). Answers will be given via the State of Oklahoma Solicitation site as soon as possible.

The Lead State may refuse to answer questions received after the deadline to receive questions.

The identity of prospective Offerors will not be published with the answers, but the text of questions will be restated, so Offerors are cautioned about including context in questions that may reveal the source of questions.

### 2.2. RFP Amendments

Formal changes to this RFP, including, but not limited to contractual terms and procurement requirements shall only be changed via formal written amendments issued by the Lead State.

The Lead State accepts no responsibility for a prospective Offeror not receiving solicitation documents and/or revisions to the solicitation. It is the responsibility of the prospective Offeror to monitor the State of Oklahoma Solicitation Site to obtain RFP amendments or other information relating to the RFP.

### 2.3. Pre-Proposal Conference

The Pre-Proposal conference will be held on Friday, December 9, 2016 at 2:30 PM Central via webinar. To access the webinar, please email the contract lead to preregister.

### 2.4. Proposal Due Date

Proposals must be received by the posted closing date and time as described in the Schedule of Events in Section 1.3 of this RFP. Proposals received after the deadline will be late and rejected.

### 2.5. Cancellation of Procurement

This RFP may be canceled at any time prior to award of the Master Agreement(s) if the Lead State determines such action to be in the collective best interest of Participating States.

## 2.6. Governing Laws and Regulations

This procurement is conducted by the State of Oklahoma, OMES Central Purchasing, in accordance with the Statutes and Rules of the State of Oklahoma.

This procurement shall be governed by the regulations and laws of the State of Oklahoma. Venue for any administrative or judicial action relating to this procurement, evaluation, and award shall be in the State of Oklahoma. The provisions governing choice of law and venue for issues arising after award and during contract performance are specified in Section 35 of the NASPO ValuePoint Master Agreement Terms and Conditions in Attachment A.

#### 2.7. Firm Offers

Responses to this RFP, including proposed costs, will be considered firm for 180 business days after the proposal due date, without exception.

# 2.8. Right to Accept All or Portion of Proposal

Unless otherwise specified in the solicitation, the Lead State may accept any item or combination of items as specified in the solicitation or of any proposal unless the Offeror expressly restricts an item or combination of items in its Proposal and conditions its response on receiving all items for which it provided a proposal. In the event that the Offeror so restricts its Proposal, the Lead State may consider the Offeror's restriction and evaluate whether the award on such basis will result in the best value to the Lead State and the NASPO ValuePoint program. The Lead State may otherwise determine at its sole discretion that such restriction is non-responsive and render the Offeror ineligible for further evaluation.

# 2.9. Proposal Content and Format Requirements

Proposals must be detailed and concise. Each Proposal must be labeled and organized in a manner that is congruent with the requirements and terminology used in this RFP and must include a point by point response, structured in form and reference to the RFP, addressing all requirements and the Scope of Work elements.

# 2.10. Proposal Submission Instructions

Proposals must be received by the posted closing date and time. Proposals received after the closing date and time will be late and rejected.

You may mail or drop off hard copies to the State of Oklahoma, OMES Central Purchasing, 5005 N. Lincoln Blvd., STE 300, Oklahoma City, OK 73105.

An Offeror shall submit to the Lead State Contract Administrator one (1) original hard copy and seven (7) electronic copies of the Proposal (less Proposal Pricing Page) including all required supporting information and documents on or before the closing date and time. Proposers shall submit one (1) original Proposal marked "MASTER." Envelopes, packages or boxes containing the original and the copies must be clearly

labeled and submitted in a sealed envelope, package, or box bearing the following information:

⋈ Name of Proposer⋈ RFP Number⋈ Closing Date and Time

If discrepancies are found between the copies, or between the original hard copy and electronic copies, the original hard copy will provide the basis for resolving discrepancies. Each electronic copy must be submitted on a separate CD ROM, DVD or USB flash drive and must be in searchable PDF or MS-WORD 2003 or later format. Documents requiring signature must be signed and scanned, however, no other scanned documents will be accepted.

An Offeror shall submit one (1) original hard copy and seven (7) electronic copies of the Cost Proposal Form(s) (Attachment C) in a separate, sealed envelope, labeled accordingly and placed in sealed carton(s) or package(s) as described above. Prices must be submitted using the unmodified Cost Proposal Form (Attachment C). Each electronic copy must be submitted on a separate CD ROM, DVD or USB flash drive and must be in searchable PDF or MS-WORD 2003 or later format. Do not include Proposal Pricing Page on the same CD-ROM or USB flash drive as the technical proposal.

Proposers are solely responsible for ensuring that their Proposals are received by the Lead State in accordance with these solicitation requirements, before the closing date and time, and at the place specified on the cover sheet of this RFP. The Lead State shall not be responsible for any delays in mail or by common carriers or by transmission errors or delays or mistaken delivery. Proposal deliveries made to another location other than to the address identified on the cover sheet of this RFP will be considered non-responsive unless re-delivery is made to the address identified on the cover sheet of this RFP before the closing date and time. **Proposals may NOT be submitted by facsimile or email.** 

# 2.11 Required Format

All Proposals must be submitted in the following format. Detailed information on submitting each of these sections is provided in later sections of this RFP.

- 1. **Table of Contents.** All Proposals should include a Table of Contents listing the page number and location of each section of the Offeror's response.
- 2. **Administrative Forms**. The Lead State's Administrative forms (Attachment D), completed and signed.
- 3. **Executive Summary.** The one or two page executive summary is to briefly describe the Offeror's Proposal. This summary should highlight the major features of the Proposal. It must indicate any requirements that cannot be met by the Offeror. The Lead State should be able to determine the essence of the

Proposal by reading the executive summary.

- 4. **Offeror Profile.** A brief profile of the offeror should be included. The following information should be included in the profile:
  - a. Your company's full legal name.
  - b. Primary business address.
  - c. Describe your company ownership structure.
  - d. Employee size (number of employees).
  - e Website
  - f. Sales contact information.
  - g. A brief history of your company and the year it was founded.
- 5. **Technical Response.** This section should constitute the technical response of the Proposal and must contain at least the following information:
  - A. A complete narrative of the Offeror's assessment of the work to be performed, the Offerors ability and approach, and the resources necessary to fulfill the requirements. This should demonstrate the Offeror's understanding of the desired overall performance expectations and clearly indicate any options or alternatives proposed.
  - B. A specific point-by-point response, in the order listed, to each requirement in the RFP and scope of work (Attachment B).
- 6. **Cost Proposal.** Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Forms (Attachment C).
  - The Cost Proposal is to be submitted as a separate document. Inclusion of any cost or pricing data within the technical proposal may result in your Proposal being deemed non-responsive.
- 7. **Usage Fee and Reporting Plan.** The detailed plan for meeting the Usage Fee and Reporting requirements of this RFP. This plan should provide a comprehensive description of how the Offeror plans to collect and deliver the data and fees required by NASPO ValuePoint and Participating States.
- 8. **Approved Distributors.** Contracts will exclusively be awarded to manufacturers. Offerors should include on the provided form (Attachment E) the requested information for all authorized distributors.

# 2.12. Ownership or Disposition of Proposals and Other Materials Submitted

All Proposals and other materials submitted in response to this RFP shall be the property of the State of Oklahoma and subject to the Oklahoma Public Open Records Act.

## 2.13. Confidential or Proprietary Information

Financial or proprietary information submitted by an Offeror may be designated by the Purchasing Director as confidential and the procurement entity may reject all requests to disclose information designated as confidential pursuant to 62 O.S. (2012) § 34.11.1(H)(2) and 74 O.S. (2011) § 85.10. Offerors claiming any portion of their Proposal as proprietary or confidential must specifically identify what documents or portions of documents they consider confidential and identify applicable law supporting their claim of confidentiality. The State Purchasing Director shall make the final decision as to whether the documentation or information is confidential pursuant to 74 O.S. § 85.10. Otherwise, documents and information an Offeror submits as part of or in connection with a Proposal are public records and subject to disclosure after contract award or the solicitation is cancelled.

#### **Confidential Information**

Offerors should be aware that marking any portion of a Proposal as "confidential", "proprietary" or "trade secret" may exclude it from evaluation or consideration for award. In the event that a limited amount of confidential and proprietary information is deemed necessary by the Offeror to respond to solicitation, any such information must be included in a separate section of the Offeror's Proposal response clearly marked as "CONFIDENTIAL AND PROPRIETARY INFORMATION". Do not incorporate confidential and proprietary information throughout the Proposal response. Rather, provide a reference in the Proposal response directing the reader to the CONFIDENTIAL AND PROPRIETARY INFORMATION section. Elements of the Proposal that define the contractual requirements, such as approaches to the statement of work, prices, and schedule, may not be marked as confidential and proprietary. Proposals not complying with these instructions for identification and segregation of confidential and proprietary information may be rejected.

Information included in the CONFIDENTIAL AND PROPRIETARY INFORMATION section of an Offeror's Proposal is not automatically accepted and protected. All information identified in the CONFIDENTIAL AND PROPRIETARY INFORMATION section will be subject to review by the Lead State in accordance with the procedures prescribed by the Lead State's open records statute, freedom of information act, or similar law.

#### **Redacted Proposal Response**

In the event that an Offeror includes a CONFIDENTIAL AND PROPRIETARY INFORMATION section in their Proposal response, an electronic redacted copy of the offeror's Proposal (as accepted) must be submitted with the final Proposal (e.g. a best and final offer) or as otherwise directed by the Lead State. Offeror acknowledges that any information in the redacted copy of their Proposal response will be made public.

## 2.14. Offeror Exceptions to Terms and Conditions

The Lead State discourages exceptions to contract terms and conditions in the RFP, attached Participating Entity terms and conditions (if any), and the NASPO ValuePoint Master Agreement Terms and Conditions. Exceptions may cause a Proposal to be rejected as nonresponsive when, in the sole judgment of the Lead State (and its evaluation team), the Proposal appears to be conditioned on the exception or correction of what is deemed to be a deficiency or unacceptable exception would require a substantial Proposal rewrite to correct.

Offerors should identify or seek to clarify any problems with contract language or any other document contained within this RFP through their written inquiries about the RFP using the process in Section 2.1.

Moreover, Offerors are cautioned that award may be made on receipt of initial Proposals without clarification or an opportunity for discussion, and the nature of exceptions would be evaluated. Further, the nature of exceptions will be considered in the competitive range determination if one is conducted. In the sole discretion of the Lead State, exceptions may be evaluated to determine the extent to which the alternative language or approach proposed is unreasonable, additional risk to Participating States, is judged to inhibit achieving the objectives of the RFP, or whose ambiguity makes evaluation difficult and a fair resolution (available to all Offerors) impractical, given the timeframe for the RFP. Exceptions may result in a Proposal being rejected as non-responsive and the Lead State is under no obligation to consider exceptions.

#### 2.15 Certification of Non-Debarment

By submitting a Proposal in response to this solicitation, the prospective primary participant and any subcontractor certifies, to the best of their knowledge and belief, that they and their principals or participants:

Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal, State or local department or agency;

Have not within a three-year period preceding this Proposal been convicted of or pled guilty or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) contract; or for violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;

Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated above; and

Have not within a three-year period preceding this Proposal had one or more public (Federal, State, or local) contracts terminated for cause or default.

Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to its solicitation response. Additionally, where the prospective primary participant is unable to certify to any of the statements in this certification, the Lead State reserves the right to deem the Offeror's proposal non-responsive.

## Section 3: Evaluation and Award

## 3.1. Right to Waive Minor Irregularities

"Minor irregularity", "minor deficiency" or "minor informality" means an immaterial defect in a Proposal or variation in a Proposal from the exact requirements of a solicitation that may be corrected or waived without prejudice to other Offerors. A minor irregularity, minor deficiency or informality does not affect the price, quantity, quality, delivery or conformance to specifications and is negligible in comparison to the total cost or scope of the acquisition.

The State Purchasing Director may waive minor irregularities, deficiencies or informalities in a Proposal if the State Purchasing Director determines the irregularities, deficiencies or informalities do not prejudice the rights of other Offerors, or are not a cause for Proposal rejection.

#### 3.2 Discussions With Offerors.

The Lead State reserves the right to award on receipt of initial Proposals without an opportunity for discussion or Proposal revision, so Offerors are encouraged to submit their most favorable Proposal at the time established for receipt of Proposals. Offerors shall be accorded fair and equal treatment with respect to any opportunity for discussion and/or written revisions of Proposals. In conducting discussions, there shall be no disclosure of any information derived from Proposals submitted by competing Offerors.

In accordance with Oklahoma Statutes, 74 O.S. § 85.5, the State of Oklahoma reserves the right to negotiate with one, selected, all or none of the Offerors responding to this solicitation to obtain the best value for the Lead State. Negotiations could entail discussions on products, services, pricing, contract terminology or any other issues that mitigate the Lead State's risks. The Lead State will consider all issues negotiable and not artificially constrained by internal corporate policies. Negotiation may be with one or more Offerors, for any and all items in the Offeror's Proposal.

Firms that contend that they lack flexibility because of their corporate policy on a particular negotiation item may face a significant disadvantage and may not be considered. If such negotiations are conducted, the following conditions shall apply:

Negotiations may be conducted in person, in writing, or by telephone.

Negotiations will only be conducted with Offerors' that submitted potentially acceptable Proposals. The State reserves the right to limit negotiations to those Proposals that received the highest rankings during the initial evaluation phase.

Terms, conditions, prices, methodology, or other features of the Offeror's Proposal may be subject to negotiations and subsequent revision. As part of the negotiations, the Offeror may be required to submit supporting financial, pricing, and other data in order to allow a detailed evaluation of the feasibility, reasonableness, and acceptability of the Proposal.

The mandatory requirements of the RFP shall not be negotiable and shall remain unchanged unless the Lead State determines that a change in such requirements is in the best interest of the Lead State.

BEST and FINAL – The state may request best and final offers if deemed necessary, and will determine the scope and subject of any best and final request; however, the Offeror should not expect that the state will ask for best and finals to give the Offeror an opportunity to strengthen your Proposal. Therefore, the Offeror should submit its best offer based on the terms and conditions set forth in this solicitation.

# 3.3. Award of Master Agreement(s)

Award shall be made to the Offeror(s) whose Proposal is the most advantageous to the Lead State and Participating States, taking into consideration price and the other evaluation factors set forth in this RFP.

Awards will be made by the following categories: Public Access and Infrequent User AEDs, First Responder AEDs, and Professional Defibrillators. The specifications for each category can be found in Attachment B – Scope of Work. The State reserves the right to issue an award to an Offeror across all responsive categories if an Offeror meets the award criteria for any category or categories.

#### 3.4 Evaluation Process

Phase 1: In the initial phase of the evaluation process, the Lead State will review all Proposals timely received. Unacceptable Proposals (non-responsive Proposals not conforming to RFP requirements) will be eliminated from further consideration.

#### Phase 2: Technical Proposal Evaluation

Acceptable and potentially acceptable Proposals will be evaluated against the Proposal evaluation criteria, including an Offeror's technical proposal, support proposal and value added proposal.

The Technical Proposal Evaluation will be worth 35% of the total weight of the evaluation.

# Phase 3: Cost Proposal Evaluation:

Evaluation of Cost Proposals: The Offeror with the lowest cost will receive the maximum points. All other Offerors will receive points as determined by the ratio\* of their costs to the lowest cost. Final cost scores will be calculated based on the following:

\*Ratio Calculation: Points assigned to each Offerors cost proposal will be based on the lowest proposal cost. The Offeror with the lowest proposed cost will receive 100% of the cost points. All other Offerors will receive a portion of the total cost points based on what percentage higher their Proposed Cost is than the Lowest Proposed Cost. The formula to compute the points is: Cost Points x (Proposed Cost/Lowest Proposed Cost).

The cost proposal will be worth 35% of the total weight of the evaluation.

Phase 4: Usage Fee and Reporting Plan Evaluation:

The Offerors' usage fee and reporting plans will be evaluated based upon the thoroughness and feasibility of the included plan.

The usage fee and reporting plan will be worth 15% of the total weight of the evaluation.

Phase 5: Distributor Network Evaluation:

The Offerors' listed approved distributors will be reviewed and evaluated based on an Offeror's ability to provide service to all States, all Participating States or a subset of Participating States.

The distributor network proposal will be worth 15% of the total weight of the evaluation.

#### 3.5. Notice of Intent to Award

After a final selection is made, the Lead State will issue an intent-to-award announcement on its electronic procurement system. Proposal files are public records and available for review at the offices of the Lead State by appointment.

#### 3.6. Protest

A protest must be submitted in writing to the Lead State's Purchasing Director and must be received within ten (10) calendar days after the date of the intent-to-award. Award protests must meet the requirements of Lead State's statutes, regulations and rules to be considered. The Lead State will not consider any protests that are received after this deadline.

The Lead State will address all timely submitted protests that are in accordance with their statutes, regulations and rules and the Lead State will issue a written decision to the Offeror who submitted the protest. Protests that do not include the information required by the Lead State's statutes, regulations and rules may be rejected by Lead State. The Lead State will receive protests in the following form:

Letter submitted to the Oklahoma State Purchasing Director

## 3.7. Post Award Formalization of the Master Agreement

The Lead State reserves the right during contract negotiation of the Master Agreement to adjust terms and conditions that would not (in the Lead State's judgment) have a material effect on price, schedule, scope of work, or risk to the Lead State and Participating States, with materiality defined in terms of the effect on the evaluation and award. The Lead State reserves the right to accept contract or pricing changes that are more favorable to the Lead State

If no Master Agreement is reached with the apparent awardee, the Lead State may negotiate with other Offerors or elect to make no award under this RFP.

# Section 4: Administrative and Technical Response Requirements

This section contains technical requirements pertaining to the RFP for Automated External Defibrillator (AED) units and accessories, service and support. Other sections of this RFP contain additional requirements that must be met in order to be considered responsive. Offerors must identify in their Proposal how their company meets (or exceeds) all requirements listed in Section 4 of this RFP.

## 4.1. Mandatory Minimum Administrative Proposal Requirements

This section contains the minimum requirements that must be met in order to be considered for the evaluation phase. All of the items described in this section are non-negotiable. All Offerors must state willingness and demonstrate ability to satisfy these requirements in the Proposal submitted for consideration.

## a. Contractor Single Point of Contact.

All Offerors must include a single point of contact in their Proposal. This single point of contact shall be the primary person the Lead State may contact in regards to the resulting Master Agreement.

#### b. Compliance with Specifications

All Offerors must meet or exceed the specifications listed in the Category for which an Offeror's device is being bid. Inability to meet the listed specifications may result in disqualification of the device being bid as non-responsive.

# 4.2. NASPO ValuePoint Master Agreement Statement of Compliance

NASPO ValuePoint Master Agreement(s) resulting from this RFP will constitute the final agreement except for negotiated terms and conditions specific to a Participating Entity's Participating Addendum.

The Master Agreement will include, but not be limited to, the NASPO ValuePoint Standard Terms and Conditions in Attachment A and Lead State specific terms and conditions required to execute a Master Agreement, the Scope of Work (Attachment B) and selected portions of the Offeror's Proposal.

This section highlights particular terms and conditions of NASPO ValuePoint Master Agreement Terms and Conditions, although Offerors will be bound to all the terms and conditions when executing a Master Agreement as shown in Attachment A. Offerors

must include a statement in their Proposal that they have read and understand all of the terms and conditions as shown in the Master Agreement (Attachment A).

#### 4.2.a. Insurance

To be eligible for award, the Offeror agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions. Describe your insurance or plans to obtain insurance satisfying the requirements in Section 21.

## 4.2.b NASPO ValuePoint Administrative Fee and Reporting Requirements

To be eligible for award, the Offeror agrees to pay a NASPO ValuePoint administrative fee as specified in Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions. Moreover, specific summary and detailed usage reporting requirements are prescribed by Section 7 of the NASPO ValuePoint Master Agreement Terms and Conditions.

Offerors shall include with their response a detailed usage fee and reporting plan, as described in Section 6 of the RFP.

#### 4.2.c NASPO ValuePoint eMarket Center

To be eligible for award, the Offeror agrees, by submission of a Proposal, to cooperate with NASPO ValuePoint and SciQuest (and any authorized agent or successor entity to SciQuest) to integrate its presence in the NASPO ValuePoint eMarket Center either through an electronic catalog (hosted or punchout site) or unique ordering instructions. Refer to Attachment A, Section 9, NASPO ValuePoint Master Agreement Terms and Conditions for the prescribed requirements.

Those terms and conditions require as a minimum that the Offeror agrees to participate in development of ordering instructions. Offeror shall respond how they can support the eMarket Center in the Proposal through either a hosted catalog or punchout solution.

#### 4.3 Lead State Terms and Conditions.

Refer to Attachment H for the Lead State Special Terms and Conditions that apply to this solicitation. Offeror shall indicate in their Proposal that they have read and understand all of the requirements shown in the Lead State Special Terms and Conditions.

# 4.4 Participating State Terms and Conditions.

As a courtesy to Offerors, some Participating States' specific Terms and Conditions are provided as Attachments to this solicitation. These are for informational purposes only

and will be negotiated with other Participating States after award of the Master Agreement. Each State reserves the right to negotiate additional terms and conditions in its Participating Addendums. Offerors shall submit a statement that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum.

## 4.5 Promotion of the NASPO ValuePoint Master Agreement

The NASPO ValuePoint Master Agreement Terms and Conditions include program provisions governing participation in the cooperative, reporting and payment of administrative fees, and marketing/education relating to the NASPO ValuePoint cooperative procurement program. In this regard:

- a. Briefly describe how you intend to promote the use of the Master Agreement.
- b. Knowing that state procurement officials (CPO) must permit use of the Master Agreement in their state, how will you integrate the CPO's permission into your plan for promoting the agreement?
- c. Public entities are sensitive to "scope" issues, that is, whether performance is within the intended scope of the solicitation as awarded. In the context of your method of promoting agreements of this nature, how would you clarify any questions regarding the scope of the agreement with respect to any potential order?
- d. How will your company manage due dates for administrative fee payments and usage reports?
- e. Through its Cooperative Development Coordinators and Education & Outreach team, NASPO ValuePoint assists Lead States by engaging vendors in strategies aimed at promoting master agreements. What opportunities and/or challenges do you see in working with NASPO ValuePoint staff in this way?

# 4.6 Scope of Work

Offerors shall demonstrate in their Proposal how they meet or exceed the requirements of each section of the Scope of Work in Attachment B. Offerors shall show each requirement and its response in their Proposal.

# **Section 5: Price and Cost Proposal**

Cost proposals will be evaluated independent of the technical evaluation. Cost proposal must be submitted to the Lead State as a separate document in Offeror's Proposal. **Do not embed cost proposal in the technical proposal response.** 

Offeror shall provide detailed costs for all costs associated with the responsibilities and related services, per Attachment C.

Cost for the NASPO ValuePoint Master Agreements shall be based on the following:

Offeror must submit cost, prices and rates as required by Cost Proposal Forms (Attachment C). Prices and rates shall include all anticipated charges, including, but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs and expenses incidental to the Offeror's performance.

Any travel costs must be included in the cost of the products and services being bid. No billing for travel will be allowed under this contract.

The Lead State is exempt from federal excise taxes and no payment will be made for any taxes levied on the Offeror's or any Subcontractor's employee's wages. The Lead State will pay for any applicable Lead State or local sales or use taxes on the products provided or the services rendered. If required by Lead State, taxes shall be included as a separate line item on an Offeror's invoice. The tax rules with respect to other Participating Entities may vary and are expected to be addressed in the Participating Addenda.

All prices and rates offered shall be guaranteed for the initial term of the Master Agreement. Any request for price or rate adjustment following the initial Master Agreement term is subject to the requirements detailed in Section 11 of the NASPO ValuePoint Master Agreement Terms and Conditions.

# **Section 6: Usage Fee and Reporting Plan**

Offerors shall include in their proposal a detailed plan for meeting the usage fee and reporting requirements of NASPO ValuePoint and Participating States. All information within the plan must be kept current, with NASPO ValuePoint and the Lead State Contract Administrator being notified of any changes to the usage fee and reporting plan immediately.

The plan shall include, but not be limited to, the following components:

Offerors shall identify the person responsible for providing the mandatory usage

reports.

Offerors shall identify the method and frequency in which usage data will be collected from authorized distributors.

Offerors shall identify the method by which usage fees will be distributed to NASPO ValuePoint and applicable Participating States.

Offerors shall identify the method in which up to date information will be provided to NASPO ValuePoint and the Lead State Contract Administrator.



# **Attachment A: NASPO ValuePoint Master Agreement Terms and Conditions**

## 1. Master Agreement Order of Precedence

- a. Any Order placed under this Master Agreement shall consist of the following documents:
- (1) A Participating Entity's Participating Addendum ("PA");
- (2) NASPO ValuePoint Master Agreement Terms & Conditions;
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Scope of Work, Attachment B to the RFP;
- (5) The Solicitation or, if separately executed after award, the Lead State's bilateral agreement that integrates applicable provisions;
- (6) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State.
- b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

#### 2. Definitions

**Acceptance** is defined by the applicable commercial code, except Acceptance shall not occur before the completion of delivery in accordance with the Order, installation if required, and a reasonable time for inspection of the Product.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of the NASPO ValuePoint program, and the Contractor, as now or hereafter amended.

NASPO ValuePoint is the NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of NASPO ValuePoint. NASPO ValuePoint facilitates administration of the NASPO cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states, the District of Columbia, and territories of the United States. NASPO ValuePoint is identified in the Master Agreement as the recipient of reports and may perform contract administration functions relating to collecting and receiving reports as well as other contract administration functions as assigned by the Lead State.

**Order** or **Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity; however, a Participating State listed in the Request for Proposals is not required to participate through execution of a Participating Addendum.

**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The terms "Products, supplies and services", and "products and services" are used interchangeably in this RFP and these terms and conditions...

**Purchasing Entity** means a state (as well as the District of Columbia and U.S territories), city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, that issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

# **NASPO ValuePoint Program Provisions**

# 3. Term of the Master Agreement

- a. The initial term of this Master Agreement is for one year. This Master Agreement may be extended beyond the original contract period for four additional years at the Lead State's discretion and by mutual agreement and upon review of requirements of Participating Entities, current market conditions, and Contractor performance.
- b. The Master Agreement may be extended for a reasonable period of time, not to exceed six months, if in the judgment of the Lead State a follow-on, competitive procurement will be unavoidably delayed (despite good faith efforts) beyond the planned date of execution of the follow-on master agreement. This subsection shall not be deemed to limit the authority of a Lead State under its state law otherwise to negotiate contract extensions.

#### 4. Amendments

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written agreement of the Lead State and Contractor.

## 5. Participants and Scope

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The NASPO ValuePoint Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific NASPO ValuePoint cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating Entities who are states are limited to the orders placed by the departments or other state agencies and

institutions having available funds. Participating Entities who are states incur no financial obligations on behalf of other Purchasing Entities. Contractor shall email a fully executed PDF copy of each Participating Addendum to PA@naspovaluepoint.org to support documentation of participation and posting in appropriate data bases.

- d. NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.
- e. Participating Addenda shall not be construed to amend the following provisions in this Master Agreement between the Lead State and Contractor that prescribe NASPO ValuePoint Program requirements: Term of the Master Agreement; Amendments; Participants and Scope; Administrative Fee; NASPO ValuePoint Summary and Detailed Usage Reports; NASPO ValuePoint Cooperative Program Marketing and Performance Review; NASPO ValuePoint eMarketCenter; Right to Publish; Price and Rate Guarantee Period; and Individual Customers. Any such language shall be void and of no effect.
- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located. Coordinate requests for such participation through NASPO ValuePoint. Any permission to participate through execution of a Participating Addendum is not a determination that procurement authority exists in the Participating Entity; they must ensure that they have the requisite procurement authority to execute a Participating Addendum.
- g. **Resale**. "Resale" means any payment in exchange for transfer of tangible goods, software, or assignment of the right to services. Subject to any specific conditions included in the solicitation or Contractor's Proposal as accepted by the Lead State, or as explicitly permitted in a Participating Addendum, Purchasing Entities may not resell Products (the definition of which includes services that are deliverables). Absent any such condition or explicit permission, this limitation does not prohibit: payments by employees of a Purchasing Entity for Products; sales of Products to the general public as surplus property; and fees associated with inventory transactions with other governmental or nonprofit entities and consistent with a Purchasing Entity's laws and regulations. Any sale or transfer permitted by this subsection must be consistent with license rights granted for use of intellectual property.

#### 6. Administrative Fees

a. The Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than sixty (60) days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The NASPO ValuePoint Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with the Proposal.

b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the NASPO ValuePoint Administrative Fee percentage or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee. The NASPO ValuePoint Administrative Fee in subsection 6a shall be based on the gross amount of all sales (less any charges for taxes or shipping) at the adjusted prices (if any) in Participating Addenda.

# 7. NASPO ValuePoint Summary and Detailed Usage Reports

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following NASPO ValuePoint reports.

- a. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to NASPO ValuePoint using the NASPO ValuePoint Quarterly Sales/Administrative Fee Reporting Tool found at http://www.naspo.org/WNCPO/Calculator.aspx. Any/all sales made under this Master Agreement shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than thirty (30) days following the end of the calendar quarter (as specified in the reporting tool).
- b. Detailed Sales Data. Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and NASPO ValuePoint Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the NASPO ValuePoint Cooperative Development Team electronically through a designated portal, email, CD-ROM, flash drive or other method as determined by the Lead State and NASPO ValuePoint. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment F.
- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, social security numbers or any other numerical identifier, may be submitted with any report.

- d. Contractor shall provide the NASPO ValuePoint Cooperative Development Coordinator with an executive summary each quarter that includes, at a minimum, a list of states with an active Participating Addendum, states that Contractor is in negotiations with and any Participating Addendum roll out or implementation activities and issues. NASPO ValuePoint Cooperative Development Coordinator and Contractor will determine the format and content of the executive summary. The executive summary is due thirty (30) days after the conclusion of each calendar quarter.
- e. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and NASPO ValuePoint shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

# 8. NASPO ValuePoint Cooperative Program Marketing and Performance Review

- a. Contractor agrees to work cooperatively with NASPO ValuePoint personnel. Contractor agrees to present plans to NASPO ValuePoint for the education of Contractor's contract administrator(s) and sales/marketing workforce regarding the Master Agreement contract, including the competitive nature of NASPO ValuePoint procurements, the Master agreement and participating addendum process, and the manner in which qualifying entities can participate in the Master Agreement.
- b. Contractor agrees to participate in an annual contract performance review at a location selected by the Lead State and NASPO ValuePoint, which may include a discussion of marketing action plans, target strategies, marketing materials, as well as Contractor reporting and timeliness of payment of administration fees.

#### 9. NASPO ValuePoint eMarket Center

- a. In July 2011, NASPO ValuePoint entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible NASPO ValuePoint's customers to access a central online website to view and/or shop the goods and services available from existing NASPO ValuePoint Cooperative Contracts. The central online website is referred to as the NASPO ValuePoint eMarket Center.
- b. The Contractor will have visibility in the eMarket Center through Ordering Instructions. These Ordering Instructions are available at no cost to the Contractor and provide customers information regarding the Contractors website and ordering information. The Contractor is required at a minimum to participate in the eMarket Center through Ordering Instructions.
- c. At a minimum, the Contractor agrees to the following timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin Ordering Instruction process. The Contractor shall have thirty (30) days from receipt of written request to work with NASPO ValuePoint to provide any unique information and ordering instructions that the Contractor would like the customer to have.

d. If the solicitation requires either a catalog hosted on or integration of a punchout site with eMarket Center, or either solution is proposed by a Contractor and accepted by the Lead State, the provisions of the eMarket Center Appendix to these NASPO ValuePoint Master Agreement Terms and Conditions apply.

# 10. Right to Publish

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of information that pertains to the potential work or activities covered by the Master Agreement. This limitation does not preclude publication about the award of the Master Agreement or marketing activities consistent with any proposed and accepted marketing plan. The Contractor shall not make any representations of NASPO ValuePoint's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

#### 11. Price and Rate Guarantee Period

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

#### 12. Individual Customers

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice to each Purchasing Entity individually.

# **Administration of Orders**

# 13. Ordering

- a. Master Agreement order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.
- b. Purchasing Entities may define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an "as needed" basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to the Purchasing Entity's rules and

policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Entity may select the quote that it considers most advantageous, cost and other factors considered.

- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities' rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document under the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
- (4) The name, phone number, and address of the Purchasing Entity representative;
- (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor's Proposal;
  - (6) A ceiling amount of the order for services being ordered; and
  - (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity's purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.
- i. Notwithstanding the expiration, cancellation or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration, cancellation or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement.

# 14. Shipping and Delivery.

a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be

F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Purchasing Entity except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an Order to be shipped without transportation charges that is back ordered shall be shipped without charge.

b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Contractor. If damage does occur, it is the responsibility of the Contractor to immediately notify the Purchasing Entity placing the Order.

c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Purchasing Entity's Purchase Order number.

## 15. Laws and Regulations

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

# 16. Inspection and Acceptance.

- a. Where the Master Agreement or an Order does not otherwise specify a process for inspection and Acceptance, this section governs. This section is not intended to limit rights and remedies under the applicable commercial code.
- b. All Products are subject to inspection at reasonable times and places before Acceptance. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.
- c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract

requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements; and reduce the contract price to reflect the reduced value of services performed.

- d. The warranty period shall begin upon Acceptance.
- e. Acceptance Testing may be explicitly set out in a Master Agreement to ensure conformance to an explicit standard of performance. Acceptance Testing means the process set forth in the Master Agreement for ascertaining that the Product meets the standard of performance prior to Acceptance by the Purchasing Entity. If Acceptance Testing is prescribed, this subsection applies to applicable Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in this Master Agreement or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be deemed Accepted and no charges shall be paid until the standard of performance is met. The warranty period shall begin upon Acceptance.

## 17. Payment

Payment after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

# 18. Warranty

Warranty provisions govern where specified elsewhere in the documents that constitute the Master Agreement; otherwise this section governs. The Contractor warrants for a period of <u>one</u> year from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the

Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

#### 19. Title of Product

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

## 20. License of Pre-Existing Intellectual Property

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, license to use, publish, translate, reproduce, transfer with any sale of tangible media or Product, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The Contractor shall be responsible for ensuring that this license is consistent with any third party rights in the Pre-existing Intellectual Property.

# **General Provisions**

#### 21. Insurance

- a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below:
  - (1) Commercial General Liability covering premises operations, independent

contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;

- (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.
- e. Contractor shall furnish to the Lead State copies of certificates of all required insurance in a form sufficient to show required coverage within thirty (30) calendar days of the execution of this Master Agreement and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.
- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

#### 22. Records Administration and Audit.

a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and Orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period

of seven (7) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, or such longer period as is required by the Purchasing Entity's state statutes, to assure compliance with the terms hereof or to evaluate performance hereunder.

- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records.
- c. The rights and obligations herein exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

# 23. Confidentiality, Non-Disclosure, and Injunctive Relief

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated

or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

#### 24. Public Information.

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

# 25. Assignment/Subcontracts

- a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.
- b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint.

# 26. Changes in Contractor Representation

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel managing the Master Agreement in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's Proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's Proposal.

# 27. Independent Contractor

The Contractor shall be an independent contractor. Contractor shall have no

authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

#### 28. Cancellation

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, rights attending any warranty or default in performance in association with any Order, and requirements for records administration and audit. Cancellation of the Master Agreement due to Contractor default may be immediate.

## 29. Force Majeure

Neither party to this Master Agreement shall be held responsible for delay or default caused by unusually severe weather, fire or other casualty, act of God, strike or labor dispute, war or other violence, or any law, order or requirement of any governmental agency or authority which are beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

#### 30. Defaults and Remedies

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or
  - (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
  - (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
  - (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public

safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.

- c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:
  - (1) Exercise any remedy provided by law; and
  - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
  - (3) Impose liquidated damages as provided in this Master Agreement; and
  - (4) Suspend Contractor from being able to respond to future bid solicitations; and
  - (5) Suspend Contractor's performance; and
  - (6) Withhold payment until the default is remedied.
- d. Unless otherwise specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and shall have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

#### 31. Waiver of Breach

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

#### 32. Debarment

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

#### 33. Indemnification

- a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.
- b. Indemnification Intellectual Property. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim") of another person or entity.
- (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
  - (a) provided by the Contractor or the Contractor's subsidiaries or affiliates;
  - (b) specified by the Contractor to work with the Product; or
- (c) reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
  - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or

settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

## 34. No Waiver of Sovereign Immunity

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of the Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating Entities who are states only to the extent Congress has appropriately abrogated the state's sovereign immunity and is not consent by the state to be sued in federal court. This section is also not a waiver by the state of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

# 35. Governing Law and Venue

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State. The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; a Participating State if a named party; the state where the Participating Entity or Purchasing Entity is located if either is a named party.

# 36. Assignment of Antitrust Rights

Contractor irrevocably assigns to a Participating Entity who is a state any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor

in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided in that state for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at the Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

## 37. Contract Provisions for Orders Utilizing Federal Funds.

Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

# 8. Leasing or Alternative Financing Methods.

The procurement and other applicable laws of some Purchasing Entities may permit the use of leasing or alternative financing methods for the acquisition of Products under this Master Agreement. Where the terms and conditions are not otherwise prescribed in an applicable Participating Addendum, the terms and conditions for leasing or alternative financing methods are subject to negotiation between the Contractor and Purchasing Entity.

#### **eMarket Center Appendix**

- a. This Appendix applies whenever a catalog hosted by or integration of a punchout site with eMarket Center is required by the solicitation or either solution is proposed by a Contractor and accepted by the Lead State.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
- (1) Implementation Timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with NASPO ValuePoint and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.
- (2) NASPO ValuePoint and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by NASPO ValuePoint Participating Entity users).
  - (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data once per quarter to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
  - (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update [every Insert Time Frame Here ] to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions to product/service offerings (new products, altered SKUs, new pricing, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in

the eMarket Center may include price changes on a more frequent basis than once per quarter. The following conditions apply with respect to hosted catalogs:

- (1). Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
- (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121.
- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
- (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offerings the Contractor is authorized to provide in accordance with the cooperative contract; and
- (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contractand
  - (3) The Catalog must include a Lead State contract identification number; and
  - (4) The Catalog must include detailed product line item descriptions; and
  - (5) The Catalog must include pictures when possible; and
- (6) The Catalog must include any additional NASPO ValuePoint and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different NASPO ValuePoint Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the

Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.

- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. NASPO ValuePoint reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: http://www.unspsc.com and http://www.unspsc.com/FAQs.asp#howdoesunspscwork.
- i. Applicability: Contractor agrees that NASPO ValuePoint controls which contracts appear in the eMarket Center and that NASPO ValuePoint may elect at any time to remove any supplier's offering from the eMarket Center.
- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several NASPO ValuePoint Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain NASPO ValuePoint Cooperative Contracts. In the event one of these entities elects to use this NASPO ValuePoint Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and NASPO ValuePoint to implement the catalog. NASPO ValuePoint does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

(March 2016)

# **Attachment B: Scope of Work**

#### A. Contract Awards

Contract awards will only be made to manufacturers. Manufacturers should include as a part of their response approved distributers through which contract users are able to purchase products awarded on contract. All approved distributers should be identified using the provided form (Attachment E).

Please refer to a list of Authorized Distributors in Section 6 of this response.

If awarded a contract, manufacturers shall ensure the Lead State Contract Administrator is provided with up to date information regarding the status of approved distributors. New distributors should be added using the provided form (Attachment E). The Lead State Contract Administrator should be notified in writing, via email, of any distributors that should be removed from the list of approved distributors. Distributors may provide service nationally or locally. The distributor coverage area should be listed in the appropriate section of Attachment E.

Each state represented by NASPO ValuePoint that chooses to participate in this Master Agreement independently has the option of deploying only resellers approved by the Participating State. The Participating State that chooses to exercise this option will define the process to add and remove resellers in their Participating Addendum.

Awards will be made by the following categories: Public Access and Infrequent User AEDs, First Responder AEDs, and Professional Defibrillators. The specifications for each category can be found below. The State reserves the right to issue an award to an Offeror across all responsive categories if an Offeror meets the award criteria for any category or categories.

#### **B.** Additional Products

Manufacturers awarded a contract have the option of adding additional products at protected prices, where pricing is commensurate with pricing offered in their response. All such additions must be approved by the Lead State Contract Administrator prior to being made available.

# C. Product Specifications

All Offerors responding must provide detailed device specifications demonstrating their ability to meet or exceed the listed criteria, or provide a justification as to why alternate specifications should be considered. The State will deem any response that does not meet the specifications listed below without providing adequate justification for an alternate bid non-responsive. Additionally, Offerors should classify products as Class 1 – Having No Medical Training or Class 2 – Slight Medical Training, and any other classes as appropriate.

Offerors should include the cost associated with each device being bid separately using the provided Cost Proposal Forms (Attachment C). If cost information is provided outside of the separate cost proposal section, the Lead State reserves the right to redact an Offeror's proposal so that it complies with the requirements of the RFP. Such redaction may have a detrimental effect on the competitiveness of an Offeror's Proposal.

- a. Public Access and Infrequent User AEDs
  - i. The AED must enhance user performance by displaying visual icons or audible prompts.
  - ii. The AED must guide the rescuer in following the proper rescue sequence.
  - iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.
  - iv. The AED must be user configurable to adapt to local and changing protocols.
  - v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.
  - vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.
  - vii. The AED must offer the capability of a user-activated manual self-
  - viii. The AED must include an easily identifiable on/off switch on the front of the device.
  - ix. The AED must have an easy to see status indicator that advises users if the unit requires service.
  - x. The AED must offer an audible tone that sounds if the unit requires service.
  - xi. The AED must record data to an internal memory.
  - xii. The AED must include the ability to download data to a computer.
  - xiii. The AED must utilize pre-connected, disposable, single use, self-adhesive electrode(s).
  - xiv. The electrode must have a shelf life of at least two years.
  - xv. The AED must have a cable length of at least 48 inches.
  - xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.
  - xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.
  - xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.
- b. First Responder AEDs
  - i. The pediatric algorithm must alter the default energy levels the AED delivers to pediatric patients to levels of 50, 70 and 85 Joules.
  - ii. The electrode must offer a CPR rate and depth sensor and an adaptive metronome that assists rescuers in performing proper CPR.

- iii. The AED must offer disposable, single use, self-adhesive electrode(s)for ease of application.
- iv. The AED must utilize a biphasic waveform.
- v. The AED must be capable of operating in semi-automatic and/or manual mode.
- vi. The AED must have the capability of monitoring a patient with a 3 lead patient cable through ECG electrodes.
- vii. The energy settings must be user configurable with a pre-set maximum energy setting of 200 Joules or escalating variable energy range up to 360 Joules.
- viii. The electrode must have a shelf-life of at least two years.
- ix. The AED must invoke a specific pediatric algorithm when pediatric pads are attached.
- x. The AED must have an internal memory capable of recording up to 7 hours of continuous information.
- xi. The internal memory must be configurable to record information on up to four patients.
- xii. The AED must meet water and particulate ingress ratings of IP55.
- xiii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.
- xiv. The AED must have multiple user configurable prompts.
- c. Professional Defibrillator Specifications
  - i. General:
    - 1. Unit must be able to digitally record ECG on a standard a removable card (optional).
    - 2. Unit must be able to transmit 12-lead ECG information through a fax/modem card.
    - 3. External paddles must be available.
    - 4. Unit shall have a battery that shall be easily and rapidly replaced.
    - 5. Unit shall have an affixed protective roll cage for added device protection.
    - 6. Unit shall have integral carry bags providing an independent location for each cable.
    - 7. Unit shall be able to be tested through multi-function cable or paddles.
    - 8. Unit must provide testing capability which tests: charging, energy delivery, paddles, multi-function cable.
    - 9. Unit must have a test cap to allow multi-function cable testing.
    - 10. Unit must have built-in AC or DC charging as a standard feature.
    - 11. Unit must provide 3 hours typical continuous ECG monitoring time with a new battery.
    - 12. Unit must provide 4 hrs typical continuous ECG monitoring time with a new Lithium Ion battery.

- 13. Unit must provide an OPS Clock Sync feature as a standard option.
- 14. The device must be compatible with the AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support.
- 15. The device must be capable of monitoring the ECG with appropriate display and alarm (visual and audible).
- 16. The device shall provide normal operating capability for ALS users, including semi-automatic external defibrillation, manual defibrillation, synchronized cardio version and external pacing.
- 17. The unit shall have the capability to do Pulse Oximetry, 12 lead ECG, end-tidal C02 monitoring, capnography, NIBP, etc.

#### ii. Display:

- 1. Unit must have a high-resolution color liquid crystal display as a standard feature.
- 2. Unit must be able to change display from color to black on white or white on black through the push of a button.
- 3. Unit must have a screen with a sweep speed of 25 mm I sec.
- 4. Unit must have a screen that provides a minimum viewing time of 4 seconds.
- 5. Unit must have a display that provides the following information: Heart Rate, Lead/Pads, Alarm On/Off, Sp02, EtC02, NIBP, AED functions and prompts, defibrillator test function, self-test function, error corrections and faults, Pacer functions, Code markers, alarm selection and limits, delivered energy, joule settings, ECG size, Synchronized cardioversion, optional EtC02 readings, Sp02 readings and NIBP readings.

#### iii. Defibrillator:

- 1. Unit must utilize a low energy, constant current biphasic waveform.
- 2. Unit must have the following energy selections available to provider in manual mode operation: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 85, 100, 120, 150, 200 joules.
- 3. Unit must meet current AHA specifications for biphasic defibrillation.
- 4. Unit must allow provider the ability to adjust energy selection controls on device front panel or sternum paddle.
- 5. Unit must be able to charge to 200 joules in 6 seconds or less with a new fully charged battery.
- 6. Unit must display energy selected and delivered on monitor display, strip chart recorder and code summary.
- 7. Unit must have synchronized cardioversion capability with "sync" message displayed on monitor.

- 8. Unit must have optional paddles that are external anterior/anterior adult and pediatric paddles.
- Unit must contain a built in defibrillator tester that tests energy output and continuity of the multifunction cable and paddles documented on strip chart recorder and optional PCMCIA card.
- 10. Unit must have a "Multi-function" cable that is field replaceable

#### iv. Recorder:

- 1. Unit must utilize a thermal strip chart recorder.
- 2. Strip chart recorder must use at least 90mm paper width thermal recording paper.
- 3. Strip chart recorder must utilize a 6 second delay.
- 4. Strip chart recorder must be able to print the following annotations: Time, date, defib. energy, heart rate, pacer output (Pacer version only), QRS sync marker, ECG SIZE, lead, alarm, DEFIB TEST OK/FAIL, ANALYZE ECG, PADS OFF, ANALYSIS HALTED, NOISY ECG,SHOCK ADVISED, NO SHOCK ADVISED, ECG TOO LARGE and diagnostic bandwidth.
- 5. Unit must have user configurable print out modes offering manual or automatic recording options initiated by alarm activation or defibrillator discharge.
- 6. Strip chart recorder must be able to print 3 leads simultaneously, diagnostic bandwidth and a 4x3 12-lead printout.

#### v. Pacemaker:

- 1. Unit must utilize a constant current 40 ms pace pulse width.
- 2. Unit must have a continuously variable current level.
- 3. Unit must have a continuously variable pacing rate from 30-180 ppm.
- 4. Pacer parameters must be maintained when switching back to defibrillation or monitor mode.
- 5. The heart rate alarms must function in the pacing mode.
- 6. Unit must have mechanism to allow viewing of intrinsic patient rhythm without losing pacing capture.
- 7. Unit must be configurable for initial setting of pacing rate.
- 8. Unit must display pacing rate and milliamps on display.
- 9. The pacer must continue to deliver life-saving therapy in the event an ECG lead falls off.
- 10. Unit must be able to pace through multi-function or pacing electrodes.

#### vi. 12- lead ECG:

1. The 12-lead parameter must reside within a defibrillator weighing less than 15 lbs.

- 2. The 12-lead parameter must be able to provide a diagnostic 12-lead ECG 4x3 printout by holding the recorder button for two seconds.
- 3. The 12-lead parameter must be capable of providing a diagnostic 12-lead ECG printout with interpretation by pressing the acquire button in the 12-lead mode.
- 4. The 12-lead parameter must allow direct transmission of 12-lead ECG via land or cell phone to a standard fax machine.
- 5. The 12-lead parameter must provide a user configuration that allows the option of printing detailed measurements along with the interpretation.
- 6. The 12-lead ECG must be capable of being acquired without entering deep menus and without the use of a trim knob.
- 7. The unit must offer an optional 0.05 to 40hz bandwidth.
- 8. The 12-lead parameter must allow users to easily insert patient name, age and gender using soft keys on the defibrillator.
- The 12-lead parameter must allow users to print the 12 SL Analysis, including measurements and patient name, age and gender on 90mm fan-fold paper.
- 10. The 12-lead parameter must be capable of storing up to 24 pre-programmed telephone numbers facilitating rapid and easy 12-lead ECG transmission.
- 11. The 12-lead parameter must allow configuration of user defined lead groups for rapid printout and review of pertinent ECG.
- 12. The 12-lead patient cable must consist of 4 limb leads and a separate V lead cable.
- 13. The 12-lead patient cable must be capable of providing limb lead signals directly to the defibrillator when only the limb leads are attached.
- 14. The 12-lead patient cable must accommodate either snap or clip connectors.
- 15. The 12-lead parameter must be capable of providing an automatic patient identifier using 7 alphanumeric characters.
- 16. The 12-lead parameter must be capable of providing a device identifier using 3 alphanumeric characters.
- 17. The unit must be upgradeable to allow the use of an integrated Bluetooth option for the wireless transmission of 12-lead and vital sign data via a cell phone or other communication technology.
- 18. The unit must provide serial communication capability through an RS232 serial port.
- 19. The unit must be able to transmit 12-lead and vital data both automatically and manually on acquisition.

- 20. The unit must be able to transmit all data stored on a PC card to a remote handheld device or laptop.
- 21. The unit must be able to provide the option for both landline and cellular transmission when utilizing a Bluetooth wireless option.
- 22. The unit must offer the option of direct fax transmission via a Bluetooth option.

#### vii. Pulse Oximetry:

- 1. The unit must have an integral pulse oximeter or be upgradeable to include an integral Pulse Oximeter.
- 2. The unit must utilize pulse oximetry that has FDA 51 Ok clearance for use during patient motion and low perfusion.
- 3. The unit must utilize sensors that work in bright sunlight.
- 4. The unit must utilize a pulse oximeter with alarms that are user adjustable in the field.

#### viii. Capnography:

- 1. The unit, when purchased with Sp02, must have an EtC02 port.
- All units with an EtC02 port must be upgradeable to include C02 by plugging in a mainstream or sidestream CAPNO 5 sensor.
- The unit must be able to offer the option to upgrade to either mainstream or sidestream capnography with sensor located outside of the unit allowing easy service and replacement if needed.
- 4. The defibrillator must be capable of providing continuous EtC02 and Respiratory Rate readings as well as a capnogram for on-screen display or print-out.
- 5. The C02 sensors used must not require a yearly calibration check.

#### ix. Non-Invasive Blood Pressure:

- 1. Unit must be capable of acquiring a blood pressure within a typical measurement time of 30 seconds or less on average.
- 2. Unit must incorporate oscillometric technology.
- 3. Unit must display systolic, diastolic and mean pressures.
- 4. Unit must be capable of taking automatic, stat or manual measurements.
- 5. Automatic intervals should be user adjustable to 2.5, 5, 10, 15, 20, 30, 45, 60, 90, and 120 minutes.
- 6. Stat mode must allow up to 10 measurements within 5 minutes.
- 7. Unit must include an artifact indicator which is displayed when excessive artifact is detected.
- 8. Unit must display a cuff inflation status bar.
- 9. Unit be capable of displaying and/or printing up to 4 hours of patient BP history data.

### **D. Support Specifications**

Specifications for product consumables, accessories, and support can be found below. Each Offeror should bid the items or services requested in order to submit a complete Proposal. Where unable to provide an applicable product or service that has been specifically requested, Offerors should provide an explanation for the omission.

- a. Product Consumables and Accessories
  - i. Market Basket Items

A list of the most commonly used consumables and accessories have been identified as market basket on contract. For each device offered, Offerors should bid the relevant market basket included below:

- a. Batteries
- b. Adult Pads (electrodes)
- c. Pediatric Pads (electrodes)
- d. Carrying Cases
- e. Wall Mount Kits
- f. Fast Response Kits

Offerors should include in the technical response the market basket items being bid and the specifications of each. No pricing information should be included in the technical response.

ii. Catalogue Discount

In addition to the line item pricing of their offered devices and market basket items, Offerors must include in their cost proposal a blanket discount off of their catalogue price for items in their catalogue which are not otherwise included in their cost proposal. Pricing information should be included on Attachment C – Cost Proposal Forms. No pricing information should be included in the technical response.

- b. Warranties and Extended Warranties
  - i. Basic Warranty

All Offerors must include a basic warranty for their products for no less than one year at no additional cost to Participating States. Warranties must guarantee the safe and effective operation of devices for the duration of the warranty and the cost for repair or replacement of devices under warranty must be covered by the Offeror. Each Offeror must include a complete description of the coverage provided under their basic warranty.

ii. Extended Warranty

Offerors may bid an extended warranty past the term of the basic warranty provided under the contract. Offerors must include a complete description of the coverage provided under the extended warranty in their technical response.

- c. Product Training
  - i. Product Documentation
     All product documentation, manuals, and specifications must be provided at the request of Participating States for no additional

cost.

#### ii. Web/Video Training

Offerors must provide online or multimedia training options at no additional cost to the participating States. Offerors must include in their Proposal a description of the online and multimedia training options that are available.

#### iii. On-site Training

Offerors should include a description of their ability to provide onsite training, as requested. The cost for on-site training should be reflected in the Offerors' cost proposals as a separate per day rate for each Participating State.

#### d. Software Updates

 Offerors must include a description of updates required for the AED unit to maintain full functionality over the anticipated life of the unit and the methodology for performing or accessing the updates.

#### e. Customer and Service Support

i. 24/7 Call Support

24/7 Call Technical Support must be offered for all devices for a period of no less than 3 years after purchase at no additional cost to the Participating States.

ii. Service Plan

Offerors must propose a bi-annual service agreement to provide maintenance and repair on their proposed devices. Offerors Service Agreement will include, but are not limited to, the following services:

- Semi-annual physical inspection of AED's
- Program management and oversight
- Immediate notification of AED recalls and upgrades
- Repair or replace AED unit with loaner if needed
- Battery replacement program
- Inspect case and enclosure
- Data tracking of serial numbers, expiration dates, etc.
- Software and/or hardware updates
- Assurance of compliance of the AED unit with local, state and national regulations.

Offerors must be aware of local requirements for the States in which they will be servicing.

Offerors will submit their detailed plan on what is included and how they will provide maintenance and repairs on their proposed devices. Pricing will be on a semi-annual basis.

All work performed under the service agreement must meet the Manufacturers specifications for that device.

Offerors may submit additional information on whether they have different types of service agreements to provide maintenance and repair on their devices, i.e., standard service agreement or premier service agreement.

f. Value Added Options Offerors may include in their Proposal additional Value Added options not specifically requested in the scope of work. Value Added options should not deviate from the nature of products and services requested in the scope of work and should include a thorough description of the option and how it brings value to the State. Examples include battery replacement plans, unconventional training options, and other services not specified. Award of Value Added options is subject to the approval of the Lead State.

# Attachment C: Example Cost Language and Evaluation Sheets

Cost for the NASPO ValuePoint Master Agreements shall be based on the following:

Fixed rate line item pricing on devices and market basket items and a percentage discount off a supplier's catalogue pricing shall be offered on SW17300. Price Schedule for each or any category of goods identified in Attachment B of this RFP and reflected in the Price Schedule. The percentage discounts offered for each type of service in Attachment B of this RFP shall remain firm for the duration of the NASPO ValuePoint Master Agreements, including all optional renewals.

Each of the categories, excluding on-site training, must have a single price or rate list for all Participating Entities.

Offeror must submit cost, prices and rates as required by the Cost Proposal Forms (Attachment C). Prices and rates shall include all anticipated charges, including but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs or expenses incidental to the Contractor's performance.

The prices, rates and costs proposed in the Offeror's response must be valid for a minimum of 1 year after any resulting Master Agreement is signed. Offeror's cost proposal must describe how future cost increases will be minimized and capped and how both increases and decreases will be passed on to the Lead State if the Master Agreement is renewed after the initial term. The Offeror must explain the proposed process to implement cost changes, and how the Lead State will be notified. Cost changes may not occur more than once per quarter and only with the prior approval of the lead state.

# Attachments H-L: Lead State and Additional Participating States' Terms and Conditions

Some States listed in Section 1.6 may have included special or unique terms and conditions for their state that will govern their state Participating Addendum. These terms and conditions are being provided as a courtesy to proposers to indicate which additional terms and conditions may be incorporated into the state Participating Addendum after award of the Master Agreement. The Lead State will not address questions or concerns or negotiate other States' terms and conditions. The Participating States shall negotiate these terms and conditions directly with the supplier. State-specific terms and conditions are included in Attachments H-L.







# OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD AED UNITS AND ACCESSORIES

Office of Management and Enterprise Services

Central Purchasing Division

5005 North Lincoln Boulevard

Oklahoma City, OK 73105

And

Physio-Control, Inc. 11811 Willows Road Redmond, WA 98052

Master Agreement Number: OK-SW-300

You are hereby notified that your response to Solicitation SW17300, which opened November 29, 2016, is accepted. The following documents are incorporated herein by reference and constitute the entire Contract between you and the State: 1) A Participating Entity's Participating Addendum ("PA"); 2) This NASPO ValuePoint Master Price Agreement which includes Exhibit A- Terms and Conditions Exhibit B – Scope of Work, and Exhibit C- Price and Cost Proposal; 3) The Request for Proposal; and 4) The Contractors response to the Request for Proposal.

**NOW, THEREFORE**, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties have caused this Contract to be duly executed intending to be bound thereby.

STATE OF OKLAHOMA Ferris J. Barger, State Purchasing Director	CONTRACTOR Physio-Control, Inc.
By: 7 1 1 2	By: Menelen
Date: 10-5-17	Date: 10/04/2017
	Title: SR. FINANCE DIRECTOR

<sup>\*</sup>Persons signing for Contractor hereby swear and affirm that they are authorized to act on Contractor's behalf and acknowledge that the Lead State is relying on their representations to that effect.

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# OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

# **Summary**

#### 1. Scope of Work Defined

The goal of this Master Agreement is provide a vehicle in which Participating States/Purchasing Entities can obtain Automated External Defibrillator (AED) units, accessories and support options in furtherance of the NASPO ValuePoint Cooperative Purchasing Program. The purpose of this Master Agreement is to contract with qualified offerors to provide AED units, accessories, and service and support options for all Participating States. The objective is to obtain best value, and in some cases achieve more favorable pricing, than is obtainable by an individual state or local government entity because of the collective volume of potential purchases by numerous state and local government entities.

#### 2. Categories of Products Offered

This Master Agreement will offer the following categories of products: Professional Defibrillators.

#### 3. Master Agreement Order of Precedence.

Any Order placed under this Master Agreement shall consist of the following documents:

- (1) Participating Entity's Participating Addendum ("PA");
- (2) Oklahoma NASPO ValuePoint Master Agreement Award;
  - a. Summary;
  - b. General Terms, Conditions, and Instructions;
  - c. NASPO ValuePoint Terms and Conditions;
  - d. Scope of Work;
  - e. Price and Cost Proposal.
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Solicitation; and
- (5) Contractor's response to the Solicitation, including but not limited to Contractor's Terms and Conditions contained in Response, as revised and accepted by the Lead State.

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

#### 4. Master Agreement Effective Date

This Master Agreement is effective as of the date of the last signature above.

# OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

# **Exhibit A – Terms and Conditions**

# A. GENERAL TERMS, CONDITIONS AND INSTRUCTIONS

#### 1. Period of Performance

The initial term of the master agreement shall be 1 (one) year with renewal provisions as outlined in Section 3 of the NASPO ValuePoint Master Terms and conditions (Section B of this Exhibit) which typically extend the original contract period for four (4) additional years.

#### 2. Contract Administrator

The Lead State Contract Administrator identified below is the single point of contact during this procurement process. Offerors and interested persons shall direct to the Lead State Contract Administrator all questions concerning the procurement process, technical requirements of the RFP, contractual requirements, changes, clarifications, and protests, the award process, and any other questions that may arise related to this solicitation and this resulting Master Agreement. The Lead State Contract Administrator designated by the State of Oklahoma, OMES Central Purchasing is:

Theresa Johnson, Strategic Initiatives Purchasing Officer State of Oklahoma, OMES Central Purchasing 5005 N. Lincoln Blvd., STE 300 Oklahoma City, OK 73105 Theresa.Johnson@omes.ok.gov

Phone: 405/522-1037

#### 3. Authorized Users

This Master Agreement may be used by state governments (including departments, agencies, institutions), institutions of higher education, political subdivisions (i.e., colleges, school districts, counties, cities, etc.), the District of Columbia, territories of the United States, and other eligible entities subject to approval of the individual state procurement director and compliance with local statutory and regulatory provisions.

#### 4. Definitions

"Lead State" means the State conducting this cooperative procurement, evaluation, and award and centrally administering any resulting Master Agreement(s)

"Offeror" means the company or firm who submits a proposal in response to this Request for Proposal.

"Proposal" means the official written response submitted by an Offeror in response to this Request for Proposal.

"Request for Proposals" or "RFP" means the entire solicitation document, including all parts, sections, exhibits, attachments, and Amendments.

#### 5. Certification of Non-Debarment

By submitting a response to this solicitation the prospective primary participant and any other subcontract certifies to the best of their knowledge and belief, that they and their principals or participants:

#### Participants:

- 5.1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal, State or local department or agency;
- 5.2. Have not within a three-year period preceding this proposal been convicted or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) contract; or for violation of Federal or State antitrust statues or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.
- 5.3. Are not presently indicted for or otherwise criminally or civilly charged by a government entity (Federal, State or local) with commission of any of the offenses listed above this certification; and
- 5.4. Have not with a three-year period preceding this application/proposal had one or more public (Federal, State or local) contracts terminated for cause or default.

  Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to its solicitation response.

#### 6. Insurance

The Contractor agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

#### 7. Governing Laws and Regulations

This procurement is conducted by the regulations and the laws of the State of Oklahoma. Venue for any administrative or judicial action relating to this procurement, evaluation, and award shall be in Oklahoma County, Oklahoma. The provisions governing choice of law and venue for issues arising after award and during contract performance are specified in section 35 of the NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

#### 8. NASPO ValuePoint Administrative Fee and Reporting Requirements

Contractor agrees to pay a NASPO ValuePoint administrative fee as specified Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions. Moreover, specific summary and detailed usage reporting requirements are prescribed by Section 7 of NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

Contractor shall identify the person responsible for providing the mandatory usage reports. (This information must be kept current during the contract period). Contractor will be required to provide reporting contact within 15 days of Master Agreement execution.

#### 9. NASPO ValuePoint eMarket Center

Contractor agrees to cooperate with NASPO ValuePoint and SciQuest (and any authorized agent or successor entity to SciQuest) to integrate its presence in the NASPO ValuePoint eMarket Center either through an electronic catalog (hosted or punchout site) or unique ordering instructions. Refer to Attachment A, Section 36, NASPO ValuePoint Master Agreement Terms and Conditions for the prescribed requirements. Those terms and conditions require as a minimum that the Offeror agree to participate in development of ordering instructions. Proposer shall respond how they can support the eMarket Center in the Proposal through either a hosted catalog or punchout solution.

#### 10. Cost, Prices, and Rates

Prices and rates shall include all anticipated charges, including, but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs and expenses incidental to the Offeror's performance. Any travel costs must be included in the cost of the products and services offered under this Master Agreement. No billing for travel will be allowed under this Master Agreement.

Delivery charges: Standard Ground 5-7 day delivery, transportation and insurance being paid by Vendor, with the exception of special delivery and/or air shipments requested by the Participating State or Customer placing the Order. Such special delivery and/or air shipment charges shall be prepaid by Vendor and adding such costs to the invoice for payment.

Pricing will remain fixed for the initial term of this Master Agreement, which is one year. Any request for price or rate adjustment following the initial Master Agreement term is subject to the requirements of Section 11 of the NASPO ValuePoint Master Agreement Terms and Conditions of this Exhibit.

## 11. Oklahoma Open Records Act

This Master Agreement and all proposal and other materials submitted in response to Solicitation SW17300 shall be the property of the State of Oklahoma and subject to the Oklahoma Open Records Act.

#### 12. Contractor Single Point of Contact

All Offerors were to include a single point of contact in their Proposal. This single point of contact shall be the primary person the Lead State may contact in regards to this Master Agreement.

#### B. NASPO VALUEPOINT TERMS AND CONDITIONS

#### 1. Master Agreement Order of Precedence

Any Order placed under this Master Agreement shall consist of the following documents:

- (1) Participating Entity's Participating Addendum ("PA");
- (2) Oklahoma NASPO ValuePoint Master Agreement Award;
  - a. Summary;
  - b. General Terms, Conditions, and Instructions;
  - c. NASPO ValuePoint Terms and Conditions;
  - d. Scope of Work;
  - e. Price and Cost Proposal.
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Solicitation; and
- (5) Contractor's response to the Solicitation, including but not limited to Contractor's Terms and Conditions contained in Response, as revised and accepted by the Lead State.

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

#### 2. Definitions

**Acceptance** is defined by the applicable commercial code, except Acceptance shall not occur before the completion of delivery in accordance with the Order, installation if required, and a reasonable time for inspection of the Product.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of the NASPO ValuePoint program, and the Contractor, as now or hereafter amended.

NASPO ValuePoint is the NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, a 501(c) (3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of NASPO ValuePoint. NASPO ValuePoint facilitates administration of the NASPO cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. NASPO ValuePoint is identified in the Master Agreement as the recipient of reports and may perform contract administration functions relating to collecting and receiving reports as well as other contract administration functions as assigned by the Lead State.

**Order or Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity or other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity; however, a Participating State listed in the Request for Proposals is not required to participate through execution of a Participating Addendum.

**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

**Purchasing Entity** means a state (as well as the District of Columbia and U.S. territories), city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

#### **NASPO ValuePoint Program Provisions**

#### 3. Term of the Master Agreement

The initial term of this Master Agreement is for one (1) years. This Master Agreement may be extended beyond the original contract period for four (4) additional years at the Lead State's discretion and by

mutual agreement and upon review of requirements of Participating Entities, current market conditions, and Contractor performance.

#### 4. Amendments

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written agreement of the Lead State and Contractor.

#### 5. Participants and Scope

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The Oklahoma Terms and Conditions and NASPO ValuePoint Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific NASPO ValuePoint cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of other Purchasing Entities. Contractor shall email a fully executed PDF copy of each Participating Addendum to PA@naspovaluepoint.org to support documentation of participation and posting in appropriate data bases.
- d. NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint, is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.
- e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor that prescribe NASPO ValuePoint Program requirements: Term of the Master Agreement; Amendments; Participants and

Scope; Administrative Fee; NASPO ValuePoint Summary and Detailed Usage Reports; NASPO ValuePoint Cooperative Program Marketing and Performance Review; NASPO ValuePoint eMarketCenter; Right to Publish; Price and Rate Guarantee Period; and Individual Customers. Any such language shall be void and of no effect.

- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located. Coordinate requests for such participation through NASPO ValuePoint. Any permission to participate through execution of a Participating Addendum is not a determination that procurement authority exists in the Participating Entity; they must ensure that they have the requisite procurement authority to execute a Participating Addendum.
- g. Resale. "Resale" means any payment in exchange for transfer of tangible goods, software, or assignment of the right to services. Subject to any specific conditions included in the solicitation or Contractor's proposal as accepted by the Lead State, or as explicitly permitted in a Participating Addendum, Purchasing Entities may not resell Products (the definition of which includes services that are deliverables). Absent any such condition or explicit permission, this limitation does not prohibit: payments by employees of a Purchasing Entity for Products; sales of Products to the general public as surplus property; and fees associated with inventory transactions with other governmental or nonprofit entities and consistent with a Purchasing Entity's laws and regulations. Any sale or transfer permitted by this subsection must be consistent with license rights granted for use of intellectual property.

#### **6.** Administrative Fees (Negotiated)

- a. The Contractor shall pay to NASPO ValuePoint, or its assignee, a NASPO ValuePoint Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than sixty (60) days following the end of each calendar quarter. The NASPO ValuePoint Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The NASPO ValuePoint Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.
- b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be negotiated and incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the NASPO ValuePoint Administrative Fee percentage or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee. The NASPO ValuePoint Administrative Fee in subsection 6 a. above shall be based on the gross amount of all sales (less any charges for taxes or shipping) at the adjusted prices (if any) in Participating Addenda.

#### 7. NASPO ValuePoint Summary and Detailed Usage Reports

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following NASPO ValuePoint reports.

- a. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to NASPO ValuePoint using the NASPO ValuePoint Quarterly Sales/Administrative Fee Reporting Tool found at http://www.naspo.org/WNCPO/Calculator.aspx. Any/all sales made under this Master Agreement shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than thirty (30) days following the end of the calendar quarter (as specified in the reporting tool).
- b. Detailed Sales Data. Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and NASPO ValuePoint Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the NASPO ValuePoint Cooperative Development Team electronically through a designated portal or email, CD-ROM, flash drive or other method as determined by the Lead State, NASPO ValuePoint and the Contractor. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment I Usage Reporting Template
- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, social security numbers or any other numerical identifier, may be submitted with any report.
- d. Contractor shall provide the NASPO ValuePoint Cooperative Development Coordinator with an executive summary each quarter that includes, at a minimum, a list of states with an active Participating Addendum, states that Contractor is in negotiations with and any Participating Addendum roll out or implementation activities and issues. NASPO ValuePoint Cooperative Development Coordinator and Contractor will determine the format and content of the executive summary. The executive summary is due thirty (30) days after the conclusion of each calendar quarter.
- e. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and NASPO ValuePoint shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

#### 8. NASPO ValuePoint Cooperative Program Marketing and Performance Review

a. Contractor agrees to work cooperatively with NASPO ValuePoint personnel. Contractor agrees to present plans to NASPO ValuePoint for the education of Contractor's contract administrator(s) and sales/marketing workforce regarding the Master Agreement contract, including the competitive

- nature of NASPO ValuePoint procurements, the Master agreement and participating addendum process, and the manner in which qualifying entities can participate in the Master Agreement.
- b. Contractor agrees to participate in an annual contract performance review at a location selected by the Lead State and NASPO ValuePoint, which may include a discussion of marketing action plans, target strategies, marketing materials, as well as Contractor reporting and timeliness of payment of administration fees.

#### 9. NASPO ValuePoint eMarket Center

- a. In July 2011, NASPO ValuePoint entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible NASPO ValuePoint's customers to access a central online website to view and/or shop the goods and services available from existing NASPO ValuePoint Cooperative Contracts. The central online website is referred to as the NASPO ValuePoint eMarket Center.
- b. The Contractor will have visibility in the eMarket Center through Ordering Instructions. These Ordering Instructions are available at no cost to the Contractor and provide customers information regarding the Contractors website and ordering information. The Contractor is required at a minimum to participate in the eMarket Center through Ordering Instructions.
- c. At a minimum, the Contractor agrees to the following timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin Ordering Instruction process. The Contractor shall have thirty (30) days from receipt of written request to work with NASPO ValuePoint to provide any unique information and ordering instructions that the Contractor would like the customer to have.
- d. If the solicitation requires either a catalog hosted on or integration of a punchout site with eMarket Center or either solution is proposed by a Contractor and accepted by the Lead State, the provisions of the eMarket Center Appendix to these NASPO ValuePoint Master Agreement Terms and Conditions apply.

#### 10. Right to Publish

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of NASPO Value Point's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

#### 11. Price and Rate Guarantee Period

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

#### 12. Individual Customers

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement which include the Oklahoma Terms and Conditions and NASPO ValuePoint Master Agreement Terms and Conditions, and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

#### **Administration of Orders**

#### 13. Ordering

- a. Master Agreement order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.
- b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an "as needed" basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to the Purchasing Entity's rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Entity may select the quote that it considers most advantageous, cost and other factors considered.
- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities' rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
  - (4) The name, phone number, and address of the Purchasing Entity representative;
  - (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor's proposal;
  - (6) A ceiling amount of the order for services being ordered; and

- (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity's purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.
- i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement.

#### 14. Shipping and Delivery (Negotiated)

- a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.
- b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched .walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.
- c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the item description, brand and manufacturer product number, quantity, and the Ordering Entity's Purchase Order number.
- d. Orders for less than \$200.00 are subject to a \$10.00 processing fee.

# 15. Laws and Regulations

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

# 16. Inspection and Acceptance (Negotiated)

- a. Where the Master Agreement or an Order does not otherwise specify a process for inspection and Acceptance, this section governs. This section is not intended to limit rights and remedies under the applicable commercial code.
- b. All Products are subject to inspection at reasonable times and places before Acceptance, which shall not be later than five (5) business days after the date of delivery of the products to the Participating or Purchasing Entity. Contractor shall provide right of access to the Lead State, or to any other authorized agent or official of the Lead State or other Participating or Purchasing Entity, at reasonable times, in order to monitor and evaluate performance, compliance, and/or quality assurance requirements under this Master Agreement. Products that do not meet specifications may be rejected. Return of any products purchased and accepted pursuant to this agreement are subject to the terms set forth in the Physio-Control Returned Product Policy in Section C, Exhibit A to this Master Agreement. Failure to reject upon receipt, however, does not relieve the contractor of liability for material (nonconformity that substantial impairs value) latent or hidden defects subsequently revealed when goods are put to use. Acceptance of such goods may be revoked in accordance with the provisions of the applicable commercial code, and the Contractor is liable for any resulting expense incurred by the Purchasing Entity related to the preparation and shipping of Product rejected and returned, or for which Acceptance is revoked.
- c. If any services do not conform to contract requirements, the Purchasing Entity may require the Contractor to perform the services again in conformity with contract requirements, at no increase in Order amount. When defects cannot be corrected by re-performance, the Purchasing Entity may require the Contractor to take necessary action to ensure that future performance conforms to contract requirements.
- d. The warranty period shall begin upon Acceptance.
- e. Acceptance Testing may be explicitly set out in a Master Agreement to ensure conformance to an explicit standard of performance. Acceptance Testing means the process set forth in the Master Agreement for ascertaining that the Product meets the standard of performance prior to Acceptance by the Purchasing Entity. If Acceptance Testing is prescribed, this subsection applies to applicable Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days starting from the day after the Product is delivered.

Within 30 days of receipt of a shipment, Purchasing Entity shall notify Contractor of any claim for Product damage or nonconformity. Contractor, at its sole option and discretion, may repair or replace a Product to bring it into conformity. Return of any Product by Customer shall be governed by the provisions of Section C, Exhibit A Physio- Control Returned Product Policy.

#### 17. Payment

Payment after Acceptance is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance, unless a different late payment amount is specified in a Participating Addendum, Order, or otherwise prescribed by applicable law. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

#### 18. Warranty (Negotiated)

Products purchased under this Master Agreement are subject to the terms and coverage set forth in Section C, Exhibit A of this Master Agreement.

#### 19. Title of Product

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

#### 20. License of Pre-Existing Intellectual Property (Negotiated)

- a. Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, license to use, publish, translate, reproduce, transfer with any sale of tangible media or Product, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The Contractor shall be responsible for ensuring that this license is consistent with any third party rights in the Pre-existing Intellectual Property.
- b. Through the purchase of Contractor Products, Purchasing Entity does not acquire any interest in any tooling, drawings, design information, computer programming, software or firmware, patents, intellectual property, or copyrighted or confidential information related to the Products. Customer expressly agrees not to reverse engineer or decompile Products or related software and information

#### **General Provisions**

#### 21. Insurance (Negotiated)

a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of A.M. Best's Insurance Reports. Failure to buy and maintain the

- required insurance may result in this Master Agreement's termination or, at a Participating Entity's option, result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below:
  - (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
  - (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Contractor shall provide notice to a Participating Entity who is a state within five (5) business days after Contractor is first aware of expiration, cancellation or nonrenewal of such policy or is first aware that cancellation is threatened or expiration, nonrenewal or expiration otherwise may occur.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insureds, (2) provides that written notice of cancellation shall be delivered in accordance with the policy provisions, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory, except in the event the Participating State is responsible as determined by a court of competent jurisdiction for a liability which in such case the Participating State shall be responsible for its proportionate share. Unless otherwise agreed in any Participating Addendum, other state Participating Entities' rights and Contractor's obligations are the same as those specified in the first sentence of this subsection except the endorsement is provided to the applicable state.
- e. Contractor shall furnish to the Lead State copies of certificates of all required insurance in a form sufficient to show required coverage within thirty (30) calendar days of the execution of this Master Agreement and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date to the applicable state Participating Entity. Failure to provide evidence of coverage may, at the sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.
- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

#### 22. Records Administration and Audit. (Negotiated)

a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and Orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books,

documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of seven (7) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, or such longer period as is required by the Purchasing Entity's state statutes, to assure compliance with the terms hereof or to evaluate performance hereunder. It is understood that costs for audits performed by the Participating State or Purchasing Entity shall be at their own expense.

- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or Orders or underpayment of fees found as a result of the examination of the Contractor's records Furthermore, the applicable Lead State, Participating Entity, or Purchasing Entity shall reimburse the Contractor for any underpayments found as a result of the examination of these records.
- c. The rights and obligations herein exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

#### 23. Confidentiality, Non-Disclosure, and Injunctive Relief

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to
  - (1) any Purchasing Entity's records,
  - (2) personnel records, and
  - (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information").

Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that

- (1) is or becomes (other than by disclosure by Contractor) publicly known;
- (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement;
- (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement;
- (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality,
- (5) is disclosed with the written consent of Purchasing Entity or;

- (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.
- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

#### 24. Public Information.

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

#### 25. Assignment/Subcontracts

a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State. b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to NASPO Cooperative Purchasing Organization LLC, doing business as NASPO ValuePoint.

#### 26. Changes in Contractor Representation

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel managing the Master Agreement in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's Proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and

experience as was possessed by the key person proposed and evaluated in the Contractor's Proposal.

#### 27. Independent Contractor

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

#### 28. Cancellation

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, rights attending any warranty or default in performance in association with any Order, and requirements for records administration and audit. Cancellation of the Master Agreement due to Contractor default may be immediate.

#### 29. Force Majeure

Neither party to this Master Agreement shall be held responsible for delay or default caused by unusually severe weather, fire or other casualty, act of God, strike or labor dispute, war or other violence, or any law, order or requirement of any governmental agency or authority which are beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

#### 30. Defaults and Remedies

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or

- (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
- (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, the Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and the Lead State shall have the right to exercise any or all of the following remedies:
  - (1) Exercise any remedy provided by law; and
  - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
  - (3) Impose liquidated damages as provided in this Master Agreement; and
  - (4) Suspend Contractor from being able to respond to future bid solicitations; and
  - (5) Suspend Contractor's performance; and
  - (6) Withhold payment until the default is remedied.
- d. Unless otherwise specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and shall have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

#### 31. Waiver of Breach

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or

breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

#### 32. Debarment

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

#### 33. Indemnification (Negotiated)

- a. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against third-party claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to tangible property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance of the Master Agreement or the defective material or workmanship in the products purchased under the Master Agreement.
- b. Indemnification Intellectual Property. The Contractor shall defend, indemnify and hold harmless NASPO, NASPO Cooperative Purchasing Organization LLC (doing business as NASPO ValuePoint), the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim") of another person or entity.
  - (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
    - (a) provided by the Contractor or the Contractor's subsidiaries or affiliates;
    - (b) specified by the Contractor to work with the Product; or
    - (c) reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
    - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss

to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

#### 34. No Waiver of Sovereign Immunity

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of the Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court. This section applies to a claim brought against the Participating Entities who are states only to the extent Congress has appropriately abrogated the state's sovereign immunity and is not consent by the state to be sued in federal court. This section is also not a waiver by the state of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

#### 35. Governing Law and Venue

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State. The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; a Participating State if a named party; the state where the Participating Entity or Purchasing Entity is located if either is a named party.

#### 36. Assignment of Antitrust Rights

Contractor irrevocably assigns to a Participating Entity who is a state any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided in that state for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at the Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

#### 37. Contract Provisions for Orders Utilizing Federal Funds.

Pursuant to Appendix II to 2 Code of Federal Regulations (CFR) Part 200, Contract Provisions for Non-Federal Entity Contracts Under Federal Awards, Orders funded with federal funds may have additional contractual requirements or certifications that must be satisfied at the time the Order is placed or upon delivery. These federal requirements may be proposed by Participating Entities in Participating Addenda and Purchasing Entities for incorporation in Orders placed under this Master Agreement.

#### 38. Leasing or Alternative Financing Methods. (Negotiated)

Intentionally Omitted. No Leasing Options are available.

#### eMarket Center Appendix

- a. This Appendix applies whenever a catalog hosted by or integration of a punchout site with eMarket Center is required by the solicitation or either solution is proposed by a Contractor and accepted by the Lead State.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
  - (1) Implementation Timeline: NASPO ValuePoint eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with NASPO ValuePoint and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.
  - (2) NASPO ValuePoint and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by NASPO ValuePoint Participating Entity users).

- (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data once per quarter to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
- (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is upto-date by providing a written update [every Insert Time Frame Here] to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions to product/service offerings (new products, altered SKUs, new pricing, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in Page 21 of 22 NASPO ValuePoint Master Agreement Ts and Cs, (November 2015) the eMarket Center may include price changes on a more frequent basis than once per quarter. The following conditions apply with respect to hosted catalogs:
  - (1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
  - (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121.
- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
  - (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offerings the Contractor is authorized to provide in accordance with the cooperative contract; and
  - (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contractand

- (3) The Catalog must include a Lead State contract identification number; and
- (4) The Catalog must include detailed product line item descriptions; and
- (5) The Catalog must include pictures when possible; and
- (6) The Catalog must include any additional NASPO ValuePoint and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different NASPO ValuePoint Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Page 22 of 22 NASPO ValuePoint Master Agreement Ts and Cs, (November 2015) Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. NASPO ValuePoint reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: lhttp://www.unspsc.com and http://www.unspsc.com/FAQs.asp#howdoesunspscwork.
- i. Applicability: Contractor agrees that NASPO ValuePoint controls which contracts appear in the eMarket Center and that NASPO ValuePoint may elect at any time to remove any supplier's offering from the eMarket Center.
- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several NASPO ValuePoint Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain NASPO ValuePoint Cooperative Contracts. In the event one of these entities elects to use this NASPO ValuePoint Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and NASPO ValuePoint to implement the catalog. NASPO ValuePoint does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs. (March 2016)

# C. CONTRACTOR'S TERMS AND CONDITIONS CONTAINED IN RESPONSE AS REVISED AND ACCEPTED BY THE LEAD STATE

#### PHYSIO-CONTROL LIMITED WARRANTY

Subject to the limitations and exclusions set forth below, the following Physio-Control products which are purchased from authorized Physio-Control representatives or authorized resellers for use in the United States of America and Canada and are used in accordance with their instructions, will be free from defects in material and workmanship appearing under normal service and use as defined below.

#### Eight Years:

New LIFEPAK CR® Plus automated external defibrillator and internal battery system

#### Five Years:

- New LIFEPAK® 15 monitor/defibrillator series, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 12 defibrillator/monitor series, used in clinic and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 20 defibrillator/monitor family of products, used in clinics and hospital settings exclusively (with no use in mobile applications)
- New LIFEPAK 1000 defibrillators
- New LIFEPAK EXPRESS® automated external defibrillator and internal battery system

#### Two Years:

- New Trainer 1000 trainer
- CodeManagement Module<sup>™</sup> for use with the LIFEPAK 20/20e defibrillator/monitor

#### One Year:

- New LIFEPAK 15 monitor/defibrillator series, which include use in out-of-hospital and mobile applications
- New LIFEPAK 12 defibrillator/ monitor series, which include use in out-of-hospital and mobile applications
- RELI™ LIFEPAK 12 defibrillator/monitor series
- New LUCAS® Chest Compression System
- New LIFEPAK 500T trainer
- New LIFEPAK CR-T trainer
- Internal Battery System for LIFEPAK 20 defibrillator/monitor family of products
- Battery charging systems and power adapters
- All batteries and battery paks, excluding CHARGE-PAK™ Charging Unit
- Masimo SET® Rainbow® patient cables and reusable sensors
- New TrueCPR™ Coaching Device

#### 180 Days:

Masimo<sup>®</sup> SET SpO<sub>2</sub> only patient cables and reusable sensors

#### 90 Days:

- CHARGE-PAK Charging Unit (external system) for LIFEPAK CR Plus defibrillator
- Installed customer repair parts
- All other product accessories

#### 30 Days:

Internal paddles and internal paddle handles

Limited warranty time limits begin on the date of delivery to the First Owner.<sup>1</sup>

Physio-Control warrants neither error-free nor interruption-free performance. The remedy the First Owner under this Limited Warranty is repair or replacement of defective material or workmanship at the option of Physio-Control. To qualify for the repair or replacement, the product must have been continuously owned by the First Owner and not have been repaired or altered outside of an authorized Physio-Control factory in any way which, in the judgment of Physio-Control, affects its stability and reliability. The product must have been used in accordance with applicable operating instructions and in the intended environment or setting. The product must not have been subjected to misuse, abuse or accident.

Physio-Control, in its sole discretion, will determine whether warranty service on the product will be performed in the field or through ship-in repair. For field repair, this warranty service will be provided by Physio-Control at the purchaser's facility or an authorized Physio-Control facility during normal business hours. For ship-in repair, all products and/or assemblies requiring warranty service should be returned to a location designated by Physio-Control, freight prepaid, and must be accompanied by a written, detailed explanation of the claimed failure. Products repaired or replaced under this warranty retain the remainder of the warranty period of the repaired or replaced Product.

Except for the Limited Warranty provided above, PHYSIO-CONTROL MAKES NO WARRANTY, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WHETHER ARISING FROM STATUTE, COMMON LAW, CUSTOMER OR OTHERWISE. THIS LIMITED WARRANTY SHALL BE THE REMEDY AVAILABLE TO ANY PERSON. PHYSIO-CONTROL IS NOT LIABLE FOR INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF BUSINESS OR PROFITS) WHETHER BASED ON CONTRACT, TORT, OR ANY OTHER LEGAL THEORY.

Products are warranted in conformance with applicable laws. If any part or term of this Limited Warranty is held to be illegal, unenforceable or in conflict with applicable law by any court of competent jurisdiction, the validity of the remaining portions of the Limited Warranty shall not be affected, and all rights and obligations shall be construed and enforced as if this Limited Warranty did not contain the particular part or term held to be invalid. Some geographies, including certain US states, do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you. This Limited Warranty gives the user specific legal rights. The user may also have other rights which vary from state to state or country to country.

### Physio-Control, Inc. Returned Product Policy

If Customer desires to return a purchased product, Customer must call its local Physio-Control representative or the Physio-Control regional sales office for information on credit or replacement of any purchased and non-expired product. A Returned Material Authorization (RMA) number will be provided and must be clearly identified on the carton of any returned product. Customer must return the product to Physio-Control in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise

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<sup>&</sup>lt;sup>1</sup> First Owner means the first purchaser or lessee of the products listed above, directly from Physio-Control, through a Physio-Control corporate affiliate, or from an authorized Physio-Control reseller, and includes the invoiced purchaser's corporate affiliates, and their respective employees, officers and directors.

authorized by Physio-Control, which product may be returned in its existing condition. Physio-Control will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product.

Physio-Control will provide an RMA and accept the return of any product under any of the following circumstances:

- a) Physio-Control shipped the product in error;
- b) Customer received the product after the product's expiration date;
- c) Customer received the product in a damaged condition;
- d) The product is recalled and must be removed from the market; or
- e) Physio-Control specifically authorizes the return of the product (a 15% restocking fee may apply).

Product must be returned within 30 working days from the date the Customer receives the product or within 30 working days from the date the Customer receives notice of recall, if applicable. Upon receipt of a properly returned product, Physio-Control will apply a full credit to Customer's account or provide replacement. Customer is advised that product returned without an RMA number, or not otherwise authorized, will not be accepted and will be returned to Customer at Customer's expense.

### OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

## Exhibit B – Scope of Work

The parties hereby agree and acknowledge that the deviations and offering to the below Scope of Work are detailed in Contractor's Response to Solicitation No. SW17300.

#### A. Contract Awards

Contract awards will only be made to manufacturers. Manufacturers should include as a part of their response approved distributers through which contract users are able to purchase products awarded on contract. All approved distributers should be identified using the provided form (Attachment E of the RFP).

If awarded a contract, manufacturers shall ensure the Lead State Contract Administrator is provided with up to date information regarding the status of approved distributors. New distributors should be added using the provided form (Attachment E of the RFP). The Lead State Contract Administrator should be notified in writing, via email, of any distributors that should be removed from the list of approved distributors. Distributors may provide service nationally or locally. The distributor coverage area should be listed in the appropriate section of Attachment E.

Each state represented by NASPO ValuePoint that chooses to participate in this Master Agreement independently has the option of deploying only resellers approved by the Participating State. The Participating State that chooses to exercise this option will define the process to add and remove resellers in their Participating Addendum.

Awards will be made by the following categories: Public Access and Infrequent User AEDs, First Responder AEDs, and Professional Defibrillators. The specifications for each category can be found below. The State reserves the right to issue an award to an Offer or across all responsive categories if an Offeror meets the award criteria for any category or categories.

#### **B.** Additional Products

Manufacturers awarded a contract have the option of adding additional products at protected prices, where pricing is commensurate with pricing offered in their response. All such additions must be approved by the Lead State Contract Administrator prior to being made available.

#### **C. Product Specifications**

All Offerors responding must provide detailed device specifications demonstrating their ability to meet or exceed the listed criteria, or provide a justification as to why alternate specifications should be considered. The State will deem any response that does not meet the specifications listed below without providing adequate justification for an alternate bid non-responsive. Additionally, Offerors should classify products as Class 1 – Having No Medical Training or Class 2 – Slight Medical Training, and any other classes as appropriate. Offerors should include the cost associated with each device being bid separately using the provided Cost Proposal Forms (Attachment C). If cost information is provided outside of the separate cost proposal section, the Lead State reserves the right to redact an Offeror's proposal so that it complies with

the requirements of the RFP. Such redaction may have a detrimental effect on the competitiveness of an Offeror's Proposal.

- a. Public Access and Infrequent User AEDs
  - i. The AED must enhance user performance by displaying visual icons or audible prompts.
  - ii. The AED must guide the rescuer in following the proper rescue sequence.
  - iii. The AED must utilize a biphasic waveform with maximum energy setting of 200 Joules.
  - iv. The AED must be user configurable to adapt to local and changing protocols.
  - v. The AED must be capable of automatic self-tests of the internal circuitry delivery system.
  - vi. The AED self-tests perform automatic daily self-tests or be user programmable for 1-7 day time intervals.
  - vii. The AED must offer the capability of a user-activated manual selftest.
  - viii. The AED must include an easily identifiable on/off switch on the front of the device.
  - ix. The AED must have an easy to see status indicator that advises users if the unit requires service.
  - x. The AED must offer an audible tone that sounds if the unit requires service.
  - xi. The AED must record data to an internal memory.
  - xii. The AED must include the ability to download data to a computer.
  - xiii. The AED must utilize pre-connected, disposable, single use, selfadhesive electrode(s).
  - xiv. The electrode must have a shelf life of at least two years.
  - xv. The AED must have a cable length of at least 48 inches.
  - xvi. The AED must include a patient analysis system that automatically evaluates patient ECG or shockable/non-shockable rhythms.
  - xvii. The AED must be able to operate in a temperature range of 32 degrees Fahrenheit to 122 degrees Fahrenheit.
  - xviii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.

#### b. First Responder AEDs

- i. The pediatric algorithm must alter the default energy levels the AED delivers to pediatric patients to levels of 50, 70 and 85 Joules.
- ii. The electrode must offer a CPR rate and depth sensor and an adaptive metronome that assists rescuers in performing proper CPR.
- iii. The AED must offer disposable, single use, self-adhesive electrode(s)for ease of application.
- iv. The AED must utilize a biphasic waveform.
- v. The AED must be capable of operating in semi-automatic and/or manual mode.

- vi. The AED must have the capability of monitoring a patient with a 3 lead patient cable through ECG electrodes.
- vii. The energy settings must be user configurable with a pre-set maximum energy setting of 200 Joules or escalating variable energy range up to 360 Joules.
- viii. The electrode must have a shelf-life of at least two years.
- ix. The AED must invoke a specific pediatric algorithm when pediatric pads are attached.
- x. The AED must have an internal memory capable of recording up to 7 hours of continuous information.
- xi. The internal memory must be configurable to record information on up to four patients.
- xii. The AED must meet water and particulate ingress ratings of IP55.
- xiii. The AED must have a shock or abuse tolerance that passes the one meter, any edge, corner, or surface drop test in standby mode.
- xiv. The AED must have multiple user configurable prompts.
- c. Professional Defibrillator Specifications

#### i. General:

- 1. Unit must be able to digitally record ECG on a standard a removable card (optional).
- 2. Unit must be able to transmit 12-lead ECG information through a fax/modem card.
- 3. External paddles must be available.
- 4. Unit shall have a battery that shall be easily and rapidly replaced.
- 5. Unit shall have an affixed protective roll cage for added device protection.
- 6. Unit shall have integral carry bags providing an independent location for each cable.
- 7. Unit shall be able to be tested through multi-function cable or paddles.
- 8. Unit must provide testing capability which tests: charging, energy delivery, paddles, multi-function cable.
- 9. Unit must have a test cap to allow multi-function cable testing.
- 10. Unit must have built-in AC or DC charging as a standard feature.
- 11. Unit must provide 3 hours typical continuous ECG monitoring time with a new battery.
- 12. Unit must provide 4 hrs typical continuous ECG monitoring time with a new Lithium Ion battery.
- 13. Unit must provide an OPS Clock Sync feature as a standard option.
- 14. The device must be compatible with the AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support.
- 15. The device must be capable of monitoring the ECG with appropriate display and alarm (visual and audible).

- 16. The device shall provide normal operating capability for ALS users, including semiautomatic external defibrillation, manual defibrillation, synchronized cardio version and external pacing.
- 17. The unit shall have the capability to do Pulse Oximetry, 12 lead ECG, end-tidal C02 monitoring, capnography, NIBP, etc.

#### ii. Display:

- 1. Unit must have a high-resolution color liquid crystal display as a standard feature.
- 2. Unit must be able to change display from color to black on white or white on black through the push of a button.
- 3. Unit must have a screen with a sweep speed of 25 mm I sec.
- 4. Unit must have a screen that provides a minimum viewing time of 4 seconds.
- 5. Unit must have a display that provides the following information: Heart Rate, Lead/Pads, Alarm On/Off, Sp02, EtC02, NIBP, AED functions and prompts, defibrillator test function, self-test function, error corrections and faults, Pacer functions, Code markers, alarm selection and limits, delivered energy, joule settings, ECG size, Synchronized cardioversion, optional EtC02 readings, Sp02 readings and NIBP readings.

#### iii. Defibrillator:

- 1. Unit must utilize a low energy, constant current biphasic waveform.
- 2. Unit must have the following energy selections available to provider in manual mode operation: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 15, 20, 30, 50, 70, 85, 100, 120, 150, 200 joules.
- 3. Unit must meet current AHA specifications for biphasic defibrillation.
- 4. Unit must allow provider the ability to adjust energy selection controls on device front panel or sternum paddle.
- 5. Unit must be able to charge to 200 joules in 6 seconds or less with a new fully charged battery.
- 6. Unit must display energy selected and delivered on monitor display, strip chart recorder and code summary.
- 7. Unit must have synchronized cardioversion capability with "sync" message displayed on monitor.
- 8. Unit must have optional paddles that are external anterior/anterior adult and pediatric paddles.
- 9. Unit must contain a built in defibrillator tester that tests energy output and continuity of the multifunction cable and paddles documented on strip chart recorder and optional PCMCIA card.
- 10. Unit must have a "Multi-function" cable that is field replaceable.

#### iv. Recorder:

- 1. Unit must utilize a thermal strip chart recorder.
- 2. Strip chart recorder must use at least 90mm paper width thermal recording paper.
- 3. Strip chart recorder must utilize a 6 second delay.
- 4. Strip chart recorder must be able to print the following annotations: Time, date, defib. energy, heart rate, pacer output (Pacer version only), QRS sync marker, ECG SIZE, lead, alarm, DEFIB TEST OK/FAIL, ANALYZE ECG, PADS OFF, ANALYSIS HALTED, NOISY ECG,SHOCK ADVISED, NO SHOCK ADVISED, ECG TOO LARGE and diagnostic bandwidth.
- 5. Unit must have user configurable print out modes offering manual or automatic recording options initiated by alarm activation or defibrillator discharge.
- 6. Strip chart recorder must be able to print 3 leads simultaneously, diagnostic bandwidth and a 4x3 12-lead printout.

#### v. Pacemaker:

- 1. Unit must utilize a constant current 40 ms pace pulse width.
- 2. Unit must have a continuously variable current level.
- 3. Unit must have a continuously variable pacing rate from 30- 180 ppm.
- 4. Pacer parameters must be maintained when switching back to defibrillation or monitor mode.
- 5. The heart rate alarms must function in the pacing mode.
- 6. Unit must have mechanism to allow viewing of intrinsic patient rhythm without losing pacing capture.
- 7. Unit must be configurable for initial setting of pacing rate.
- 8. Unit must display pacing rate and milliamps on display.
- 9. The pacer must continue to deliver life-saving therapy in the event an ECG lead falls off.
- 10. Unit must be able to pace through multi-function or pacing electrodes.

#### vi. 12- lead ECG:

- 1. The 12-lead parameter must reside within a defibrillator weighing less than 15 lbs.
- 2. The 12-lead parameter must be able to provide a diagnostic 12-lead ECG 4x3 printout by holding the recorder button for two seconds.
- 3. The 12-lead parameter must be capable of providing a diagnostic 12-lead ECG printout with interpretation by pressing the acquire button in the 12-lead mode.
- 4. The 12-lead parameter must allow direct transmission of 12-lead ECG via land or cell phone to a standard fax machine.
- 5. The 12-lead parameter must provide a user configuration that allows the option of printing detailed measurements along with the interpretation.

- 6. The 12-lead ECG must be capable of being acquired without entering deep menus and without the use of a trim knob.
- 7. The unit must offer an optional 0.05 to 40hz bandwidth.
- 8. The 12-lead parameter must allow users to easily insert patient name, age and gender using soft keys on the defibrillator.
- 9. The 12-lead parameter must allow users to print the 12 SL Analysis, including measurements and patient name, age and gender on 90mm fan-fold paper.
- 10. The 12-lead parameter must be capable of storing up to 24 pre-programmed telephone numbers facilitating rapid and easy 12-lead ECG transmission.
- 11. The 12-lead parameter must allow configuration of user defined lead groups for rapid printout and review of pertinent ECG.
- 12. The 12-lead patient cable must consist of 4 limb leads and a separate V lead cable.
- 13. The 12-lead patient cable must be capable of providing limb lead signals directly to the defibrillator when only the limb leads are attached.
- 14. The 12-lead patient cable must accommodate either snap or clip connectors.
- 15. The 12-lead parameter must be capable of providing an automatic patient identifier using 7 alphanumeric characters.
- 16. The 12-lead parameter must be capable of providing a device identifier using 3 alphanumeric characters.
- 17. The unit must be upgradeable to allow the use of an integrated Bluetooth option for the wireless transmission of 12-lead and vital sign data via a cell phone or other communication technology.
- 18. The unit must provide serial communication capability through an RS232 serial port.
- 19. The unit must be able to transmit 12-lead and vital data both automatically and manually on acquisition.
- 20. The unit must be able to transmit all data stored on a PC card to a remote handheld device or laptop.
- 21. The unit must be able to provide the option for both landline and cellular transmission when utilizing a Bluetooth wireless option.
- 22. The unit must offer the option of direct fax transmission via a Bluetooth option.

#### vii. Pulse Oximetry:

- 1. The unit must have an integral pulse oximeter or be upgradeable to include an integral Pulse Oximeter.
- 2. The unit must utilize pulse oximetry that has FDA 51 Ok clearance for use during patient motion and low perfusion.

3. The unit must utilize sensors that work in bright sunlight. 4. The unit must utilize a pulse oximeter with alarms that are user adjustable in the field.

### viii. Capnography:

- 1. The unit, when purchased with Sp02, must have an EtC02 port.
- 2. All units with an EtC02 port must be upgradeable to include C02 by plugging in a mainstream or sidestream CAPNO 5 sensor.
- 3. The unit must be able to offer the option to upgrade to either mainstream or sidestream capnography with sensor located outside of the unit allowing easy service and replacement if needed.
- 4. The defibrillator must be capable of providing continuous EtC02 and Respiratory Rate readings as well as a capnogram for on-screen display or print-out.
- 5. The C02 sensors used must not require a yearly calibration check.

#### ix. Non-Invasive Blood Pressure:

- 1. Unit must be capable of acquiring a blood pressure within a typical measurement time of 30 seconds or less on average.
- 2. Unit must incorporate oscillometric technology.
- 3. Unit must display systolic, diastolic and mean pressures.
- 4. Unit must be capable of taking automatic, stat or manual measurements.
- 5. Automatic intervals should be user adjustable to 2.5, 5, 10, 15, 20, 30, 45, 60, 90, and 120 minutes.
- 6. Stat mode must allow up to 10 measurements within 5 minutes.
- 7. Unit must include an artifact indicator which is displayed when excessive artifact is detected.
- 8. Unit must display a cuff inflation status bar.
- 9. Unit be capable of displaying and/or printing up to 4 hours of patient BP history data.

## **D.** Support Specifications

Specifications for product consumables, accessories, and support can be found below. Each Offeror should bid the items or services requested in order to submit a complete Proposal. Where unable to provide an applicable product or service that has been specifically requested, Offerors should provide an explanation for the omission.

#### a. Product Consumables and Accessories

#### i. Market Basket Items

A list of the most commonly used consumables and accessories have been identified as market basket on contract. For each device offered, Offerors should bid the relevant market basket included below:

- a. Batteries
- b. Adult Pads (electrodes)
- c. Pediatric Pads (electrodes)
- d. Carrying Cases
- e. Wall Mount Kits
- f. Fast Response Kits

Offerors should include in the technical response the market basket items being bid and the specifications of each. No pricing information should be included in the technical response.

#### ii. Catalogue Discount

In addition to the line item pricing of their offered devices and market basket items, Offerors must include in their cost proposal a blanket discount off of their catalogue price for items in their catalogue which are not otherwise included in their cost proposal. Pricing information should be included on Attachment C – Cost

Proposal Forms. No pricing information should be included in the technical response.

#### b. Warranties and Extended Warranties

### i. Basic Warranty

All Offerors must include a basic warranty for their products for no less than one year at no additional cost to Participating States. Warranties must guarantee the safe and effective operation of devices for the duration of the warranty and the cost for repair or replacement of devices under warranty must be covered by the Offeror. Each Offeror must include a complete description of the coverage provided under their basic warranty.

#### ii. Extended Warranty

Offerors may bid an extended warranty past the term of the basic warranty provided under the contract. Offerors must include a complete description of the coverage provided under the extended warranty in their technical response.\

#### c. Product Training

#### i. Product Documentation

All product documentation, manuals, and specifications must be provided at the request of Participating States for no additional cost.

#### ii. Web/Video Training

Offerors must provide online or multimedia training options at no additional cost to the participating States. Offerors must include in their Proposal a description of the online and multimedia training options that are available.

#### iii. On-site Training

Offerors should include a description of their ability to provide onsite training, as requested. The cost for on-site training should be reflected in the Offerors' cost proposals as a separate per day rate for each Participating State.

### d. Software Updates

i. Offerors must include a description of updates required for the AED unit to maintain full functionality over the anticipated life of the unit and the methodology for performing or accessing the updates.

### e. Customer and Service Support

#### i. 24/7 Call Support

24/7 Call Technical Support must be offered for all devices for a period of no less than 3 years after purchase at no additional cost to the Participating States.

#### ii. Service Plan

Offerors must propose a bi-annual service agreement to provide maintenance and repair on their proposed devices. Offerors Service Agreement will include, but are not limited to, the following services:

and national regulations. Offerors must be aware of local requirements for the States in which they will be servicing. Offerors will submit their detailed plan on what is included and how they will provide maintenance and repairs on their proposed devices. Pricing will be on a semi-annual basis. All work performed under the service agreement must meet the Manufacturers specifications for that device. Offerors may submit additional information on whether they have different types of service agreements to provide maintenance and repair on their devices, i.e., standard service agreement or premier service agreement.

#### f. Value Added Options

Offerors may include in their Proposal additional Value Added options not specifically requested in the scope of work. Value Added options should not deviate from the nature of products and services requested in the scope of work and should include a thorough description of the option and how it brings value to the State. Examples include battery replacement plans, unconventional training options, and other services not specified. Award of Value Added options is subject to the approval of the Lead State.

## OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD

## EXHIBIT C- PRICE AND COST PROPOSAL

Cost for this Master Agreements shall be based on the following:

Fixed rate line item pricing on devices and market basket items and a percentage discount off a supplier's catalogue pricing shall be offered on SW17300. Price Schedule for each or any category of goods identified in Attachment B of this RFP and reflected in the Price Schedule. The percentage discounts offered for each type of service in Attachment B of this RFP shall remain firm for the duration of the NASPO ValuePoint Master Agreements, including all optional renewals. Each of the categories, excluding on-site training, must have a single price or rate list for all Participating Entities. Offeror must submit cost, prices and rates as required by the Cost Proposal Forms (Attachment C). Prices and rates shall include all anticipated charges, including but not limited to, freight and delivery, cost of materials and product, transaction fees, overhead, profits, and other costs or expenses incidental to the Contractor's performance.

The prices, rates and costs proposed in the Offeror's response must be valid for a minimum of 1 year after any resulting Master Agreement is signed. Offeror's cost proposal must describe how future cost increases will be minimized and capped and how both increases and decreases will be passed on to the Lead State if the Master Agreement is renewed after the initial term. The Offeror must explain the proposed process to implement cost changes, and how the Lead State will be notified. Cost changes may not occur more than once per quarter and only with the prior approval of the lead state.

	A	В	С	D
		300 Pricing (12/1		
	Cust/Supplier (	•	Description	Price
		11100-000001	Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99	\$ 1.28
·	NASPO17	11100-000002	Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)	\$ 1.70
_	NASPO17	11101-000003	AED Trainer new style training electrodes (5 pr)	\$ 37.40
	NASPO17 NASPO17	11101-000004	AED training electrode set - (5pr), cable & pouch	\$ 63.75
		11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes	\$ 28.90
-	NASPO17 NASPO17	11101-000007 11101-000016	Defibrillation/ECG training electrodes  Electrode replacement infant/child reduced energy	\$ 26.35
		11101-000016	Electrode replacement inianization deduced energy  Electrode Infant/Child reduced energy starter kit	\$ 98.60
	NASPO17	11103-000017	QUIK-COMBO training electrodes (2/PR)	\$ 160.65 \$ 24.65
	NASPO17	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	\$ 120.70
	NASPO17	11110-000029	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	\$ 329.80
		11110-000040	DEC-4 Cable Extension: 4'	\$ 56.10
	NASPO17	11110-000042	Setup Transfer cable for LIFEPAK 500	\$ 59.50
	NASPO17	11110-000050	Power Adapter extension cable for LIFEPAK 12 power adapter	\$ 124.95
	NASPO17	11110-000051	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	\$ 124.95
	NASPO17	11110-000085	Defibrillation/ECG training electrode cable extension wire	\$ 188.70
	NASPO17	11110-000085	DEC-8 Cable Extension: 8'	\$ 61.20
	NASPO17	11111-000176	3-Wire ECG Cable	\$ 215.05
	NASPO17	11111-000018	5ft Trunk cable with AHA limb leads	\$ 215.05
	NASPO17	11111-000018	8ft Trunk cable with AHA limb leads	\$ 316.20
		11111-000020	12 Lead ECG, Precordial Leads (AHA)	\$ 127.50
	NASPO17	11113-000022	QUIK-COMBO Test Plug for testing QC Cable	\$ 127.30
		11113-000002	QUIK-COMBO therapy cable for use w/LIFEPAK 15	\$ 329.80
20	NASPO17	11130-000004	Standard hard paddles for use w/LIFEPAK 12	\$ 637.50
	NASPO17	11130-000001	LIFEPAK 20E Standard Adult Detachable Hard Paddles	\$ 824.50
	NASPO17	11130-000037	Standard hard paddles for use w/LIFEPAK 15	\$ 731.00
	NASPO17	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	\$ 544.00
	NASPO17	11131-00001	Internal paddles - 1" size (6.25" shaft length)	\$ 147.90
	NASPO17	11131-000010	Internal paddles - 1.5" size (6.25 shaft length)	\$ 147.90
	NASPO17	11131-000011	Internal paddles - 2" size (6.75" shaft length)	\$ 147.90
	NASPO17	11131-000012	Internal paddles - 2.5" size (5.75" shaft length)	\$ 147.90
		11131-000014	Internal paddles - 3.5" size (5.75 shaft length)	\$ 147.90
	NASPO17	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)	\$ 147.90
	NASPO17	11131-000021	Internal paddles - 1.5" size (9" shaft length)	\$ 147.90
		11131-000022	Internal paddles - 2" size (8.75" shaft length)	\$ 147.90
		11131-000023	Internal paddles - 3.5" size (8" shaft length)	\$ 147.90
		11131-000024	Internal paddles - 1.5" size (14.25" shaft length)	\$ 147.90
	NASPO17	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language	\$ 80.75
	NASPO17	11140-000015	AC Power Cord	\$ 68.85
		11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray	\$ 175.10
	NASPO17	11140-000072	AC Power Adapter	\$ 1,432.25
		11140-000074	DC Power Adapter	\$ 1,742.50
	NASPO17	11140-000078	Temperature Adapter Cable- 5ft	\$ 314.50
		11140-000079	Temperature Adapter Cable- 10ft	\$ 314.50
		11140-000080	Extension Cable (5ft 3 in)	\$ 257.55
	NASPO17	11140-000081	Right angle cable (10in) included with ACPA & DCPA	\$ 257.55
		11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	\$ 390.15
	NASPO17	11141-000002	LIFEPAK 500 rechargeable sealed lead acid battery pak	\$ 190.40
		11141-000028	LIFEPAK SLA Battery	\$ 215.05
		11141-000068	LIFEPAK 20 NiMH rechargeable internal battery	\$ 153.85
		11141-000100	LMnO2 Non-Rechargeable Battery	\$ 313.65
		11141-000106	LIFEPAK 12 Li-ion Battery	\$ 383.35
		11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery	\$ 251.60
		11141-000115	REDI-CHARGE Base	\$ 1,292.00
		11141-000116	LIFEPAK 12 REDI-CHARGE Adapter Tray	\$ 169.15
58	NASPO17	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs	\$ 286.45
		11141-000158	LP500 SLA Battery	\$ 289.85
60	NASPO17	11141-000159	LP500 Battery Replacement kit	\$ 311.10
61	NASPO17	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	\$ 58.65
		11141-000161	Rechargable Battery Replacement for LP1000	\$ 362.95
		11141-000162	CodeManagement Module Lithium Ion Battery	\$ 206.19
	NASPO17	11150-000007	Modem cable - 6' LIFEPAK 12 to external modem	\$ 110.50

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65 N	IASPO17	11150-000009	Modem door assembly	\$ 59.50
0.0	IASPO17	11150-000010	External Modem for connection to LIFEPAK 500	\$ 285.60
	IASPO17	11150-000015	Internal modern (pc card modern)	\$ 294.95
	IASPO17	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless	\$ 1,261.50
	IASPO17	11150-000019	LIFEPAK 20e Delibrillator ModeManagement Module - Wireless & with Capnography	\$ 3,915.00
- J	IASPO17		NIBP Cuff-Reusable, Infant	
		11160-000011	· ·	\$ 17.85
	IASPO17	11160-000012	NIBP Cuff-Disposable Infant	\$ 7.65
_	IASPO17	11160-000013	NIBP Cuff-Reusable, Child	\$ 20.40
	IASPO17	11160-000014	NIBP Cuff-Disposable Child	\$ 8.50
	IASPO17	11160-000015	NIBP Cuff-Reusable, Adult	\$ 25.50
	IASPO17	11160-000016	NIBP Cuff-Disposable Adult	\$ 9.35
	IASPO17	11160-000017	NIBP Cuff-Reusable, Lg Adult	\$ 28.05
	IASPO17	11160-000018	NIBP Cuff-Disposable Large Adult	\$ 9.35
	IASPO17	11160-000019	NIBP Cuff-Reusable Adult X large	\$ 40.80
	IASPO17	11160-000020	NIBP Cuff-Disposable X-tra Large Adult	\$ 12.75
	IASPO17	11171-000006	Masimo SET LNOP Sp02 Patient Cable- 4 foot	\$ 188.70
	IASPO17	11171-000007	Masimo SET LNOP Sp02 Sensor - Adult Reusable	\$ 322.15
	IASPO17	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot	\$ 237.15
	IASPO17	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot	\$ 294.95
84 N	IASPO17	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	\$ 312.80
85 N	IASPO17	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	\$ 340.85
	IASPO17	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	\$ 379.10
	IASPO17	11171-000016	Masimo SET LNCS Patient Cable - 10 foot	\$ 249.05
88 N	IASPO17	11171-000017	Masimo SET LNCS Adult Reusable Sensor	\$ 276.25
89 N	IASPO17	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor	\$ 255.85
90 N	IASPO17	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)	\$ 275.40
91 N	IASPO17	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	\$ 312.80
92 N	IASPO17	11171-000024	Masimo SET LNCS Patient Cable - 4 foot	\$ 175.95
93 N	IASPO17	11171-000025	Masimo SET LNCS Patient Cable - 14 foot	\$ 372.30
-	IASPO17	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)	\$ 215.90
95 N	IASPO17	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	\$ 385.90
	IASPO17	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	\$ 422.45
	IASPO17	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	\$ 385.90
	IASPO17	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft	\$ 862.75
	IASPO17	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft	\$ 862.75
	IASPO17	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)	\$ 501.50
	IASPO17	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	\$ 414.80
	IASPO17	11171-000037	RC-04, Patient Cable, 4 ft., 1/box	\$ 211.65
	IASPO17	11171-000038	RC-12, Patient Cable, 12 ft., 1/box	\$ 315.35
	IASPO17	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	\$ 285.60
	IASPO17	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box	\$ 303.45
	IASPO17	11171-000040	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	\$ 374.85
	IASPO17	11171-00041	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	\$ 374.85
- 0 .	IASPO17	11171-00042	M-LNCS Neo, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	\$ 374.65
	IASPO17	11171-00043	M-LNCS DCI, Adult Reusable Sensor, 1/box	\$ 410.55
	IASPO17 IASPO17		M-LNCS DCIP, Pediatric Reusable Sensor, 1/box	
	IASPO17 IASPO17	11171-000047 11171-000049	Rainbow DCI Adt Reusable Sensor, 1/box	\$ 255.85 \$ 544.00
			Rainbow DCI Adt Reusable Sensor, 17box  Rainbow DCIP PED REUSABLE Sensor	
	IASPO17 IASPO17	11171-000050	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box	\$ 599.25 \$ 607.75
		11171-000051	• • • •	\$ 607.75
	IASPO17	11171-000052	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR, REF 2653	\$ 284.75
	IASPO17	11171-000053	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644	\$ 607.75
	IASPO17	11171-000054	Reuseable Light Shield, 5 /box	\$ 55.25
_	IASPO17	11171-000055	Disposable Light Shield 10/pack	\$ 52.70
	IASPO17	11210-000001	Wall mount bracket for AED	\$ 103.70
	IASPO17	11210-000002	BSS2 wall mount bracket	\$ 111.35
	IASPO17	11210-000021	Wall mount bracket for LIFEPAK CR Plus	\$ 90.95
	IASPO17	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	\$ 408.00
	IASPO17	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges	\$ 388.45
	IASPO17	11210-000028	AED Floor Stand Cabinet with alarm- White	\$ 960.50
	IASPO17	11210-000029	AED Floor Stand Cabinet with alarm- Grey	\$ 998.75
	IASPO17	11220-000025	Battery pouch for the LIFEPAK 500	\$ 56.95
	IASPO17	11220-000028	Top Pouch for the LP12/LP15	\$ 48.45
127 N	IASPO17	11220-000033	LIFEPAK 12 Front cover	\$ 37.40
120 N	IASPO17	11220-000076	Wall Cabinet, standard, surface mount, SS	\$ 476.00

139 NASPO17   11260-000014   LIFEPAK CR Plus Training System replacement carry case   \$ 32.55	_				
131 NASPOT7   11220000079   AED Wall Cabonet with alarm - surface mount, rolled edges   \$282.05					
132 NASPO17   11220-00088   AED Wall Cabinet with alarm and stroke- surface mount, rolled edges   \$497.56					
33 NASPOT7   1230-000015   LP20 Serial Port Cable   \$106.25   31 NASPOT7   1230-000020   Serial port cable   \$106.25   31 NASPOT7   1230-000020   Serial port cable   \$157.05   31 NASPOT7   1240-000016   Serial port cable   \$157.05   31 NASPOT7   1250-000000   LPEPAR SOT Replacement carry case   \$167.07   32 NASPOT7   1250-00000   LPEPAR SOT Replacement annualed betwey paix   \$33.16   33.16 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$33.16   33.17 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$33.16   33.18 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$35.70   33.18 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$35.70   34.18 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$35.70   35.70 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$35.70   35.70 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$35.70   35.70 NASPOT7   1250-00001   LPEPAR SOT Replacement annualed betwey paix   \$35.70   35.70 NASPOT7   1250-00001   LPEPAR SOT Replacement pair optic pai				, 0	
131 NASPO17   11230-000018   P.20 Configuration Transfer Cable   \$195.72				· · · · · · · · · · · · · · · · · · ·	· ·
138 m/s8PO17   17200-0000020   Serial port cable   \$137.70     33 m/s8PO17   17200-000016   Sitip thant recorder paper, 100mm x 30m 3rollatox (1-49)   \$177.00     33 m/s8PO17   17200-000016   Sitip thant recorder paper, 100mm x 30m 3rollatox (1-49)   \$175.00     34 m/s8PO17   17200-000006   LIEFPAK SOOT Replacement carry case   \$68.70     35 m/s8PO17   17200-000006   LIEFPAK SOOT Replacement carry case   \$68.70     35 m/s8PO17   17200-0000016   LIEFPAK SOOT Replacement carry case   \$68.70     35 m/s8PO17   17200-000016   LIEFPAK SOOT Replacement carry case   \$69.70     35 m/s8PO17   17200-000016   LIEFPAK SOOT Replacement carry case   \$69.70     35 m/s8PO17   17200-000016   LIEFPAK SOOT Replacement carry case   \$69.70     35 m/s8PO17   17200-000016   LIEFPAK CR Plus Training System replacement training electrodes   \$3.95.70     35 m/s8PO17   17200-000016   LIEFPAK CR Plus Training System replacement carry generated   \$60.70     35 m/s8PO17   17200-000016   LIEFPAK CR Plus Training System replacement carry case   \$60.70     35 m/s8PO17   17200-000016   LIEFPAK CR Plus Training System   \$60.70     36 m/s8PO17   17200-000016   LIEFPAK CR Plus Training System   \$60.70     37 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     38 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     39 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     30 m/s8PO17   17200-000016   LIEFPAK CR Plus Their dark plus carry case   \$60.70     30 m/s8					
137.0459017   11240-000016   11240-000016   11240-000016   11240-000016   11240-000016   11240-000016   11240-000016   11250-000006   11250-000006   11250-000006   11250-000006   11250-000006   11250-000006   11250-000006   11250-0000016   11250-0000016   11250-0000016   11250-0000016   11250-0000016   11250-0000016   11250-0000016   11250-000016				•	
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139 NaSP017   11250-000006   LIFEPAK 500T Replacement carry case   \$69.70					
1410 NASPOT7   11250-000005   LFEPAR S00T Replacement simulated battery pak   \$3315   \$385017   11250-000015   LFEPAR CR Plus Training System replacement training electrodes   \$3570   \$6888   \$3570   \$125 NASPOT7   11250-000015   LFEPAR CR Plus Training System replacement training electrodes   \$3570   \$3625   \$141 NASPOT7   11250-000005   Cabileconnector assembly-pouch for infantchild AED training electrodes   \$4250   \$3625   \$148 NASPOT7   11250-000005   Cabileconnector assembly-pouch for infantchild AED training electrodes   \$4250   \$4525					· ·
141 NASPO77   11250-000012   Adult AED OUIK-PAK Training Electrode Set (Box of 5 pair)   \$6858   \$38578   \$125 NASPO77   11250-000012   EFPAK CR Pits Training System replacement infancibiled AED training electrodes   \$38578   \$38578   \$385797   11250-000012   EFPAK CR Pits Training System replacement infancibiled AED training electrodes   \$4258   \$38578   \$4258				·	*
125 NASPOT7   11250-000015   LIFEPAK CR Plus Training System replacement training electrodes   \$.85.75				·	· ·
13.5   NASPO17   11250-000042   Replacement infant/child AED training electrodes   \$.36.55					
14					
1.1					
138 NASPO17   11260-000096   LIFEPAK 190 AED Training System replacement carry case   \$3.25					· ·
131				0 7	
150 NASPO17   11260-000016   LIFEPAK CR Plus Hard shell carry case   \$225.25				9 7	\$ 561.00
					\$ 33.15
153   NASPO17   11260-000018   L29 Basic Carry Case   \$136.00   \$126.00				•	
15.5   NASPO17   11260-000023   LIFEPAK 1000 Hard shell, wateright carrying case   \$291.55     15.5   NASPO17   11260-000030   LIFEPAK 12 Basic carry case wistrap, right & left pouches   \$281.35     15.5   NASPO17   11260-000032   Carrying Case of the LIFEPAK 12 with AC Power Adapter   \$288.35     15.5   NASPO17   11260-000033   Carrying Case for the LIFEPAK 12 with Voice Recorder   \$288.35     15.5   NASPO17   11260-000033   Carrying Case for the LIFEPAK 12 with Voice Recorder   \$289.35     15.5   NASPO17   11260-000033   LIFEPAK 12 with Voice Recorder   \$314.55     15.5   NASPO17   11260-000035   LIFEPAK 15 carry case back pouch   \$5.91.65     15.5   NASPO17   11260-000036   LIFEPAK 15 carry case back pouch   \$5.91.65     15.6   NASPO17   11260-000040   LIFEPAK 15 carry case back pouch   \$5.91.65     15.6   NASPO17   11260-000040   TrucCPC Carry Case   Carry C				, ,	\$ 51.85
15.1 MASPO17				•	\$ 136.00
Instruction			11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case	\$ 291.55
150   NASPO17   11260-000032   Carrying Case of the LIFEPAK 12 with AC Power Adapter   \$288.35			11260-000029	LIFEPAK 12 Carry case back pouch - expandable	\$ 76.50
157   NASPO17   11260-000033   Carrying Case for the LIFEPAK 12 with Voice Recorder   \$288.55			11260-000030		\$ 281.35
ISB   NASPO17   11260-000037   IFEPAK12 Shoulder Strap replacement   \$3.14.55   NASPO17   11260-000039   IFEPAK 15 Carry case back pouch   \$6.9.70   NASPO17   11260-000044   IPED Top Pouch   \$6.4.40   September 1   11260-000045   IPED Top Pouch   \$6.4.40   September 1   11260-000046   IPED Top Pouch   \$6.4.40   September 1   11260-000045   IPED Top Pouch   \$6.4.40   September 1   11260-000045   IPED Top Pouch   \$6.4.40   September 1   11260-000045   IPED Top Pouch   \$6.4.40   September 1   11260-0000045   IPED Top Pouch   \$6.4.40   September 1   11260-0000045   IPED Top Pouch   \$6.4.40   September 1   11260-0000045   IPED Top Pouch   \$6.4.40   September 1   11260-0000015   IPED Top Pouch   \$6.4.40   September 1   11260-0000015   IPED Top Pouch   \$6.4.40   September 1   11260-000001   IPED Top Pouch   September 1   September 1   September 2   IPED Top Pouch   \$6.4.40   September 2   I			11260-000032	Carrying Case of the LIFEPAK 12 with AC Power Adapter	\$ 298.35
150 NASPO17   11260-000034			11260-000033	Carrying Case for the LIFEPAK 12 with Voice Recorder	\$ 298.35
160 NASPO17			11260-000037	LIFEPAK12 Shoulder Strap replacement	\$ 31.45
161 NASPO17			11260-000039	LIFEPAK 15 Carry case back pouch	\$ 69.70
162 NASPO17   11260-000045   Carry Case for LIFEPAK 20/20e Defibrillator with Module   \$189.66   163 NASPO17   11403-000001   LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes   \$104.55   S104.55   NASPO17   11403-000002   LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes   \$87.55   S105 NASPO17   11425-000001   Accessory pounch for 3-wire cable and/or other accessories   \$6.10   S119.55   S105 NASPO17   11425-000001   Accessory pounch for 3-wire cable and/or other accessories   \$3.740   S119.55   S119.5	160	NASPO17	11260-000043	LP20 Top Pouch	\$ 54.40
163 NASPO17			11260-000044	TrueCPR Carry Case	\$ 66.12
164 NASPO17         11403-000002         LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes         \$87.55           165 NASPO17         11425-000001         Accessory pounch for 3-wire cable and/or other accessories         \$56.10           166 NASPO17         11425-000007         BAG ASSEMBLY, NO STRAP-LIFEPAK 1000         \$119.85           167 NASPO17         11425-000012         LIFEPAK 1000 Replacement Shoulder Strap for carry case         \$37.40           168 NASPO17         11516-00003         LS AM 450P AED Trainer Remote Control         \$130.90           170 NASPO17         11516-000003         LS Adult Pad-Pak for HeartSine AEDs         \$177.65           171 NASPO17         11516-000004         US Pediatric-Pak for HeartSine AEDs         \$177.65           171 NASPO17         11516-000010         HeartSine AED Trainer Electrodes - 10         \$28.05           172 NASPO17         11516-000011         HeartSine AED Trainer Electrodes - 25         \$63.75           173 NASPO17         11516-000011         HeartSine AED Trainer Electrodes - 25         \$63.75           174 NASPO17         11516-000011         HeartSine ED Trainer Electrodes - 25         \$63.75           175 NASPO17         11516-000011         HeartSine ED Trainer Electrodes - 25         \$63.75           176 NASPO17         11516-000014         MAS 50P AED Traine			11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module	\$ 189.66
165 NASPO17       11425-000001       Accessory pounch for 3-wire cable and/or other accessories       \$ 56.10         166 NASPO17       11425-000012       LIEFPAK 1000       \$ 119.85         167 NASPO17       11425-000012       LIEFPAK 1000       \$ 119.85         168 NASPO17       11516-000001       SAM 450P AED Trainer Remote Control       \$ 130.90         169 NASPO17       11516-000003       US Adult Pad-Pak for HeartSine AEDs       \$ 149.60         170 NASPO17       11516-000004       US Pediatric-Pak for HeartSine AEDs       \$ 177.65         171 NASPO17       11516-000009       HeartSine AED Trainer Electrodes - 10       \$ 280.50         172 NASPO17       11516-000010       HeartSine AED Trainer Electrodes - 10       \$ 280.50         173 NASPO17       11516-000011       HeartSine AED Pelican case with insert       \$ 133.45         173 NASPO17       11516-000011       HeartSine AED Trainer Remote Control       \$ 130.90         175 NASPO17       11516-000012       HeartSine AED Trainer Remote Control       \$ 130.90         176 NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         177 NASPO17       11516-000018       SB Data Davindar Cable - HeartSine       \$ 2.7.20         179 NASPO17       11516-000019       Pad-Pak Electrode Cartridge for Trainer			11403-000001	LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes	\$ 104.55
166 NASPO17         11425-000007         BAG ASSEMBLY, NO STRAP, LIFEPAK 1000         \$119.85           167 NASPO17         11425-000012         LIFEPAK 1000 Replacement Shoulder Strap for carry case         \$37.40           168 NASPO17         11516-000001         \$40         \$130.90           169 NASPO17         11516-000003         US Adult Pad-Pak for HeartSine AEDs         \$149.60           170 NASPO17         11516-000004         US Pediatric-Pak for HeartSine AEDs         \$177.65           171 NASPO17         11516-000004         US Pediatric-Pak for HeartSine AEDs         \$177.65           172 NASPO17         11516-000001         HeartSine AED Trainer Electrodes - 10         \$28.05           172 NASPO17         11516-000011         HeartSine AED Pelican case with insert         \$133.45           173 NASPO17         11516-000012         HeartSine ED Trainer Electrodes - 25         \$63.75           174 NASPO17         11516-000012         HeartSine Frainer Electrodes - 25         \$63.75           175 NASPO17         11516-000012         HeartSine Frainer Electrodes - 25         \$63.75           176 NASPO17         11516-000012         HeartSine Frainer Remote Control         \$130.90           177 NASPO17         11516-000014         SAM 250         AED Wall Sign - HeartSine AED         \$31.45			11403-000002	LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes	\$ 87.55
167 NASPO17       11425-000012       LIFEPAK 1000 Replacement Shoulder Strap for carry case       \$ 37.40         168 NASPO17       11516-000001       SAM 450P AED Trainer Remote Control       \$ 130.90         169 NASPO17       11516-000003       US Adult Pad-Pak for HeartSine AEDs       \$ 149.60         170 NASPO17       11516-000004       US Pediatric-Pak for HeartSine AEDs       \$ 177.65         171 NASPO17       11516-000009       HeartSine AED Trainer Electrodes - 10       \$ 28.05         172 NASPO17       11516-000010       HeartSine AED Trainer Electrodes - 25       \$ 63.75         173 NASPO17       11516-000011       HeartSine AED Trainer Electrodes - 25       \$ 63.75         174 NASPO17       11516-000012       HeartSine AED Trainer Electrodes - 25       \$ 63.75         175 NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         176 NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         177 NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 22.02         177 NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         180 NASPO17       11516-000021       Pad-Pak Electrode Cartridge for Trainer       \$ 22.02         181 NASPO17       11516-0000021			11425-000001	Accessory pounch for 3-wire cable and/or other accessories	\$ 56.10
168         NASPO17         11516-000001         SAM 450P AED Trainer Remote Control         \$ 130.90           169         NASPO17         11516-000003         US Adult Pad-Pak for HeartSine AEDS         \$ 149.60           170         NASPO17         11516-000004         US Pediatric-Pak for HeartSine AEDS         \$ 177.65           171         NASPO17         11516-000009         HeartSine AED Trainer Electrodes - 10         \$ 28.05           172         NASPO17         11516-000010         HeartSine AED Pelican case with insert         \$ 133.45           173         NASPO17         11516-000011         HeartSine AED Trainer Electrodes - 25         \$ 63.75           174         NASPO17         11516-000012         HeartSine Trainer battery charger         \$ 27.20           175         NASPO17         11516-000014         SAM 350P AED Trainer Remote Control         \$ 130.90           176         NASPO17         11516-000014         SAM 350P AED Trainer Remote Control         \$ 130.90           178         NASPO17         11516-000018         USB Data Download Cable - HeartSine         \$ 31.45           178         NASPO17         11516-000021         AED Wall Sign - HeartSine         \$ 31.45           180         NASPO17         11516-000022         Carry Case for HeartSine AED         <	166	NASPO17	11425-000007	BAG ASSEMBLY, NO STRAP,LIFEPAK 1000	\$ 119.85
169 NASPO17			11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case	\$ 37.40
170 NASPO17			11516-000001	SAM 450P AED Trainer Remote Control	\$ 130.90
171       NASPO17       11516-000009       HeartSine AED Trainer Electrodes - 10       \$ 28.05         172       NASPO17       11516-000010       HeartSine AED Pelican case with insert       \$ 33.45         173       NASPO17       11516-000011       HeartSine AED Trainer Electrodes - 25       \$ 63.75         174       NASPO17       11516-000012       HeartSine AED Trainer Remote Control       \$ 130.90         175       NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 42.50         177       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         180       NASPO17       11516-000021       CPR prep kir - HeartSine       \$ 28.05         181       NASPO17       11516-000022       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         183       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviatio	169	NASPO17	11516-000003	US Adult Pad-Pak for HeartSine AEDs	\$ 149.60
172       NASPO17       11516-000010       HeartSine AED Pelican case with insert       \$ 133.45         173       NASPO17       11516-000011       HeartSine AED Trainer Electrodes - 25       \$ 63.75         174       NASPO17       11516-000012       HeartSine AED Trainer battery charger       \$ 27.20         175       NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 42.50         177       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 22.20         181       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000039       HeartSine	170	NASPO17	11516-000004	US Pediatric-Pak for HeartSine AEDs	\$ 177.65
172       NASPO17       11516-000010       HeartSine AED Pelican case with insert       \$ 133.45         173       NASPO17       11516-000011       HeartSine AED Trainer Electrodes - 25       \$ 63.75         174       NASPO17       11516-000012       HeartSine AED Trainer battery charger       \$ 27.20         175       NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 42.50         177       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 22.20         181       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000039       HeartSine	171	NASPO17	11516-000009	HeartSine AED Trainer Electrodes - 10	\$ 28.05
173       NASPO17       11516-000011       HeartSine AED Trainer Electrodes - 25       \$63.75         174       NASPO17       11516-000012       HeartSine Trainer battery charger       \$27.20         175       NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$130.90         176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$42.50         178       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$28.05         180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$130.90         184       NASPO17       11516-000025       Aviation Pad-Pak for HeartSine AEDs       \$163.20         184       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$163.20         185       NASPO17       11516-000039       HeartSine SAM 350P AED Train			11516-000010	HeartSine AED Pelican case with insert	\$ 133.45
174       NASPO17       11516-000012       HeartSine Trainer battery charger       \$ 27.20         175       NASPO17       11516-000014       SAM 350P AED Trainer Remote Control       \$ 130.90         176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 42.50         178       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 22.05         180       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 28.05         181       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         182       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         184       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000028       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000059       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack	173	NASPO17	11516-000011	HeartSine AED Trainer Electrodes - 25	\$ 63.75
176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 42.50         177       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 28.05         180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000092       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer	174	NASPO17	11516-000012	HeartSine Trainer battery charger	\$ 27.20
176       NASPO17       11516-000017       Pad-Pak Electrode Cartridge for Trainer       \$ 42.50         177       NASPO17       11516-000018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 28.05         180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000092       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer			11516-000014	SAM 350P AED Trainer Remote Control	\$ 130.90
177       NASPO17       11516-00018       USB Data Download Cable - HeartSine       \$ 31.45         178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 28.05         180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000029       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000039       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-000014       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000036       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 11			11516-000017	Pad-Pak Electrode Cartridge for Trainer	\$ 42.50
178       NASPO17       11516-000020       AED Wall Sign - HeartSine       \$ 27.20         179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 28.05         180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-000114       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00			11516-000018	USB Data Download Cable - HeartSine	\$ 31.45
179       NASPO17       11516-000021       CPR prep kit - HeartSine       \$ 28.05         180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-0000114       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00			11516-000020	AED Wall Sign - HeartSine	\$ 27.20
180       NASPO17       11516-000022       Carry Case for HeartSine AED       \$ 46.75         181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-000014       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00				CPR prep kit - HeartSine	\$ 28.05
181       NASPO17       11516-000023       Wall Bracket for HeartSine AED       \$ 71.40         182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$ 130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-000114       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00				· · ·	\$ 46.75
182       NASPO17       11516-000024       HeartSine Wall Cabinet with Alarm       \$130.90         183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$163.20         184       NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$357.00         186       NASPO17       11516-000114       Backpack for HeartSine AED       \$124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$119.00				<u> </u>	\$ 71.40
183       NASPO17       11516-000027       Aviation Pad-Pak for HeartSine AEDs       \$ 163.20         184       NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$ 357.00         185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-000114       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00					\$ 130.90
184 NASPO17       11516-000059       HeartSine SAM 350P AED Trainer       \$ 357.00         185 NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186 NASPO17       11516-000114       Backpack for HeartSine AED       \$ 124.10         187 NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188 NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189 NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190 NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191 NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00					\$ 163.20
185       NASPO17       11516-000092       HeartSine SAM 450P AED Trainer       \$ 357.00         186       NASPO17       11516-000114       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00					\$ 357.00
186       NASPO17       11516-000114       Backpack for HeartSine AED       \$ 124.10         187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$ 501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00					\$ 357.00
187       NASPO17       11576-000035       LUCAS 1 Carry Bag (Backpack)       \$501.50         188       NASPO17       11576-000036       Patient Strap (each)       \$90.10         189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$119.00					\$ 124.10
188 NASPO17       11576-000036       Patient Strap (each)       \$ 90.10         189 NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190 NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191 NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00				·	
189       NASPO17       11576-000038       LUCAS 2 Carrying Bag       \$ 292.40         190       NASPO17       11576-000039       LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)       \$ 605.20         191       NASPO17       11576-000046       LUCAS 2 Disposable Suction Cup (3 pack)       \$ 119.00					
190         NASPO17         11576-000039         LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)         \$ 605.20           191         NASPO17         11576-000046         LUCAS 2 Disposable Suction Cup (3 pack)         \$ 119.00					
191 NASPO17					
					· ·
			11576-000047	LUCAS 2 Disposable Suction Cup (12 pack)	\$ 423.30

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102	A NASPO17	B 11576-000048	LUCAS 2 12V Car Cable	D \$ 120.70
	NASPO17	11576-000048	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)	\$ 86.70
	NASPO17	11576-00050	Patient Strap (secures patient's arms to support legs of LUCAS - 1pr)  Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	\$ 229.50
,	NASPO17	11576-000051	Back Plate Grip Tape	
	NASPO17		Back Plate Grip Tape  Back Plate Grip Tape (3 pack)	\$ 38.25 \$ 97.75
		11576-000053		· · · · · · · · · · · · · · · · · · ·
	NASPO17	11576-000060	LUCAS 2 Stand-alone Battery Charger	\$ 994.50
-//	NASPO17	11576-000064	LUCAS PCI BACK PLATE	\$ 2,992.00
	NASPO17	11576-000070	LUCAS 2 Rubber Bumper	\$ 36.55
	NASPO17	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	\$ 605.20
	NASPO17	11576-000081	LUCAS Carrying Case, Hard Shell	\$ 382.50
	NASPO17	11576-000088	LUCAS Slim Back Plate	\$ 335.75
	NASPO17	11576-000089	Grip Tape, LUCAS Slim Back Plate	\$ 23.80
	NASPO17	11576-000090	Grip Tape (3-pack), LUCAS Slim Back Plate	\$ 57.80
	NASPO17	11576-000091	LUCAS 3 Bumpers (Black)	\$ 35.70
	NASPO17	11577-000001	LIFEPAK 15 Shoulder strap	\$ 31.45
	NASPO17	11577-000002	LIFEPAK 15 Basic carry case w/ right & left pouches	\$ 272.00
	NASPO17	11577-000004	Station Battery Charger - For the LP15	\$ 1,581.00
	NASPO17	11577-000011	Mobile Battery Charger - FOR THE LP15	\$ 1,721.25
	NASPO17	11577-000019	LP15 Power Attachment Kit	\$ 49.30
	NASPO17	11600-000022	CODE-STAT 10 Data Review Seat	\$ 2,299.25
	NASPO17	11600-000024	CODE-STAT Maintenance Subscription (3 Years)	\$ 1,625.00
	NASPO17	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)	\$ 476.00
215	NASPO17	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect	\$ 35.21
216	NASPO17	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)	\$ 101.15
	NASPO17	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	\$ 101.15
	NASPO17	11996-000060	Durasensor - Adult finger sensor	\$ 266.05
	NASPO17	11996-000061	Oxiband Adult/Neonatal Sensor	\$ 201.45
	NASPO17	11996-000062	Oxiband Pediatric/Infant Sensor	\$ 201.45
	NASPO17	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)	\$ 381.65
	NASPO17	11996-000081	FilterLine Set Adult/Pediatric (box of 25)	\$ 243.10
	NASPO17	11996-000082	Nasal FilterLine Set Infant/Neonatal (box of 25)	\$ 255.85
	NASPO17	11996-000090	Electrode EDGE QUIK-COMBO RTS	\$ 39.10
	NASPO17	11996-000091	Electrode EDGE QUIK-COMBO Adult	\$ 30.64
	NASPO17	11996-000092	Electrode EDGE Fast-Patch Plus	\$ 18.70
	NASPO17	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS	\$ 36.85
	NASPO17	11996-000106	DURA-Y Multisite sensor (reusable)	\$ 578.00
	NASPO17	11996-000113	Oxisensor II adult sensor (24/BX)	\$ 573.75
	NASPO17	11996-000114	Oxisensor II adult sensor, long cable (24/BX)	\$ 926.50
	NASPO17	11996-000115	Oxisensor II infant sensor (24/BX)	\$ 735.25
	NASPO17	11996-000116	Oxisensor II pediatric sensor (24/BX)	\$ 569.50
	NASPO17	11996-000117	Oxisensor II neonatal sensor (24/BX)	\$ 748.00
233	NASPO17		SmartCapnoLine - Pediatric patients <44lbs (box of 25)	
234	NASPO17 NASPO17	11996-000120		\$ 273.70 \$ 368.90
	NASPO17 NASPO17	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)  SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	\$ 368.90
		11996-000162	·	
	NASPO17	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)	\$ 303.45
238	NASPO17	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)	\$ 272.85
	NASPO17	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	\$ 385.90
	NASPO17	11996-000166	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	\$ 994.50
	NASPO17	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	\$ 1,071.00
	NASPO17	11996-000183	MNC-1 Adapter Cable - 10 foot	\$ 463.25
	NASPO17	11996-000198	MNC-1 Adapter Cable - 4 foot	\$ 439.45
	NASPO17	11996-000278	LUCAS 1 Connector - Chemtron Air	\$ 314.50
	NASPO17	11996-000279	LUCAS 1 Connector - Ohmeda Air	\$ 314.50
	NASPO17	11996-000280	LUCAS 1 Connector - Puritan Bennet Air	\$ 314.50
	NASPO17	11996-000281	LUCAS 1 Connector - Diss Air	\$ 314.50
	NASPO17	11996-000282	LUCAS 1 Connector - Schrader Air	\$ 314.50
	NASPO17	11996-000283	LUCAS 1 Connector - Oxequip Air	\$ 314.50
	NASPO17	11996-000285	LUCAS 1 Regulator	\$ 539.75
	NASPO17	11996-000309	Surface mount bracket	\$ 964.75
	NASPO17	11996-000310	QUIK-COMBO 3-lead Patient Simulator	\$ 675.75
	NASPO17	11996-000311	QUIK-COMBO 12-lead Patient Simulator	\$ 777.75
254	NASPO17	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot	\$ 175.10
	NASPO17	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot	\$ 213.35
	NASPO17	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot	\$ 360.40

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257	A NASPO17	B 11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot	D \$ 214.20
	NASPO17	11996-000327	Masimo SET RED LNOP Patient Cable - 4 foot	\$ 255.00
	NASPO17	11996-000327	Masimo SET RED LNOP Patient Cable - 3 foot	\$ 360.40
	NASPO17	11996-000323	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	\$ 334.90
	NASPO17	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	\$ 616.25
261	NASPO17	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	\$ 334.90
	NASPO17	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	\$ 616.25
	NASPO17	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	\$ 752.25
	NASPO17	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	\$ 1,028.50
	NASPO17	11996-000337	Masimo SET Rainbow Padiatric Reusable Direct Connect Sensor - 3 foot	\$ 1,028.30
	NASPO17	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	\$ 1,028.50
	NASPO17	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 1,028.30
	NASPO17	11996-000339	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 629.00
	NASPO17	11996-000340	Rainbow R25, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 629.00
	NASPO17 NASPO17	11996-000341	Rainbow R25-L, Adult/Neo Adriesive Sensors (SpO2, SpCO and Spillet), 10/box  Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	
				\$ 629.00
	NASPO17	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	\$ 124.10
273	NASPO17	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	\$ 132.60
	NASPO17	11996-000365	RED MNC ADAPTER CABLE, 4FT,2641	\$ 688.50
	NASPO17	11996-000369	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	\$ 249.90
	NASPO17	11996-000374	LP15 bed Connector	\$ 128.35
	NASPO17	11996-000375	Cable DC Input LP15 Battery Charger	\$ 67.15
	NASPO17	11996-000390	LIFEPAK 12 NIBP Hose, 12'	\$ 52.70
	NASPO17	11996-000391	LIFEPAK 12 NIBP Hose, 9'	\$ 52.70
	NASPO17	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'	\$ 52.70
	NASPO17	11996-000393	McGRATH MAC EMS Video Laryngoscope	\$ 2,392.50
	NASPO17	11996-000394	McGRATH 3.6V EMS Battery	\$ 52.20
	NASPO17	11996-000398	McGRATH X3 Laryngoscope Blades, Box of 10	\$ 243.60
284	NASPO17	11996-000414	McGRATH MAC 2 Laryngoscope Blades, Box of 10	\$ 139.20
	NASPO17	11996-000415	McGRATH MAC 3 Laryngoscope Blades, Box of 10	\$ 139.20
	NASPO17	11996-000416	McGRATH MAC 4 Laryngoscope Blades, Box of 10	\$ 139.20
	NASPO17	11998-000014	LIFEPAK 500 Complete soft shell carrying case	\$ 146.20
	NASPO17	11998-000021	LIFEPAK 500 Hard-shell carrying case (Pelican)	\$ 337.45
	NASPO17	11998-000063	LIFEPAK 12 Removable acrylic screen shield	\$ 45.90
	NASPO17	11998-000292	Wall Cabinet - Semi-recessed for AED, 3" Trim	\$ 277.10
291	NASPO17	11998-000293	Wall Cabinet - Fully-recessed for AED, 1.5" Trim	\$ 236.30
292	NASPO17	11998-000320	Ambu Res-Cue Key First Responder Kit	\$ 32.30
	NASPO17	11998-000321	Ambu Res-Cue Mask First Responder Kit	\$ 39.95
	NASPO17	11998-000326	LIFEPAK 15 internal paddles adapter cable	\$ 254.15
	NASPO17	11998-000327	AED Wall Sign Ilcor w/logo, Flat,8x10	\$ 22.10
	NASPO17	11998-000328	AED Wall Sign Ilcor w/logo, T-mount, 8x10	\$ 30.60
	NASPO17	11998-000329	AED Wall Sign Ilcor w/logo, Tent, 7x8	\$ 30.60
	NASPO17	11998-000330	AED Wall Sign Traditional w/logo, Flat, 8x10	\$ 22.10
	NASPO17	11998-000331	AED Wall Sign Traditional w/logo, T-mount, 8x10	\$ 30.60
	NASPO17	11998-000332	AED Wall Sign Traditional w/logo, Tent, 7x8	\$ 30.60
	NASPO17	11998-000333	AED Wall Sign Traditional w/o logo, T-mount, 8x10	\$ 30.60
	NASPO17	21300-004576	LIFEPAK CR Plus Carrying case	\$ 63.75
	NASPO17	21300-004579	LIFEPAK CR Plus Replacement shoulder strap for carry case	\$ 13.60
	NASPO17	21300-005847	Signagel, gel	\$ 4.25
	NASPO17	21300-006361	LIFEPAK 12 Carry case base & side supports	\$ 131.75
	NASPO17	21300-006587	CENTRAL ALARM SWITCH for CR Plus	\$ 48.45
	NASPO17	21300-007201	LIFEPAK 12 Replacement carry case left pouch	\$ 86.70
	NASPO17	21300-007203	LIFEPAK 12 Replacement carry case right pouch	\$ 79.05
	NASPO17	21300-007585	Service Manual on CD-ROM: LIFEPAK 12 and BSS2	\$ 58.65
	NASPO17	21300-008054	4-Wire Cable Comb (10- Pack)	\$ 47.60
	NASPO17	21300-008055	6-Wire Cable Comb (10- Pack)	\$ 47.60
	NASPO17	21300-008146	LIFEPAK 15 NIBP Hose, 12'	\$ 52.70
	NASPO17	21300-008147	LIFEPAK 15 NIBP Hose, 9'	\$ 52.70
	NASPO17	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled	\$ 52.70
	NASPO17	21330-000996	ASSY-LP20 DOCKING STATION	\$ 323.85
	NASPO17	21330-001024	ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED	\$ 73.95
	NASPO17	21330-001058	LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface	\$ 184.45
	NASPO17	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs	\$ 398.65
319	NASPO17	21330-001357	LIFEPAK 15 In-service Video - DVD format	\$ 30.60
	NASPO17	21330-001365	Test load (for use with QUIK COMBO therapy cable)	\$ 89.25

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221	A NASPO17	21340-000706	LIFENET PC Gateway	\$ 388.89
	NASPO17	21576-00074	LUCAS Stabilization Strap	\$ 78.20
	NASPO17	21576-000074	LUCAS Stabilization Strap (4 pack)	\$ 250.75
	NASPO17	21996-000044	LUCAS Back Plate	\$ 230.73
	NASPO17	21996-000061	LUCAS 1 Extention Hose	\$ 290.70
323	NASPO17	21996-000073	TITAN II Wireless Gateway	\$ 900.45
	NASPO17	21996-000073	Multitech 3G Gateway - AT&T	\$ 1,048.35
	NASPO17		AT&T Multitech 3G Gateway (For use with Physio-Control data plan)	\$ 1,048.35
	NASPO17	21996-000082 21996-000085	Multitech 3G Gateway - Verizon	\$ 1,048.35
	NASPO17	21996-000086	,	
			Verizon Multitech 3G Gateway (For use with Physio-Control data plan)	\$ 1,048.35
	NASPO17	21996-000092	Titan II - Wifi & Audio & Cellular Gateway (Verizon, Verizon KORE, AT&T)	\$ 2,366.40
332	NASPO17	21996-000093	Titan II - Wifi & Cellular Gateway (Verizon, Verizon KORE, AT&T)	\$ 1,405.05
	NASPO17	21996-000094	Titan II - Wifi & Audio & Cellular Gateway (AT&T KORE)	\$ 2,366.40
	NASPO17	21996-000095	Titan II - Wifi & Cellular Gateway (AT&T KORE)	\$ 1,405.05
	NASPO17	26500-000036	LIFEPAK 500 Service Manual CD-Rom	\$ 73.10
	NASPO17	26500-000037	LIFEPAK 500 In-service Video	\$ 15.30
337	NASPO17	26500-000185	AED Instruction Card (laminated easy reference)	\$ 5.95
	NASPO17	26500-000213	LIFEPAK 12 In-service Video	\$ 31.45
	NASPO17	26500-000234	LIFEPAK 12 & BSS2 Service Manual (paper version)	\$ 184.45
	NASPO17	26500-000942	LIFEPAK 12 Operating Instructions	\$ 61.20
	NASPO17	26500-001008	LIFEPAK 500T Operating Instructions	\$ 10.20
	NASPO17	26500-001156	LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System	\$ 15.30
	NASPO17	26500-001421	LIFEPAK CR Plus Service Manual CD Rom	\$ 68.00
	NASPO17	26500-002040	Quik reference Instruction Card for AED and CPR instruction	\$ 5.95
345	NASPO17	26500-002156	Quick Reference Instruction Card LIFEPAK 1000	\$ 5.95
346	NASPO17	26500-002408	LIFEPAK 15 Operating Instructions	\$ 61.20
347	NASPO17	26500-002481	Operating Instructions: LIFEPAK 12	\$ 63.75
	NASPO17	26500-003084	LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN	\$ 34.85
349	NASPO17	26500-003434	LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English	\$ 34.85
350	NASPO17	26500-003716	LUCAS 3.0 Instructions for Use, Replacement, EN	\$ 34.00
351	NASPO17	26996-000014	Individual AED Challenge (Per Person/ Yr)	\$ 15.00
	NASPO17	44500-000001	12-Leads Made Easy Web-based training program	\$ 48.45
	NASPO17	44500-000003	Capno Made Easy Web Based Training	\$ 48.45
	NASPO17	70507-000061	LIFEPAK 20e Defibrillator/Monitor	\$ 7,738.65
	NASPO17	70507-000080	LIFEPAK 20e Defibrillator/Monitor with Pacing Package	\$ 8,869.65
	NASPO17	70507-000081	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo and Legacy Nellcor enabled))	\$ 10,348.65
	NASPO17	70507-000091	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)	\$ 10,000.65
	NASPO17	80403-000148	LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt	\$ 1,536.50
	NASPO17	80403-000149	LIFEPAK CR Plus AED Kit Fully automatic AHA voice prompt	\$ 1,676.50
	NASPO17	80427-000134	LIFEPAK Express Semi-automatic. Incl 1 pair of QUIK-Pak electrodes	\$ 1,271.25
	NASPO17	80514-000263	HeartSine SAM 350P AED	\$ 949.00
	NASPO17	80515-000002	HeartSine SAM 450P AED	\$ 1,325.00
	NASPO17	80596-000003	TrueCPR Coaching Device	\$ 1,561.65
	NASPO17	81700-000001	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG, EtCO2, 2 IP Channels)	\$ 36,965.43
	NASPO17	81700-000001	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 ii Chairleis)	\$ 33,356.67
	NASPO17	81700-000002	Bundle: LIFEPAK 15 w/ ACPA (Trending, Opo2, Opo3, NIBP, EtCO2)	\$ 22,714.83
	NASPO17	81700-000003	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, BT)	\$ 32,215.23
	NASPO17	81700-000004	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, 6pO5, Mibi , 12-2cad 200, 21002, BT)	\$ 20,431.08
	NASPO17	81700-000003	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, ElGO2, BT)  Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG, EtCO2, 2 IP Channels)	\$ 20,431.08
	NASPO17	81700-000007	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo Spoz, Spoto, Spiwer, Nibr, 12- Lead ECG, EtCOz, 2 ir Charmes)	\$ 14,219.28
	NASPO17	81701-000007	Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)	\$ 9,000.15
	NASPO17	81701-000001	Bundle: LIFEPAK 20e W CodeManagement Module (Wireless)  Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)	
	NASPO17	81701-000002	Bundle: LIFEPAK 20e (Pacing) W CodeManagement Module (Wireless)  Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Module (Wireless)	\$ 10,131.15
				\$ 11,262.15
	NASPO17	81701-000004	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless)	\$ 11,610.15 \$ 11,652.65
	NASPO17	81701-000005	Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)	\$ 11,653.65
	NASPO17	81701-000006	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtCO2)	\$ 12,784.65
	NASPO17	81701-000007	Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Module (Wireless & EtCO2)	\$ 13,915.65
	NASPO17	81701-000008	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module(Wireless & EtCO2)	\$ 14,263.65
	NASPO17	99425-000023	LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	\$ 2,180.00
	NASPO17	99425-000025	LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	\$ 2,516.25
	NASPO17	99576-000020	LUCAS 2, 2.2 SW Chest Compression Training unit	\$ 8,221.50
	NASPO17	99576-000024	LUCAS 2, 2.1 SW Chest Compression System	\$ 13,241.40
	NASPO17	99576-000042	Training Unit LUCAS 3.0. Non Clinical device for training purposes only.	\$ 8,221.50
20.4	NASPO17	99576-000043	LUCAS 3.0 Chest Compression System	\$ 13,876.50

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205	A NASPO17	B 99577-001368	C  LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	D \$ 20,640.75
	NASPO17	99577-001308	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Blue	
	NASPO17	99577-001372	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$ 34,571.19
	NASPO17	99577-001588	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 33,429.75
	NASPO17	99577-001930	LIFEPAK 15 Standard	\$ 12,419.25
	NASPO17	99577-001931	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	\$ 19,635.90
	NASPO17	99577-001932	LIFEPAK 15 Trending, Masimo SpO2, NIBP,EtCO2	\$ 20,914.80
_	NASPO17	99577-001933	LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead	\$ 24,842.85
	NASPO17	99577-001934	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	\$ 27,400.65
	NASPO17	99577-001935	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	\$ 30,415.20
	NASPO17	99577-001936	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2	\$ 33,429.75
	NASPO17	99577-001937	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2 Invasive Pressure Channels	\$ 35,165.40
	NASPO17	99577-001938	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature	\$ 31,556.64
	NASPO17	99577-001939	LIFEPAK 15 Bluetooth	\$ 12,419.25
	NASPO17	99577-001941	LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth	\$ 14,520.30
	NASPO17	99577-001943	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	\$ 25,939.05
	NASPO17	99577-001944	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	\$ 18,631.05
	NASPO17	99577-001945	LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	\$ 16,621.35
	NASPO17	99577-001946	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	\$ 17,169.45
	NASPO17	99577-001947	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$ 19,179.15
	NASPO17	99577-001948	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$ 19,727.25
	NASPO17	99577-001950	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	\$ 20,914.80
407	NASPO17	99577-001951	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	\$ 21,462.90
408	NASPO17	99577-001952	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	\$ 23,929.35
409	NASPO17	99577-001953	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	\$ 24,842.85
410	NASPO17	99577-001955	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 27,400.65
	NASPO17	99577-001956	LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$ 28,542.09
	NASPO17	99577-001957	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 30,415.20
	NASPO17	99577-001958	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$ 31,556.64
	NASPO17	99577-001959	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 23,015.85
	NASPO17	99577-001960	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 29,136.30
	NASPO17	99577-001962	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 32,150.85
	NASPO17	99577-001963	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetoc	
	NASPO17	99577-001964	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 27,948.75
	NASPO17	99577-001966	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 23,198.55
	NASPO17	99996-000117	LP1000 Trainer	\$ 879.75
	NASPO17	99512-001261	LPCR2 Semi-automatic, WIFI,English, Bag	\$ 1,818.75
		99512-001262	LPCR2 Semi-automatic, WIFI,English, Handle	\$ 1,762.50
	NASPO17	99512-001263	LPCR2 Fully-automatic, WIFI,English, Bag	\$ 1,968.75
	NASPO17	99512-001264	LPCR2 Fully-automatic, WIFI,English, Handle	\$ 1,912.50
	NASPO17	99512-001265	LPCR2 Semi-automatic, WIFI, English-Spanish, Bag	\$ 1,875.00
		99512-001266	LPCR2 Semi-automatic, WIFI, English-Spanish, Handle	\$ 1,818.75
	NASPO17	99512-001267	LPCR2 Fully-automatic, WIFI,English-Spanish, Bag	\$ 2,025.00
	NASPO17	99512-001268	LPCR2 Fully-automatic, WIFI,English-Spanish, Handle	\$ 1,968.75
	NASPO17	11141-000165	Replacement Battery Kit	\$ 212.50
430	NASPO17	11101-000021	Replacement Electrode Kit	\$ 123.25
431	NASPO17	11512-000001	Replacement Lid Kit	\$ 61.20
432	NASPO17	21300-008152	COVER, USB PORT, LPCR2	\$ 8.50
433	NASPO17	21300-008143	CABLE, USB2.0 A MALE TO MICRO-B, L 5.5FT	\$ 12.75
434	NASPO17	11260-000047	Carry Case Kit	\$ 73.95
	NASPO17	11512-000002	Handle Kit	\$ 21.25
436	NASPO17	11998-000320	First Responder Kit (Ambu)	\$ 33.15
437	NASPO17	26500-003645	TAG,LOCAL EMERGENCY CONTACT NUMBER,911,MULTI	\$ 4.25
438	NASPO17	11210-000047	New Wall Bracket - Green	\$ 38.25
439	NASPO17	11210-000046	New Wall Bracket - White/Red	\$ 38.25
440		11220-000093	LIFEPAK WALL BOX, PLASTIC	\$ 340.00
441		11250-000162	KIT, SHIPPING, TRAINER, LPCR2, ENGLISH	\$ 551.65
442		11250-000147	KIT, SHIPPING, DEMO, LPCR2, ENGLISH	\$ 594.15
	NASPO17	11250-000144	MANIKIN, TRAINER, LPCR2	\$ 21.25
4443		11250-000140	PADS, REPLACEMENT, TRAINER, LPCR2, 5 Sets	\$ 157.25
	NASFULL			
444	NASPO17		TRAY, ELECTRODE, TRAINER, LPCR2	
444 445		11250-000145 11250-000139	TRAY, ELECTRODE, TRAINER, LPCR2 ASSY, TRAY COVER WITH HANDLE, TRAINER, LPCR2	\$ 131.75 \$ 18.70

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447	NASPO17	21250-000003	DOOR, BATTERY, 3 PACK, TRAINER, LPCR2	\$ 14.45
448	NASPO17	11250-000141	USB, BLUETOOTH, TRAINER, LPCR2	\$ 41.65
449	NASPO17	11250-000142	USB, REPROGRAMMING, TRAINER, LPCR2, CR2T-1.0S	\$ 22.95
450	NASPO17	11250-000178	Replacement Handle Kit	\$ 21.25
451	NASPO17	11141-000166	BATTERY, D-CELL, TRAINER, LPCR2, Pack of 4	\$ 17.85
452	NASPO17	11260-000048	ASSY, CARRY TOTE, TRAINER, LPCR2, ENGLISH	\$ 42.50
453	NASPO17	21250-000004	ASSY, LID, LOCALIZED, TRAINER, LPCR2, ENGLISH	\$ 18.70
454	NASPO17	11516-000091	HeartSine SAM 360P AED Trainer	\$ 357.00
455	NASPO17	11576-000071	Power Supply	\$ 322.15
456	NASPO17	11576-000094	LUCAS Carrying Case, Hard Shell	\$ 390.15
457	NASPO17	11996-000441	Wall Cabinet, Rotaid Plus, With Alarm, White	\$ 40.80
458	NASPO17	11996-000443	Wall Cabinet, Rotaid Plus, With Alarm, Red	\$ 259.25
459	NASPO17	11996-000445	Wall Cabinet, Rotaid Solid Plus, with Alarm, White	\$ 22.95
460	NASPO17	11996-000447	Wall Cabinet, Rotaid Solid Plus, with Alarm, Red	\$ 31.45
461	NASPO17	11996-000449	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, White	\$ 31.45
462	NASPO17	11996-000451	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, Red	\$ 22.95
463	NASPO17	21996-000109	TITAN III -Wifi Gateway	\$ 900.45
464	NASPO17	21996-000110	Titan III Trio – WiFi &Cellular& Fast Audio Gateway, No Sim	\$ 2,288.10
465	NASPO17	21996-000111	Titan III Trio – WiFi & Cellular & Fast Audio Gateway ATT	\$ 2,366.40
466	NASPO17	21996-000112	Titan III – WiFi & Cellular Gateway, No Sim	\$ 1,405.05
467	NASPO17	80514-000264	HeartSine SAM 350P AED Aviation, Semi Automatic	\$ 1,050.12
468	NASPO17	80514-000309	HeartSine SAM 360P AED, Fully-automatic	\$ 1,044.14
469	NASPO17	80514-000312	HeartSine SAM 360P AED Aviation, Fully-Automatic	\$ 1,109.96
470	NASPO17	80515-000127	HeartSine SAM 450P AED Aviation, Semi-Automatic	\$ 1,243.54
471	NASPO17	99576-000063	LUCAS 3, 3.1, IN SHIPPING BOX, EN	\$ 13,876.50
472	NASPO17	99576-000083	LUCAS 3, 3.1, TRAINING UNIT, EN	\$ 8,221.50
473	NASPO17	BUN-LUCAS3.1	Bundle LUCAS 3.1 Chest Compression Device including back plate, 1 battery, neck straps, carry case and 5 year Warr.	\$ 16,614.00



# AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES

Led by the State of **Oklahoma** 

Master Agreement #: OK-SW-300

Contractor: STRYKER SALES CORPORATION

Participating Entity: STATE OF XXXXX

The following products or services are included in this contract portfolio:

 <u>Removable Example</u>: All products and accessories listed on the Contractor page of the NASPO ValuePoint website.

The following products or services are not included in this agreement:

- Removable Example: Product modifications.
- <u>Removable Example</u>: Installation services.

## **Master Agreement Terms and Conditions:**

1. <u>Scope</u>: This addendum covers the [contract title] led by the State of [xxxxxx] for use by state agencies and other entities located in the Participating State [or State Entity] authorized by that State's statutes to utilize State contracts with the prior approval of the State's Chief Procurement Official.

<u>Removable Instruction</u>: Participating States should ensure that paragraph 2 properly defines the scope of participation. The model language in paragraph enables participation by all political subdivisions, institutions of higher education, and other entities included in the state's statewide contract program.

- 2. <u>Participation</u>: This NASPO ValuePoint Master Agreement may be used by all state agencies, institutions of higher institution, political subdivisions and other entities authorized to use statewide contracts in the State of [xxxxxxx]. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.
- 3. <u>Primary Contacts</u>: The primary contact individuals for this Participating Addendum are as follows (or their named successors):



# AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES

Led by the State of Oklahoma Contractor Name: Address: Telephone: Fax: Email: Participating Entity Name: Address: Telephone: Fax: Email: 4. Participating Entity Modifications Or Additions To The Master AGREEMENT These modifications or additions apply only to actions and relationships within the Participating Entity. Participating Entity must check one of the boxes below. No changes to the terms and conditions of the Master Agreement are required. [ ] The following changes are modifying or supplementing the Master Agreement terms and conditions.

[Removable Instruction: Insert text here to address specific changes to the terms and conditions. Indicate which section numbers of the Master Agreement are modified. If no changes are required, check the box above and delete this paragraph.]

5. <u>Lease Agreements</u>: [If applicable, insert a statement about whether or not equipment lease agreement terms and conditions included in the Master Agreement have been approved for use by the Participating State and any restrictions or requirements for the use of the lease



# AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES

Led by the State of **Oklahoma** 

agreement language in the Master Agreement. If not applicable, mark Section 4 as "Reserved".]

- 6. <u>Subcontractors</u>: All contactors, dealers, and resellers authorized in the State of [xxxxxx], as shown on the dedicated Contractor (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement. The contractor's dealer participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.
- 7. Orders: Any order placed by a Participating Entity or Purchasing Entity for a product and/or service available from this Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions) of the Master Agreement unless the parties to the order agree in writing that another contract or agreement applies to such order.

IN WITNESS, WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating Entity:	Contractor:
Signature:	Signature:
Name:	Name:
Title:	Title:
Date:	Date:

[Additional signatures may be added if required by the Participating Entity]



# AUTOMATIC EXTERNAL DEFIBRILLATORS & ACCESSORIES

Led by the State of Oklahoma

For questions on executing a participating addendum, please contact:

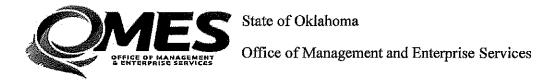
#### NASPO ValuePoint

Cooperative Development Coordinator:	Tim Hay
Telephone:	(503) 428-5705
Email:	thay@naspovaluepoint.org

# [Please email fully executed PDF copy of this document to

PA@naspovaluepoint.org

to support documentation of participation and posting in appropriate data bases.]



#### ADDENDUM 1 TO

# STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH PHYSIO-CONTROL, INC

This Addendum 1 modifies the Master Agreement Award OK-SW-300 ("Master Agreement") awarded to Physio-Control, Inc. ("Contractor") by the Lead State in connection with Solicitation No. SW17300 and is effective as of the date of the last signature below. All terms of the Master Agreement not modified in this Addendum remain in full force and effect.

#### Addendum Purpose.

This Addendum amends Section 2. Categories of Product Offered, and provides a corrected price list.

#### Modification of Master Agreement.

- A. Section 2 of the Master Agreement is hereby deleted in its entirety and replaced with the following:
  - 2. Categories of Product Offered: This Master Agreement will offer the following categories of products: Category I, Public Access and all class 1 devices; Category II, Infrequent User AEDs and all class 2 devices; and Category III, First Responder AEDs and all class 3 devices.
- B. The price schedule attached to the Master Agreement as part of Exhibit C is hereby deleted in its entirety and replaced with Addendum Exhibit A attached hereto and incorporated herein.

**NOW, THEREFORE**, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

STATE OF OKLAHOMA	CONTRACTOR
Ferris J. Barger, State Purchasing Director	Physica Control, Inc.
By: 7-13-7	By: Blendona
	BRIAN HENDONCA
Date: 1/24//8	Date: 01/18/2018
	Title: SE FINANCE DIRECTOR
	AND CONTRACTOR OF THE PROPERTY

<sup>\*</sup>The person signing for Contractor hereby swears and affirms that he or she is authorized to act on Contractor's behalf and acknowledges that the Lead State is relying on his or her representation to that effect.

Offeror Name	Physio-Control, Inc.
Catalogue Discount	Various

	Various - Please see Category I
AED Device Model:	and Category II AEDs below
AED Device Category*:	Category I/Category II
AED Device Unit Cost:	Various
AED Device Extended Warranty Cost:	N/A
AED Device Service Plan Cost (Bi-Annual):	Various

Market Basket Items for Bid Device	1		
Item Name	Item Model	Cost Per Unit	Notes
LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	99577-001368	\$20,640.75	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	99577-001959		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	99577-001952		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001955		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001957		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001588		Category III - Professional Defibrillators
LIFEPAK 15 Bluetooth	99577-001939		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	99577-001945		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	99577-001944		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	99577-001950		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	99577-001953		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	99577-001943		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	99577-001947		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure			
Channels, Bluetooth	99577-001960	\$29,136,30	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure			
Channels, Bluetooth	99577-001962	\$32,150,85	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive			
Pressure Channels, Bluetooth	99577-001372	\$35,165.40	Category III - Professional Defibrillators
LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth	99577-001941	_	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	99577-001946		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels,			
Bluetooth	99577-001948	\$19.727.25	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	99577-001951	_	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	99577-001964		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive	33077 001301		
Pressure Channels, Bluetooth	99577-001963	\$29,684,40	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels,			
Bluetooth	99577-001966	\$23,198,55	Category III - Professional Defibrillators
LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	99577-001956	_	Category III - Professional Defibrillators
LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	99577-001958		Category III - Professional Defibrillators
LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	99577-001373		Category III - Professional Defibrillators
LIFEPAK 15 Standard	99577-001930		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	99577-001931	_	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP,EtCO2	99577-001932		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead	99577-001933	_	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	99577-001934	_	Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	99577-001935		
LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2	99577-001936		Category III - Professional Defibrillators
LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature	99577-001938		Category III - Professional Defibrillators
LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2 Invasive	99377-001938		Category III - Professional Defibrillators
Pressure Channels	99577-001937	\$25 165 40	Category III - Professional Defibrillators
Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT)			
Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT)  Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2,	81700-000005	\$20,431.08	Category III - Professional Defibrillators
BT)	81700-000004	\$32,215.23	Category III - Professional Defibrillators
Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT, Temp)	81700-000004		
Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT, Tellip) Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG,	01/00-000002		Category III - Professional Defibrillators
EtCO2, 2 IP Channels)	81700 000001	\$26.06E.42	Category III - Professional Defibrillators
Bundle: LIFEPAK 15 w/ ACPA (Standard)	81700-000001 81700-000007		
Bundle: LIFEPAK 15 w/ ACPA (Standard)  Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, EtCO2)	81700-000007		Category III - Professional Defibrillators
Duriale. En El Alt 13 W/ Aci A (Trending, Masimo Spoz, Midr, Etcoz)	01/00-000003	\$22,/14.83	Category III - Professional Defibrillators

Rundle: LIEEDAK 15 w/ ACDA (Trending Maximo SpO2 SpCO SpMet NIBD 12 Lead ECG	I	I	
Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 IP Channels)	81700-000006	\$36,965.43	Category III - Professional Defibrillators
IFEPAK 20e Defibrillator/Monitor	70507-000061		Category III - Professional Defibrillators
IFEPAK 20e Defibrillator/Monitor with Pacing Package	70507-000080		Category III - Professional Defibrillators
IFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)	70507-000091		Category III - Professional Defibrillators
IFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo and Legacy			
Nellcor enabled))	70507-000081	\$10,348.65	Category III - Professional Defibrillators
IFEPAK 20e Lithium-ion Rechargeable Internal Battery	11141-000112		Category III - Professional Defibrillators
Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)	81701-000001		Category III - Professional Defibrillators
Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)	81701-000002		Category III - Professional Defibrillators
Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Module (Wireless)	81701-000003		Category III - Professional Defibrillators
Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement	01701 00000		
Module (Wireless)	81701-000004	\$11,610,15	Category III - Professional Defibrillators
Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)	81701-000005		Category III - Professional Defibrillators
Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtCO2)	81701-000006		Category III - Professional Defibrillators
Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Module (Wireless &	81701-000000	\$12,704.03	Category III - Professional Delibrillators
EtCO2)	81701-000007	\$13,915.65	Category III - Professional Defibrillators
Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement	81701-00007	\$15,915.05	
Module			Catagory III Professional Defibrillators
(Wireless & EtCO2)	81701 000008	\$14.262.65	Category III - Professional Defibrillators
LIFEPAK 20e Defibrillator CodeManagement Module - Wireless	81701-000008 11150-000018	\$14,263.65	
LIFEPAK 20e Dehibrillator ModeManagement Module - Wireless & with Capnography			Category III - Professional Defibrillators
	11150-000019		Category III - Professional Defibrillators
Carry Case for LIFEPAK 20/20e Defibrillator with Module	11260-000045	\$189.66	
CodeManagement Module Lithium Ion Battery	11141-000162	\$206.19	
LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	99425-000023		Category II - First Responder AEDs
LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	99425-000025		Category II - First Responder AEDs
LP1000 Trainer	99996-000117	\$879.75	
LMnO2 Non-Rechargeable Battery	11141-000100	\$313.65	
Rechargable Battery Replacement for LP1000	11141-000161	\$362.95	
Deshareshie Lities Dettem for LD1000 and contible with somebook of second D1000 device	11111 000100	ć so c s	
Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	11141-000160	\$58.65	
Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	11140-000085	\$390.15	
BAG ASSEMBLY, NO STRAP, LIFEPAK 1000	11425-000007	\$119.85	
LIFEPAK 1000 Hard shell, watertight carrying case	11260-00023	\$291.55	
LIFEPAK 1000 Replacement Shoulder Strap for carry case	11425-000012	\$37.40	
3-Wire ECG Cable	11111-000016	\$215.05	
Accessory pounch for 3-wire cable and/or other accessories	11425-000001	\$56.10	
Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator	11250-000052	\$61.20	
Quick Reference Instruction Card LIFEPAK 1000	26500-002156	\$5.95	
LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt	80403-000148		Category I - Public Access and Infrequent User AEDs
LIFEPAK CR Plus AED Kit Fully automatic AHA voice prompt	80403-000149		Category I - Public Access and Infrequent User AEDs
LIFEPAK Express Semi-automatic. Incl 1 pair of QUIK-Pak electrodes	80427-000134		Category I - Public Access and Infrequent User AEDs
LIFEPAK CR Plus Hard shell carry case	11260-000015	\$225.25	
LIFEPAK CR Plus Carrying case	21300-004576	\$63.75	
LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes	11403-000001	\$104.55	
LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes	11403-000002	\$87.55	
Wall mount bracket for LIFEPAK CR Plus	11210-000021	\$90.95	
CENTRAL ALARM SWITCH for CR Plus	21300-006587	\$48.45	
LIFEPAK CR Plus Training System	11250-000073	\$325.55	
LIFEPAK CR Plus Training System replacement carry case	11260-000014	\$33.15	
LIFEPAK CR Plus Training System replacement training electrodes	11250-000015	\$35.70	
LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System	26500-001156	\$15.30	
LIFEPAK CR Plus Service Manual CD Rom	26500-001421	\$68.00	
LIFEPAK CR Plus Replacement shoulder strap for carry case	21300-004579	\$13.60	
HeartSine SAM 350P AED	80514-000263		Category I - Public Access and Infrequent User AEDs
HeartSine SAM 450P AED	80515-000002		Category I - Public Access and Infrequent User AEDs
JSB Data Download Cable - HeartSine	11516-000018	\$31.45	
AED Wall Sign - HeartSine	11516-000020	\$27.20	
CPR prep kit - HeartSine	11516-000021	\$28.05	
Carry Case for HeartSine AED	11516-000022	\$46.75	
Backpack for HeartSine AED	11516-000114	\$124.10	
HeartSine AED Pelican case with insert	11516-000010	\$133.45	
	1	\$71.40	
Wall Bracket for HeartSine AED	11516-000023	-	
Wall Bracket for HeartSine AED HeartSine Wall Cabinet with Alarm	11516-000024	\$130.90	
Wall Bracket for HeartSine AED		-	

Aviation Pad-Pak for HeartSine AEDs  HeartSine SAM 350P AED Trainer	11516-000027	\$163.20		
leartSine SAM 450P AED Trainer	11516-000059	\$357.00		
leartSine AED Trainer Electrodes - 25	11516-000092 11516-000011	\$357.00 \$63.75		
leartSine AED Trainer Electrodes - 23	11516-000011	\$28.05		
HeartSine Trainer battery charger	11516-000012	\$27.20		
AM 350P AED Trainer Remote Control	11516-000012	\$130.90		
SAM 450P AED Trainer Remote Control	11516-000001	\$130.90		
Pad-Pak Electrode Cartridge for Trainer	11516-000017	\$42.50		
UCAS 2, 2.1 SW Chest Compression System	99576-000024	\$13,241.40		
UCAS 2, 2.2 SW Chest Compression Training unit	99576-000020	\$8,221.50		
UCAS 3.0 Chest Compression System	99576-000043	\$13,876.50		
raining Unit LUCAS 3.0. Non Clinical device for training purposes only.	99576-000042	\$8,221.50		
UCAS 2 Rubber Bumper	11576-000070	\$36.55		
UCAS 1 Regulator	11996-000285	\$539.75		
UCAS 1 Carry Bag (Backpack)	11576-000035	\$501.50		
UCAS 1 Extention Hose	21996-000061	\$290.70		
UCAS 1 Connector - Chemtron Air	11996-000278	\$314.50		
UCAS 1 Connector - Ohmeda Air	11996-000279	\$314.50		
UCAS 1 Connector - Puritan Bennet Air	11996-000280	\$314.50		
UCAS 1 Connector - Diss Air	11996-000281	\$314.50		
UCAS 1 Connector - Schrader Air	11996-000282	\$314.50		
UCAS 1 Connector - Oxequip Air	11996-000283	\$314.50		
UCAS PCI BACK PLATE UCAS Back Plate	11576-000064 21996-000044	\$2,992.00 \$322.15		
Back Plate Grip Tape	21996-000044 11576-000052	\$322.15		
Back Plate Grip Tape (3 pack)	11576-000052	\$97.75		
Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)	11576-000050	\$86.70		
Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	11576-000051	\$229.50		
UCAS 2 Carrying Bag	11576-000038	\$292.40		
UCAS 2 Disposable Suction Cup (3 pack)	11576-000046	\$119.00		
UCAS 2 Disposable Suction Cup (12 pack)	11576-000047	\$423.30		
UCAS 2 Stand-alone Battery Charger	11576-000060	\$994.50		
UCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)	11576-000039	\$605.20		
UCAS 2 12V Car Cable	11576-000048	\$120.70		
UCAS Carrying Case, Hard Shell	11576-000081	\$382.50		
UCAS 3 Battery - Dark Grey - Rechargeable LiPo	11576-000080	\$605.20		
UCAS Stabilization Strap	21576-000074	\$78.20		
UCAS Stabilization Strap (4 pack)	21576-000075	\$250.75		
UCAS Slim Back Plate	11576-000088	\$335.75		
Grip Tape, LUCAS Slim Back Plate	11576-000089	\$23.80		
Grip Tape (3-pack), LUCAS Slim Back Plate	11576-000090	\$57.80		
UCAS 3 Bumpers (Black)	11576-000091	\$35.70		
UCAS 3.0 Instructions for Use, Replacement, EN UCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN	26500-003716 26500-003084	\$34.00		
UCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN UCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English	26500-003084	\$34.85 \$34.85		
Patient Strap (each)	11576-000036	\$90.10		
AED Trainer new style training electrodes (5 pr)	11101-00003	\$37.40		
AED training electrode set - (5pr), cable & pouch	11101-000003	\$63.75	<del> </del>	
Cable/connector assembly/pouch for Adult AED training electrodes	11101-000004	\$28.90		
Replacement infant/child AED training electrodes	11250-000042	\$36.55		
Cable/connector assembly/pouch for infant/child AED training electrodes	11250-00043	\$42.50		
nfant/child AED training electrodes training set	11250-000045	\$63.75		
rueCPR Coaching Device	80596-000003	\$1,561.65		
rueCPR Carry Case	11260-000044	\$66.12		
лсGRATH MAC EMS Video Laryngoscope	11996-000393	\$2,392.50		
лсGRATH 3.6V EMS Battery	11996-000394	\$52.20		
ИсGRATH MAC 2 Laryngoscope Blades, Box of 10	11996-000414	\$139.20		
McGRATH MAC 3 Laryngoscope Blades, Box of 10	11996-000415	\$139.20		
McGRATH MAC 4 Laryngoscope Blades, Box of 10	11996-000416	\$139.20		
AcGRATH X3 Laryngoscope Blades, Box of 10	11996-000398	\$243.60		
Vall Cabinet - Semi-recessed for AED, 3" Trim	11998-000292	\$277.10		
Vall Cabinet - Fully-recessed for AED, 1.5" Trim	11998-000293	\$236.30		
Vall Cabinet, standard, surface mount, SS	11220-000076	\$476.00		
Wall Cabinet, standard, semi-recessed, SS	11220-000077	\$429.25		
Wall Cabinet, small, fully recessed, SS	11220-000078	\$408.00		

AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	11210-000026	\$408.00	
AED Wall Cabinet with alarm and strobe -surface mount, rolled edges	11220-000083	\$347.65	
AED Wall Cabinet with alarm - surface mount, rolled edges	11220-000079	\$283.05	
AED Wall Cabinet with alarm, fire rated - recessed, square edges	11210-000027	\$388.45	
AED Wall Cabinet with alarm and strobe - surface mount, rolled edges	11220-000084	\$497.25	
AED Floor Stand Cabinet with alarm- White	11210-000028	\$960.50	
AED Floor Stand Cabinet with alarm- Grey	11210-000029	\$998.75	
AED Wall Sign Ilcor w/logo, Flat,8x10	11998-000327	\$22.10	
AED Wall Sign Ilcor w/logo, T-mount, 8x10	11998-000328	\$30.60	
AED Wall Sign Ilcor w/logo, Tent, 7x8	11998-000329	\$30.60	
AED Wall Sign Traditional w/logo, Flat, 8x10	11998-000330	\$22.10	
AED Wall Sign Traditional w/logo, T-mount, 8x10	11998-000331	\$30.60	
AED Wall Sign Traditional w/logo, Tent, 7x8	11998-000332	\$30.60	
AED Wall Sign Traditional w/o logo, T-mount, 8x10	11998-000333	\$30.60	
AED Instruction Card (laminated easy reference)	26500-000185	\$5.95	
Ambu Res-Cue Key First Responder Kit	11998-000320	\$32.30	
Ambu Res-Cue Mask First Responder Kit	11998-000321	\$39.95	
IFEPAK 500 AED Training System	11250-000096	\$561.00	
P500 SLA Battery	11141-000158	\$289.85	
P500 Battery Replacement kit	11141-000159	\$311.10	
Wall mount bracket for AED	11210-000001	\$103.70	
JFEPAK 500 Complete soft shell carrying case	11998-000014	\$146.20	
IFEPAK 500 Hard-shell carrying case (Pelican)	11998-000021	\$337.45	
IFEPAK 500T Replacement carry case	11250-000004	\$69.70	
JFEPAK 500T Replacement simulated battery pak	11250-000006	\$33.15	
IFEPAK 500 Service Manual CD-Rom	26500-000036	\$73.10	
IFEPAK 500T Operating Instructions	26500-001008	\$10.20	
IFEPAK 500 DPS complete soft shell carrying case with "stealth" surface	21330-001058	\$184.45	
IFEPAK 500 In-service Video	26500-000037	\$15.30	
IFEPAK 500 rechargeable sealed lead acid battery pak	11141-000002	\$190.40	
Setup Transfer cable for LIFEPAK 500	11110-000050	\$59.50	
External Modem for connection to LIFEPAK 500	11150-000010	\$285.60	
Battery pouch for the LIFEPAK 500	11220-000025	\$56.95	
Power Adapter extension cable for LIFEPAK 12 power adapter	11110-000051	\$124.95	
3SS2 wall mount bracket	11210-000002	\$111.35	
IFEPAK 20 NiMH rechargeable internal battery	11141-000068	\$153.85	
IFEPAK NiCd Battery with fuel gauge 1.6amp hrs	11141-000149	\$286.45	
IFEPAK SLA Battery	11141-000028	\$215.05	
Station Battery Charger - For the LP15	11577-000004	\$1,581.00	
Mobile Battery Charger - FOR THE LP15	11577-000011	\$1,721.25	
.P15 Lithium-ion Battery 5.7 amp hrs	21330-001176	\$398.65	
JFEPAK 12 Li-ion Battery	11141-000106	\$383.35	
REDI-CHARGE Base	11141-000115	\$1,292.00	
IFEPAK 12 REDI-CHARGE Adapter Tray	11141-000116	\$169.15	
IFEPAK 15 REDI-CHARGE Adapter Tray	11140-000052	\$175.10	
AC Power Adapter	11140-000072	\$1,432.25	
DC Power Adapter	11140-000074	\$1,742.50	
P15 Power Attachment Kit	11577-000019	\$49.30	
AC Power Cord	11140-000015	\$68.85	
extension Cable (5ft 3 in)	11140-000080	\$257.55	
Right angle cable (10in) included with ACPA & DCPA	11140-000081	\$257.55	
Cable DC Input LP15 Battery Charger	11996-000375	\$67.15	
JFEPAK 12 Basic carry case w/strap, right & left pouches	11260-000030	\$281.35	
JFEPAK 12 Carry case back pouch - expandable	11260-000029	\$76.50	
IFEPAK 12 Replacement carry case right pouch	21300-007203	\$79.05	
JFEPAK 12 Replacement carry case left pouch	21300-007201	\$86.70	
JFEPAK 12 Carry case base & side supports	21300-006361	\$131.75	
IFEPAK12 Shoulder Strap replacement	11260-000037	\$31.45	
JFEPAK 12 Front cover	11220-000033	\$37.40	
IFEPAK 12 Removable acrylic screen shield	11998-000063	\$45.90	
Top Pouch for the LP12/LP15	11220-000028	\$48.45	
Carrying Case of the LIFEPAK 12 with AC Power Adapter	11260-000032	\$298.35	
Carrying Case for the LIFEPAK 12 with Voice Recorder	11260-000033	\$298.35	
Right Pouch Replacement (Note: Included with basic case)	21300-007203	\$79.05	
IFEPAK 15 Basic carry case w/ right & left pouches	11577-000002	\$272.00	
LIFEPAK 15 Carry case back pouch	11260-000039	\$69.70	

IFEPAK 15 Shoulder strap P15 bed Connector	11577-000001 11996-000374	\$31.45 \$128.35	
QUIK-COMBO Accessory pouch for LP20	11260-000016	\$51.85	
P20 Basic Carry Case	11260-000018	\$136.00	
P20 Top Pouch ASSY-LP20 DOCKING STATION	11260-000043	\$54.40	
	21330-000996	\$323.85	
Surface mount bracket	11996-000309	\$964.75	
Standard hard paddles for use w/LIFEPAK 12	11130-000001	\$637.50	
JFEPAK 20E Standard Adult Detachable Hard Paddles	11130-000037	\$824.50	
Standard hard paddles for use w/LIFEPAK 15	11130-000061	\$731.00	
Pediatric paddle, external 1ea (2 required) multi-language	11133-000007	\$80.75	
nternal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	11131-000001	\$544.00	
nternal paddles - 1" size (6.25" shaft length)	11131-000010	\$147.90	
nternal paddles - 1.5" size (6" shaft length)	11131-000011	\$147.90	
nternal paddles - 2" size (5.75" shaft length)	11131-000012	\$147.90	
nternal paddles - 2.5" size (5.75" shaft length)	11131-000013	\$147.90	
nternal paddles - 3.5" size (5" shaft length)	11131-000014	\$147.90	
nternal paddles - 2.5" size (8.5" shaft length)	11131-000019	\$147.90	
nternal paddles - 1.5" size (9" shaft length)	11131-000021	\$147.90	
nternal paddles - 2" size (8.75" shaft length)	11131-000022	\$147.90	
nternal paddles - 3.5" size (8" shaft length)	11131-000023	\$147.90	
nternal paddles - 1.5" size (14.25" shaft length)	11131-000024	\$147.90	
IFEPAK 15 internal paddles adapter cable	11998-000326	\$254.15	
Signagel, gel	21300-005847	\$4.25	
QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	11110-000040	\$329.80	
QUIK-COMBO therapy cable for use w/LIFEPAK 15	11113-000004	\$329.80	
2 Lead ECG, Precordial Leads (AHA)	11111-000022	\$127.50	
Sft Trunk cable with AHA limb leads	11111-000020	\$319.60	
oft Trunk cable with AHA limb leads	11111-000018	\$316.20	
I-Wire Cable Comb (10- Pack)	21300-008054	\$47.60	
5-Wire Cable Comb (10- Pack)	21300-008055	\$47.60	
3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	11110-000029	\$120.70	
5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	11110-000066	\$215.05	
CG printer paper, 50mm x 30m 3rolls/bx (1-49)	11240-000013	\$17.00	
Strip chart recorder paper, 100mm 2rolls/bx (1-23)	11240-000016	\$17.85	
Modem cable - 6' LIFEPAK 12 to external modem	11150-000007	\$110.50	
Modem door assembly	11150-000009	\$59.50	
nternal modem (pc card modem)	11150-000015	\$294.95	
Serial port cable	11230-000020	\$137.70	
P20 Serial Port Cable	11230-000018	\$106.25	
P20 Configuration Transfer Cable	11230-000019	\$106.25	
JFEPAK 12 NIBP Hose, coiled 9'	11996-000392	\$52.70	
JFEPAK 12 NIBP Hose, 9'	11996-000391	\$52.70	
JFEPAK 12 NIBP Hose, 12'	11996-000390	\$52.70	
JFEPAK 15 NIBP Hose, 9' coiled	21300-008148	\$52.70	
JEEPAK 15 NIBP Hose, 9'	21300-008147	\$52.70	
JIFEPAK 15 NIBP Hose, 12'	21300-008146	\$52.70	
NIBP Cuff-Reusable, Infant	11160-000011	\$17.85	
NIBP Cuff-Reusable, Child	11160-000013	\$20.40	
NIBP Cuff-Reusable, Adult	11160-000015	\$25.50	
NIBP Cuff-Reusable, Lg Adult	11160-000017	\$28.05	
NIBP Cuff-Reusable Adult X large	11160-000019	\$40.80	
NIBP Cuff-Disposable Infant	11160-000012	\$7.65	
NIBP Cuff-Disposable Child	11160-000014	\$8.50	
NIBP Cuff-Disposable Large Adult	11160-000016	\$9.35	
NIBP Cuff Disposable X tra Large Adult	11160-000018	\$9.35	
NIBP Cuff-Disposable X-tra Large Adult	11160-000020	\$12.75	
Ourasensor - Adult (Negaratal Sensor	11996-000060	\$266.05	
Oxiband Adult/Neonatal Sensor	11996-000061	\$201.45	
Oxiband Pediatric/Infant Sensor	11996-000062	\$201.45	
DURA-Y Multisite sensor (reusable)	11996-000106	\$578.00	
Oxisensor II adult sensor (24/BX)	11996-000113	\$573.75	
Oxisensor II adult sensor, long cable (24/BX)	11996-000114	\$926.50	
Oxisensor II infant sensor (24/BX)	11996-000115	\$735.25	
Oxisensor II pediatric sensor (24/BX) Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)	11996-000116 11996-000048	\$569.50 \$101.15	

Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	11996-000049	\$101.15	
Oxisensor II neonatal sensor (24/BX)	11996-000117	\$748.00	
DEC-4 Cable Extension: 4'	11110-000042	\$56.10	
DEC-8 Cable Extension: 8'	11110-000176	\$61.20	
Masimo SET LNOP Sp02 Patient Cable- 4 foot	11171-000006	\$188.70	
Masimo SET LNOP Sp02 Patient Cable - 8 foot	11171-000008	\$237.15	
Masimo SET LNOP Sp02 Patient Cable - 12 foot	11171-000009	\$294.95	
Masimo SET LNOP Sp02 Sensor - Adult Reusable	11171-000007	\$322.15	
Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	11171-000010	\$312.80	
Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	11171-000011	\$340.85	
Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	11171-000012	\$379.10	
Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)  Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	11171-000034	\$501.50	
viasimo SET ENOF Spoz Sensor ilitant Disposable (1 box of 20 sensors)	11171-000036	\$414.80	
Masimo SET RED LNOP Patient Cable - 4 foot	11996-000326	\$214.20	
Masimo SET RED LNOP Patient Cable - 8 foot	11996-000327	\$255.00	
Masimo SET RED LNOP Patient Cable - 12 foot	11996-000328	\$360.40	
Masimo SET LNCS Patient Cable - 4 foot	11171-000024	\$175.95	
Masimo SET LNCS Patient Cable - 10 foot	11171-000024	\$249.05	
Masimo SET LNCS Patient Cable - 14 foot	11171-000015	\$372.30	
Masimo SET Red LNCS Patient Cable - 4 foot	11996-000323	\$175.10	
Masimo SET Red LNCS Patient Cable - 10 foot	11996-000324	\$213.35	
Masimo SET Red LNCS Patient Cable - 14 foot	11996-000325	\$360.40	
Masimo SET LNCS 4' extension (for Nellcor equipped units)	11171-000027	\$215.90	
Masimo SET LNCS Adult Reusable Sensor	11171-000027	\$276.25	
Masimo SET LNCS Pediatric Reusable Sensor	11171-000018	\$255.85	
Masimo SET LNCS Adult Disposable Sensors (box of 20)	11171-000019	\$275.40	
Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	11171-000020	\$312.80	
Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	11171-000028	\$385.90	
Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	11171-000029	\$422.45	
Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	11171-000031	\$385.90	
VI-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	11171-000039	\$285.60	
M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box	11171-000040	\$303.45	
M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	11171-000041	\$374.85	
M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	11171-000042	\$374.85	
M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	11171-000043	\$410.55	
M-LNCS DCI, Adult Reusable Sensor, 1/box	11171-000046	\$255.85	
M-LNCS DCIP, Pediatric Reusable Sensor, 1/box	11171-000047	\$255.85	
Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	11996-000331	\$334.90	
Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	11996-000332	\$616.25	
Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	11996-000333	\$334.90	
Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	11996-000334	\$616.25	
Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	11996-000335	\$752.25	
Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	11996-000336	\$1,028.50	
Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot	11996-000337	\$752.25	
Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	11996-000338	\$1,028.50	
Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft	11171-000032	\$862.75	
Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft	11171-000033	\$862.75	
Rainbow DCI Adt Reusable Sensor, 1/box	11171-000049	\$544.00	
Rainbow DCIP PED REUSABLE Sensor	11171-000050	\$599.25	
Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	11996-000339	\$607.75	
Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	11996-000340	\$629.00	
Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	11996-000341	\$607.75	
Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	11996-000342	\$629.00	
RC-04, Patient Cable, 4 ft. , 1/box	11171-000037	\$211.65	
RC-12, Patient Cable, 12 ft. , 1/box	11171-000038	\$315.35	
Disposable Light Shield 10/pack	11171-000055	\$52.70	
Reuseable Light Shield, 5 /box	11171-000054	\$55.25	
DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box	11171-000051	\$607.75	
DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR,REF 2653	11171-000052	\$284.75	
DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644	11171-000053	\$607.75	
MNC-1 Adapter Cable - 10 foot	11996-000183	\$463.25	
MNC-1 Adapter Cable - 4 foot	11996-000198	\$439.45	
RED MNC ADAPTER CABLE, 4FT,2641	11996-000365	\$688.50	
FilterLine H Set Infant/Neonatal (box of 25)	11996-000001	\$476.00	

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FilterLine H Set Adult/Pediatric (box of 25)	11996-000080	\$381.65	
FilterLine Set Adult/Pediatric (box of 25)	11996-000081	\$243.10	
FilterLine Set Long Adult/Pediatric (box of 25)	11996-000164	\$272.85	
Nasal FilterLine Set Infant/Neonatal (box of 25)	11996-000082	\$255.85	
SmartCapnoLine - Pediatric patients <44lbs (box of 25)	11996-000120	\$273.70	
SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	11996-000128	\$368.90	
SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	11996-000162	\$273.70	
SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)	11996-000163	\$303.45	
SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	11996-000165	\$385.90	
SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	11996-000166	\$994.50	
SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	11996-000167	\$1,071.00	
Electrode QUIK-COMBO w/REDI-PAK preconnect	11996-000017	\$35.21	
Electrode EDGE QUIK-COMBO RTS	11996-000090	\$39.10	
Electrode EDGE QUIK-COMBO Adult	11996-000091	\$30.64	
Electrode EDGE Fast-Patch Plus	11996-000092	\$18.70	
Electrode EDGE QUIK-COMBO pediatric RTS	11996-000093	\$36.85	
Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)	11100-00002	\$1.70	
Electrode LIFEPATCH ECG, adult, pregelled (3/pkg) 1-99	11100-000001	\$1.28	
Electrode replacement infant/child reduced energy	11101-000016	\$98.60	
Electrode Infant/Child reduced energy starter kit	11101-000017	\$160.65	
ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED	21330-001024	\$73.95	
Temperature Adapter Cable- 5ft	11140-000078	\$314.50	
Temperature Adapter Cable- 51t  Temperature Adapter Cable- 10ft	11140-000079	\$314.50	
Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	11996-000359	\$124.10	
Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	11996-000339	\$132.60	
12-Leads Made Easy Web-based training program	44500-000001	\$48.45	
Capno Made Easy Web Based Training program  Capno Made Easy Web Based Training	44500-000001	\$48.45	
	11250-000012	\$68.85	
Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair) Test load (for use with QUIK COMBO therapy cable)	21330-001365	· ·	
QUIK-COMBO Test Plug for testing QC Cable		\$89.25	
QUIK-COMBO 12-lead Patient Simulator	11113-000002	\$21.25	
QUIK-COMBO 3-lead Patient Simulator	11996-000311 11996-000310	\$777.75 \$675.75	
Defibrillation/ECG training electrode cable extension wire	11110-000085	\$188.70	
QUIK-COMBO training electrodes (2/PR)	1110-000085	\$24.65	
Defibrillation/ECG training electrodes	11101-000007	\$26.35	
Operating Instructions: LIFEPAK 12	26500-002481	\$63.75	
Service Manual on CD-ROM: LIFEPAK 12 and BSS2	21300-007585	\$58.65	
LIFEPAK 12 In-service Video	26500-000213	\$31.45	
LIFEPAK 12 & BSS2 Service Manual (paper version)	26500-000234	\$184.45	
LIFEPAK 12 Operating Instructions	26500-000942	\$61.20	
LIFEPAK 15 In-service Video - DVD format	21330-001357	\$30.60	
LIFEPAK 15 Operating Instructions	26500-002408	\$61.20	
Quik reference Instruction Card for AED and CPR instruction	26500-002040	\$5.95	
Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	11996-000369	\$249.90	
CODE-STAT 10 Data Review Seat	11600-000022	\$2,299.25	
CODE-STAT Maintenance Subscription (3 Years)	11600-000024	\$1,625.00	
Individual AED Challenge (Per Person/ Yr)	26996-000014	\$15.00	
LIFENET PC Gateway	21340-000706	\$388.89	
TITAN II Wireless Gateway	21996-000073	\$900.45	
Titan II - Wifi & Cellular Gateway (Verizon, Verizon KORE, AT&T)	21996-000093	\$1,405.05	
Titan II - Wifi & Cellular Gateway (AT&T KORE)	21996-000095	\$1,405.05	
Titan II - Wifi & Audio & Cellular Gateway (Verizon, Verizon KORE, AT&T)	21996-000092	\$2,366.40	
Titan II - Wifi & Audio & Cellular Gateway (AT&T KORE)	21996-000094	\$2,366.40	
Multitech 3G Gateway - AT&T	21996-000081	\$1,048.35	
Multitech 3G Gateway - Verizon	21996-000085	\$1,048.35	
Verizon Multitech 3G Gateway (For use with Physio-Control data plan)	21996-000086	\$1,048.35	
AT&T Multitech 3G Gateway (For use with Physio-Control data plan)	21996-000082	\$1,048.35	

On-Site Training Costs		
Participating State	Cost Per Day	Notes

# **Physio-Control NASPO Pricing**

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
		LIFEPAK <sup>®</sup> 15				
		Common Pre- Hospital Configurations				
LIFEPAK 15	99577-001368	LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	EA	1	\$ 23,725.00	\$20,640.75
LIFEPAK 15	99577-001959	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels,	EA	1	\$ 26,455.00	\$23,015.85
LIFEPAK 15	99577-001952	Bluetooth LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	EA	1	\$ 27,505.00	\$23,929.35
LIFEPAK 15		LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	EA	1	\$ 31,495.00	\$27,400.65
LIFEPAK 15		LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	EA	1	\$ 34,960.00	\$30,415.20
LIFEPAK 15	99577-001588	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2,	EA	1	\$ 38,425.00	\$33,429.75
		Bluetooth			,	. ,
	•	Common Hospital Configurations			•	
LIFEPAK 15	99577-001939	LIFEPAK 15 Bluetooth	EA	1	\$ 14,275.00	\$12,419.25
LIFEPAK 15	99577-001945	LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	EA	1	\$ 19,105.00	\$16,621.35
LIFEPAK 15	99577-001944	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	EA	1	\$ 21,415.00	\$18,631.05
LIFEPAK 15	99577-001950	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	EA	1	\$ 24,040.00	\$20,914.80
LIFEPAK 15		LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	EA	1	\$ 28,555.00	\$24,842.85
LIFEPAK 15		LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	EA	1	\$ 29,815.00	\$25,939.05
		Common Transport Configurations				
LIFEPAK 15		LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	EA	1	\$ 22,045.00	\$19,179.15
LIFEPAK 15	99577-001960	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	EA	1	\$ 33,490.00	\$29,136.30
LIFEPAK 15	99577-001962	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	EA	1	\$ 36,955.00	\$32,150.85
LIFEPAK 15	99577-001372	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2	EA	1	\$ 40,420.00	\$35,165.40
		Invasive Pressure Channels, Bluetooth			J	
LIFEPAK 15	99577-001941	Nellcor Configurations  LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth	EA	1	\$ 16,690.00	\$14,520.30
LIFEPAK 15	99577-001941	LIFEPAK 15 Nelicor and Masimo SpO2, Bluetooth  LIFEPAK 15 Trending, Nelicor and Masimo SpO2, NIBP, Bluetooth	EA	1	\$ 19,735.00	\$14,320.30
LIFEPAK 15	99577-001948	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bidetootii  LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure	EA	1	\$ 19,735.00	\$17,109.45
LIFEPAR 15	99377-001946	Channels, Bluetooth	LA	ı	Φ 22,075.00	
LIFEPAK 15	99577-001951	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	EA	1	\$ 24,670.00	\$21,462.90
LIFEPAK 15		LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	EA	1	\$ 32,125.00	\$27,948.75
LIFEPAK 15	99577-001963	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	EA	1	\$ 34,120.00	\$29,684.40
LIFEPAK 15	99577-001966	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	EA	1	\$ 26,665.00	\$23,198.55

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
		Temperature Configurations				
LIFEPAK 15	99577-001956	LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	EA	1	\$ 32,807.00	\$28,542.09
LIFEPAK 15	99577-001958	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2,Bluetooth, Temp	EA	1	\$ 36,272.00	\$31,556.64
LIFEPAK 15	99577-001373	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	EA	1	\$ 39,737.00	\$34,571.19
		Government Configurations (Bluetooth Not Included)				
LIFEPAK 15	99577-001930	LIFEPAK 15 Standard	EA	1	\$ 14,275.00	\$12,419.25
LIFEPAK 15	99577-001931	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	EA	1	\$ 22,570.00	\$19,635.90
LIFEPAK 15	99577-001932	LIFEPAK 15 Trending, Masimo SpO2, NIBP,EtCO2	EA	1	\$ 24,040.00	\$20,914.80
LIFEPAK 15	99577-001933	LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead	EA	1	\$ 28,555.00	\$24,842.85
LIFEPAK 15	99577-001934	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	EA	1	\$ 31,495.00	\$27,400.65
LIFEPAK 15	99577-001935	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	EA	1	\$ 34,960.00	\$30,415.20
LIFEPAK 15	99577-001936	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2	EA	1	\$ 38,425.00	\$33,429.75
LIFEPAK 15	99577-001938	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature	EA	1	\$ 36,272.00	\$31,556.64
LIFEPAK 15	99577-001937	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2	EA	1	\$ 40,420.00	\$35,165.40
		Invasive Pressure Channels			, , , , , , , , , ,	400,100110
		LIFEPAK 15 ACPA Bundles	•	•		
LIFEPAK 15	81700-000005	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT)	EA	1	\$ 23,484.00	\$20,431.08
LIFEPAK 15	81700-000004	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT)	EA	1	\$ 37,029.00	\$32,215.23
LIFEPAK 15	81700-000002	Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT, Temp)	EA	1	\$ 38,341.00	\$33,356.67
LIFEPAK 15	81700-000001	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG, EtCO2, 2 IP Channels)	EA	1	\$ 42,489.00	\$36,965.43
LIFEPAK 15	81700-000007	Bundle: LIFEPAK 15 w/ ACPA (Standard)	EA	1	\$ 16,344.00	\$14,219.28
LIFEPAK 15	81700-000003	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, EtCO2)	EA	1	\$ 26,109.00	\$22,714.83
LIFEPAK 15	81700-000006	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-	EA	1	\$ 42,489.00	\$36,965.43
		Lead ECG , EtCO2, 2 IP Channels)				. ,
		LIFEPAK 20e				
LIFEPAK 20e	70507-000061	LIFEPAK 20e Defibrillator/Monitor	EA	1	\$ 8,895.00	\$7,738.65
LIFEPAK 20e	70507-000080	LIFEPAK 20e Defibrillator/Monitor with Pacing Package	EA	1	\$ 10,195.00	\$8,869.65
LIFEPAK 20e	70507-000091	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)	EA	1	\$ 11,495.00	\$10,000.65
LIFEPAK 20e	70507-000081	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo and	EA	1	\$ 11,895.00	\$10,348.65
		Legacy Nellcor enabled))				
Accessory	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery	EA	1	\$ 296.00	\$251.60
		LIFEPAK 20e CMM Bundles				
LIFEPAK 20e	81701-000001	Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)	EA	1	\$ 10,345.00	\$9,000.15
LIFEPAK 20e	81701-000002	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)	EA	1	\$ 11,645.00	\$10,131.15
LIFEPAK 20e	81701-000003	Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Module (Wireless)	EA	1	\$ 12,945.00	\$11,262.15

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
LIFEPAK 20e	81701-000004	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless)	EA	1	\$ 13,345.00	\$11,610.15
LIFEPAK 20e	81701-000005	Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)	EA	1	\$ 13,395.00	\$11,653.65
LIFEPAK 20e	81701-000006	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtCO2)	EA	1	\$ 14,695.00	\$12,784.65
LIFEPAK 20e	81701-000007	Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Module (Wireless & EtCO2)	EA	1	\$ 15,995.00	\$13,915.65
LIFEPAK 20e	81701-000008	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module	EA	1	\$ 16,395.00	\$14,263.65
		(Wireless & EtCO2)  Code Management Module				
Accessory	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless	EA	1	\$ 1,450.00	\$1,261.50
Accessory	11150-000019	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography	EA	1	\$ 4,500.00	\$3,915.00
Accessory	11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module	EA	1	\$ 218.00	\$189.66
Accessory	11141-000162	CodeManagement Module Lithium Ion Battery	EA	1	\$ 237.00	\$206.19
		LIFEPAK 1000				·
LIFEPAK 1000	99425-000023	LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	EA	1	\$ 2,725.00	\$2,180.00
LIFEPAK 1000	99425-000025	LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	EA	1	\$ 3,355.00	\$2,516.25
Accessory	99996-000117	LP1000 Trainer	EA	1	\$ 1,035.00	\$879.75
Accessory	11141-000100	LMnO2 Non-Rechargeable Battery	EA	1	\$ 369.00	\$313.65
Accessory	11141-000161	Rechargable Battery Replacement for LP1000	EA	1	\$ 427.00	\$362.95
Accessory	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	EA	1	\$ 69.00	\$58.65
Accessory	11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	EA	1	\$ 459.00	\$390.15
Accessory	11425-000007	BAG ASSEMBLY, NO STRAP,LIFEPAK 1000	EA	1	\$ 141.00	\$119.85
Accessory	11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case	EA	1	\$ 343.00	\$291.55
Accessory	11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case	EA	1	\$ 44.00	\$37.40
Accessory	11111-000016	3-Wire ECG Cable	EA	1	\$ 253.00	\$215.05
Accessory	11425-000001	Accessory pounch for 3-wire cable and/or other accessories	EA	1	\$ 66.00	\$56.10
Accessory	11250-000052	Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator	EA	5	\$ 72.00	\$61.20
Accessory	26500-002156	Quick Reference Instruction Card LIFEPAK 1000	EA	1	\$ 7.00	\$5.95
		LIFEPAK CR PLUS				
LIFEPAK CR PLUS	80403-000148	LIFEPAK CR Plus AED Kit Semi-automatic AHA voice prompt	EA	1	\$ 2,195.00	\$1,536.50
LIFEPAK CR PLUS	80403-000149	LIFEPAK CR Plus AED Kit Fully automatic AHA voice prompt	EA	1	\$ 2,395.00	\$1,676.50
LIFEPAK EXPRESS	80427-000134	LIFEPAK Express Semi-automatic. Incl 1 pair of QUIK-Pak electrodes	EA	1	\$ 1,695.00	\$1,271.25
Accessory	11260-000015	LIFEPAK CR Plus Hard shell carry case	EA	1	\$ 265.00	\$225.25
Accessory	21300-004576	LIFEPAK CR Plus Carrying case	EA	1	\$ 75.00	\$63.75
Disposable	11403-000001	LIFEPAK CR Plus Replacement Kit for Charge-Pak 2 sets of electrodes	PK	2	\$ 123.00	\$104.55
Disposable	11403-000002	LIFEPAK CR Plus Replacement Kit for Charge-Pak 1 set of electrodes	PK	2	\$ 103.00	\$87.55

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
Accessory	11210-000021	Wall mount bracket for LIFEPAK CR Plus	EA	1	\$ 107.00	\$90.95
Accessory	21300-006587	CENTRAL ALARM SWITCH for CR Plus	EA	1	\$ 57.00	\$48.45
Accessory	11250-000073	LIFEPAK CR Plus Training System	EA	1	\$ 383.00	\$325.55
Accessory	11260-000014	LIFEPAK CR Plus Training System replacement carry case	EA	1	\$ 39.00	\$33.15
Disposable	11250-000015	LIFEPAK CR Plus Training System replacement training electrodes	EA	1	\$ 42.00	\$35.70
Accessory	26500-001156	LIFEPAK CR Plus Operating Instructions: LIFEPAK CR Plus Training System	EA	1	\$ 18.00	\$15.30
Accessory	26500-001421	LIFEPAK CR Plus Service Manual CD Rom	EA	1	\$ 80.00	\$68.00
Accessory	21300-004579	LIFEPAK CR Plus Replacement shoulder strap for carry case	EA	1	\$ 16.00	\$13.60
		<b>Heartsine</b>				
samaritan 350P	80514-000263	HeartSine SAM 350P AED	EA	1	\$1,586.00	\$949.00
samaritan 450P	80515-000002	HeartSine SAM 450P AED	EA	1	\$2,066.00	\$1,325.00
Accessory	11516-000018	USB Data Download Cable - HeartSine	EA	1	\$37.00	\$31.45
Accessory	11516-000020	AED Wall Sign - HeartSine	EA	1	\$32.00	\$27.20
Accessory	11516-000021	CPR prep kit - HeartSine	EA	1	\$33.00	\$28.05
Accessory	11516-000022	Carry Case for HeartSine AED	EA	1	\$55.00	\$46.75
Accessory	11516-000114	Backpack for HeartSine AED	EA	1	\$146.00	\$124.10
Accessory	11516-000010	HeartSine AED Pelican case with insert	EA	1	\$157.00	\$133.45
Accessory	11516-000023	Wall Bracket for HeartSine AED	EA	1	\$84.00	\$71.40
Accessory	11516-000024	HeartSine Wall Cabinet with Alarm	EA	1	\$154.00	\$130.90
Disposable	11516-000003	US Adult Pad-Pak for HeartSine AEDs	EA	1	\$176.00	\$149.60
Disposable	11516-000004	US Pediatric-Pak for HeartSine AEDs	EA	1	\$209.00	\$177.65
Disposable	11516-000027	Aviation Pad-Pak for HeartSine AEDs	EA	1	\$192.00	\$163.20
Accessory	11516-000059	HeartSine SAM 350P AED Trainer	EA	1	\$420.00	\$357.00
Accessory	11516-000092	HeartSine SAM 450P AED Trainer	EA	1	\$420.00	\$357.00
Disposable	11516-000011	HeartSine AED Trainer Electrodes - 25	PK	25	\$75.00	\$63.75
Disposable	11516-000009	HeartSine AED Trainer Electrodes - 10	PK	10	\$33.00	\$28.05
Accessory	11516-000012	HeartSine Trainer battery charger	EA	1	\$32.00	\$27.20
Accessory	11516-000014	SAM 350P AED Trainer Remote Control	EA	1	\$154.00	\$130.90
Accessory	11516-000001	SAM 450P AED Trainer Remote Control	EA	1	\$154.00	\$130.90
Disposable	11516-000017	Pad-Pak Electrode Cartridge for Trainer	EA	1	\$50.00	\$42.50
	•	LUCAS <sup>®</sup> Chest Compression System			•	
LUCAS	99576-000024	LUCAS 2, 2.1 SW Chest Compression System	EA	1	\$ 15,220.00	\$13,241.40
LUCAS	99576-000020	LUCAS 2, 2.2 SW Chest Compression Training unit	EA	1	\$ 9,450.00	\$8,221.50
LUCAS	99576-000043	LUCAS 3.0 Chest Compression System	EA	1	\$ 15,950.00	\$13,876.50
LUCAS	99576-000042	Training Unit LUCAS 3.0. Non Clinical device for training purposes only.	EA	1	\$ 9,450.00	\$8,221.50
Accessory	11576-000070	LUCAS 2 Rubber Bumper	PR	2	\$ 43.00	\$36.55
Accessory	11996-000285	LUCAS 1 Regulator	EA	1	\$ 635.00	\$539.75
Accessory	11576-000035	LUCAS 1 Carry Bag (Backpack)	EA	<u>·</u> 1	\$ 590.00	\$501.50
Accessory	21996-000061	LUCAS 1 Extention Hose	EA	1	\$ 342.00	\$290.70
Accessory	11996-000278	LUCAS 1 Connector - Chemtron Air	EA	<u>.</u> 1	\$ 370.00	\$314.50
Accessory	11996-000279	LUCAS 1 Connector - Ohmeda Air	EA	1	\$ 370.00	\$314.50
Accessory	11996-000273	LUCAS 1 Connector - Puritan Bennet Air	EA	1	\$ 370.00	\$314.50

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List P	rice	Net Price
Accessory	11996-000281	LUCAS 1 Connector - Diss Air	EA	1		0.00	\$314.50
Accessory	11996-000282	LUCAS 1 Connector - Schrader Air	EA	1		0.00	\$314.50
Accessory	11996-000283	LUCAS 1 Connector - Oxequip Air	EA	1		0.00	\$314.50
Accessory	11576-000064	LUCAS PCI BACK PLATE	EA	1	\$ 3,52	20.00	\$2,992.00
Accessory	21996-000044	LUCAS Back Plate	EA	1	\$ 37	9.00	\$322.15
Accessory	11576-000052	Back Plate Grip Tape	EA	1	\$ 4	5.00	\$38.25
Accessory	11576-000053	Back Plate Grip Tape (3 pack)	PK	3	\$ 11	5.00	\$97.75
Accessory	11576-000050	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)	PR	2	\$ 10	2.00	\$86.70
Accessory	11576-000051	Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	PK	3	\$ 27	0.00	\$229.50
Accessory	11576-000038	LUCAS 2 Carrying Bag	EA	1	\$ 34	4.00	\$292.40
Accessory	11576-000046	LUCAS 2 Disposable Suction Cup (3 pack)	PK	3	\$ 14	0.00	\$119.00
Accessory	11576-000047	LUCAS 2 Disposable Suction Cup (12 pack)	PK	12	\$ 49	00.8	\$423.30
Accessory	11576-000060	LUCAS 2 Stand-alone Battery Charger	EA	1	\$ 1,17	0.00	\$994.50
Accessory	11576-000039	LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)	EA	1	\$ 71	2.00	\$605.20
Accessory	11576-000048	LUCAS 2 12V Car Cable	EA	1	\$ 14	2.00	\$120.70
Accessory	11576-000081	LUCAS Carrying Case, Hard Shell	EA	1	\$ 45	0.00	\$382.50
Accessory	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	EA	1		2.00	\$605.20
Accessory	21576-000074	LUCAS Stabilization Strap	EA	1		2.00	\$78.20
Accessory	21576-000075	LUCAS Stabilization Strap (4 pack)	PK	4		5.00	\$250.75
Accessory	11576-000088	LUCAS Slim Back Plate	EA	1		5.00	\$335.75
Accessory	11576-000089	Grip Tape, LUCAS Slim Back Plate	EA	1		28.00	\$23.80
Accessory	11576-000090	Grip Tape (3-pack), LUCAS Slim Back Plate	PK	3		88.00	\$57.80
Accessory	11576-000091	LUCAS 3 Bumpers (Black)	PR	2		2.00	\$35.70
Accessory	26500-003716	LUCAS 3.0 Instructions for Use, Replacement, EN	EA	1		0.00	\$34.00
Accessory	26500-003084	LUCAS 2, 2.0 SW, INSTRUCTION FOR USE, EN	EA	1		1.00	\$34.85
Accessory	26500-003434	LUCAS 2, 2.1 Chest Compression System - Instructions for Use, U.S. English	EA	1		1.00	\$34.85
Accessory	11576-000036	Patient Strap (each)	EA	1		6.00	\$90.10
		AED ACCESSORIES					Y
Disposable	11101-000003	AED Trainer new style training electrodes (5 pr)	PK	5	<b>]</b> \$ 4	4.00	\$37.40
Disposable	11101-000004	AED training electrode set - (5pr), cable & pouch	PK	5		75.00	\$63.75
Accessory	11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes	EA	1		34.00	\$28.90
Disposable	11250-000042	Replacement infant/child AED training electrodes	PK	5		3.00	\$36.55
Accessory	11250-000043	Cable/connector assembly/pouch for infant/child AED training electrodes	EA	1		0.00	\$42.50
Disposable	11250-000045	Infant/child AED training electrodes training set	PK	5		5.00	\$63.75
Biopodabio	11200 000010	TrueCPR	1 1 1		1 4 .	0.00	<b>400.110</b>
TrueCPR	80596-000003	TrueCPR Coaching Device	EA	1	\$ 1,79	5.00	\$1,561.65
Accessory	11260-000044	TrueCPR Carry Case	EA	1		6.00	\$66.12
		McGRATH MAC EMS Video Laryngoscope and Accessories	,				·
Laryngoscope	11996-000393	McGRATH MAC EMS Video Laryngoscope	EA	1	\$ 2,75	0.00	\$2,392.50
Accessory	11996-000394	McGRATH 3.6V EMS Battery	EA	1	\$ 6	00.00	\$52.20
Accessory	11996-000414	McGRATH MAC 2 Laryngoscope Blades, Box of 10	BX	50	\$ 16	00.00	\$139.20
Accessory	11996-000415	McGRATH MAC 3 Laryngoscope Blades, Box of 10	BX	50	\$ 16	00.00	\$139.20

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
Accessory	11996-000416	McGRATH MAC 4 Laryngoscope Blades, Box of 10	BX	50	\$ 160.00	\$139.20
Accessory	11996-000398	McGRATH X3 Laryngoscope Blades, Box of 10	BX	10	\$ 280.00	\$243.60
		WALL MOUNTS, CABINETS & SIGNS				
Accessory	11998-000292	Wall Cabinet - Semi-recessed for AED, 3" Trim	EA	1	\$ 326.00	\$277.10
Accessory	11998-000293	Wall Cabinet - Fully-recessed for AED, 1.5" Trim	EA	1	\$ 278.00	\$236.30
Accessory	11220-000076	Wall Cabinet, standard, surface mount, SS	EA	1	\$ 560.00	\$476.00
Accessory	11220-000077	Wall Cabinet, standard, semi-recessed, SS	EA	1	\$ 505.00	\$429.25
Accessory	11220-000078	Wall Cabinet, small, fully recessed, SS	EA	1	\$ 480.00	\$408.00
Accessory	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	EA	1	\$ 480.00	\$408.00
Accessory	11220-000083	AED Wall Cabinet with alarm and strobe -surface mount, rolled edges	EA	1	\$ 409.00	\$347.65
Accessory	11220-000079	AED Wall Cabinet with alarm - surface mount, rolled edges	EA	1	\$ 333.00	\$283.05
Accessory	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges	EA	1	\$ 457.00	\$388.45
Accessory	11220-000084	AED Wall Cabinet with alarm and strobe - surface mount, rolled edges	EA	1	\$ 585.00	\$497.25
Accessory	11210-000028	AED Floor Stand Cabinet with alarm- White	EA	1	\$ 1,130.00	\$960.50
Accessory	11210-000029	AED Floor Stand Cabinet with alarm- Grey	EA	1	\$ 1,175.00	\$998.75
Accessory	11998-000327	AED Wall Sign Ilcor w/logo, Flat,8x10	EA	1	\$ 26.00	\$22.10
Accessory	11998-000328	AED Wall Sign Ilcor w/logo, T-mount, 8x10	EA	1	\$ 36.00	\$30.60
Accessory	11998-000329	AED Wall Sign Ilcor w/logo, Tent, 7x8	EA	1	\$ 36.00	\$30.60
Accessory	11998-000330	AED Wall Sign Traditional w/logo, Flat, 8x10	EA	1	\$ 26.00	\$22.10
Accessory		AED Wall Sign Traditional w/logo, T-mount, 8x10	EA	1	\$ 36.00	\$30.60
Accessory		AED Wall Sign Traditional w/logo, Tent, 7x8	EA	1	\$ 36.00	\$30.60
Accessory		AED Wall Sign Traditional w/o logo, T-mount, 8x10	EA	1	\$ 36.00	\$30.60
Accessory	26500-000185	AED Instruction Card (laminated easy reference)	EA	1	\$ 7.00	\$5.95
Accessory	11998-000320	Ambu Res-Cue Key First Responder Kit	EA	1	\$ 38.00	\$32.30
Accessory	11998-000321	Ambu Res-Cue Mask First Responder Kit	EA	1	\$ 47.00	\$39.95
		LIFEPAK 500 ACCESSORIES				·
Accessory	11250-000096	LIFEPAK 500 AED Training System	EA	1	\$ 660.00	\$561.00
Accessory	11141-000158	LP500 SLA Battery	EA	1	\$ 341.00	\$289.85
Accessory	11141-000159	LP500 Battery Replacement kit	EA	1	\$ 366.00	\$311.10
Accessory	11210-000001	Wall mount bracket for AED	EA	1	\$ 122.00	\$103.70
Accessory	11998-000014	LIFEPAK 500 Complete soft shell carrying case	EA	1	\$ 172.00	\$146.20
Accessory	11998-000021	LIFEPAK 500 Hard-shell carrying case (Pelican)	EA	1	\$ 397.00	\$337.45
Accessory	11250-000004	LIFEPAK 500T Replacement carry case	EA	1	\$ 82.00	\$69.70
Accessory	11250-000006	LIFEPAK 500T Replacement simulated battery pak	EA	1	\$ 39.00	\$33.15
Accessory	26500-000036	LIFEPAK 500 Service Manual CD-Rom	EA	1	\$ 86.00	\$73.10
Accessory	26500-001008	LIFEPAK 500T Operating Instructions	EA	1	\$ 12.00	\$10.20
Accessory	21330-001058	LIFEPAK 500 DPS complete soft shell carrying case with "stealth" surface	EA	1	\$ 217.00	\$184.45
Accessory	26500-000037	LIFEPAK 500 In-service Video	EA	1	\$ 18.00	\$15.30
Accessory	11141-000002	LIFEPAK 500 rechargeable sealed lead acid battery pak	EA	1	\$ 224.00	\$190.40
Accessory	11110-000050	Setup Transfer cable for LIFEPAK 500	EA	1	\$ 70.00	\$59.50
Accessory	11150-000010	External Modem for connection to LIFEPAK 500	EA	1	\$ 336.00	\$285.60
Accessory	11220-000025	Battery pouch for the LIFEPAK 500	EA	<u>·</u> 1	\$ 67.00	\$56.95

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
		POWER OPTIONS				
Accessory	11110-000051	Power Adapter extension cable for LIFEPAK 12 power adapter	EA	1	\$ 147.00	\$124.95
Accessory	11210-000002	BSS2 wall mount bracket	EA	1	\$ 131.00	\$111.35
Accessory	11141-000068	LIFEPAK 20 NiMH rechargeable internal battery	EA	1	\$ 181.00	\$153.85
Accessory	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs	EA	1	\$ 337.00	\$286.45
Accessory	11141-000028	LIFEPAK SLA Battery	EA	1	\$ 253.00	\$215.05
Accessory	11577-000004	Station Battery Charger - For the LP15	EA	1	\$ 1,860.00	\$1,581.00
Accessory	11577-000011	Mobile Battery Charger - FOR THE LP15	EA	1	\$ 2,025.00	\$1,721.25
Accessory	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs	EA	1	\$ 469.00	\$398.65
Accessory	11141-000106	LIFEPAK 12 Li-ion Battery	EA	1	\$ 451.00	\$383.35
Accessory	11141-000115	REDI-CHARGE Base	EA	1	\$ 1,520.00	\$1,292.00
Accessory	11141-000116	LIFEPAK 12 REDI-CHARGE Adapter Tray	EA	1	\$ 199.00	\$169.15
Accessory	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray	EA	1	\$ 206.00	\$175.10
Accessory	11140-000072	AC Power Adapter	EA	1	\$ 1,685.00	\$1,432.25
Accessory	11140-000074	DC Power Adapter	EA	1	\$ 2,050.00	\$1,742.50
Accessory	11577-000019	LP15 Power Attachment Kit	EA	1	\$ 58.00	\$49.30
Accessory	11140-000015	AC Power Cord	EA	1	\$ 81.00	\$68.85
Accessory	11140-000080	Extension Cable (5ft 3 in)	EA	1	\$ 303.00	\$257.55
Accessory	11140-000081	Right angle cable (10in) included with ACPA & DCPA	EA	1	\$ 303.00	\$257.55
Accessory	11996-000375	Cable DC Input LP15 Battery Charger	EA	1	\$ 79.00	\$67.15
·		CARRYING CASES & MOUNTING OPTIONS				
Accessory	11260-000030	LIFEPAK 12 Basic carry case w/strap, right & left pouches	EA	1	\$ 331.00	\$281.35
Accessory	11260-000029	LIFEPAK 12 Carry case back pouch - expandable	EA	1	\$ 90.00	\$76.50
Accessory	21300-007203	LIFEPAK 12 Replacement carry case right pouch	EA	1	\$ 93.00	\$79.05
Accessory	21300-007201	LIFEPAK 12 Replacement carry case left pouch	EA	1	\$ 102.00	\$86.70
Accessory	21300-006361	LIFEPAK 12 Carry case base & side supports	EA	1	\$ 155.00	\$131.75
Accessory	11260-000037	LIFEPAK12 Shoulder Strap replacement	EA	1	\$ 37.00	\$31.45
Accessory	11220-000033	LIFEPAK 12 Front cover	EA	1	\$ 44.00	\$37.40
Accessory	11998-000063	LIFEPAK 12 Removable acrylic screen shield	EA	1	\$ 54.00	\$45.90
Accessory	11220-000028	Top Pouch for the LP12/LP15	EA	1	\$ 57.00	\$48.45
Accessory	11260-000032	Carrying Case of the LIFEPAK 12 with AC Power Adapter	EA	1	\$ 351.00	\$298.35
Accessory	11260-000033	Carrying Case for the LIFEPAK 12 with Voice Recorder	EA	1	\$ 351.00	\$298.35
Accessory	21300-007203	Right Pouch Replacement (Note: Included with basic case)	EA	1	\$ 93.00	\$79.05
Accessory	11577-000002	LIFEPAK 15 Basic carry case w/ right & left pouches	EA	1	\$ 320.00	\$272.00
Accessory	11260-000039	LIFEPAK 15 Carry case back pouch	EA	1	\$ 82.00	\$69.70
Accessory	11577-000001	LIFEPAK 15 Shoulder strap	EA	1	\$ 37.00	\$31.45
Accessory	11996-000374	LP15 bed Connector	EA	1	\$ 151.00	\$128.35
Accessory	11260-000016	QUIK-COMBO Accessory pouch for LP20	EA	1	\$ 61.00	\$51.85
Accessory	11260-000018	LP20 Basic Carry Case	EA	1	\$ 160.00	\$136.00
Accessory	11260-000043	LP20 Top Pouch	EA	1	\$ 64.00	\$54.40
Accessory	21330-000996	ASSY-LP20 DOCKING STATION	EA	1	\$ 381.00	\$323.85
Accessory	11996-000309	Surface mount bracket	EA	<u>·</u> 1	\$ 1,135.00	\$964.75

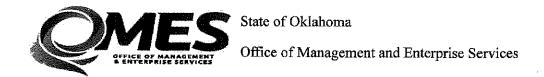
Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	L	ist Price	Net Price
		HARD PADDLES			_		
Accessory	11130-000001	Standard hard paddles for use w/LIFEPAK 12	PR	1	\$	750.00	\$637.50
Accessory	11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles	PR	1	\$	970.00	\$824.50
Accessory	11130-000061	Standard hard paddles for use w/LIFEPAK 15	PR	1	\$	860.00	\$731.00
Accessory	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language	PR	1	\$	95.00	\$80.75
		THERAPY DELIVERY ACCESSORIES			_		
Accessory	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	PR	1	\$	640.00	\$544.00
Accessory	11131-000010	Internal paddles - 1" size (6.25" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000011	Internal paddles - 1.5" size (6" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000012	Internal paddles - 2" size (5.75" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000014	Internal paddles - 3.5" size (5" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000021	Internal paddles - 1.5" size (9" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000022	Internal paddles - 2" size (8.75" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000023	Internal paddles - 3.5" size (8" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)	PR	1	\$	174.00	\$147.90
Accessory	11998-000326	LIFEPAK 15 internal paddles adapter cable	EA	1	\$	299.00	\$254.15
Accessory		Signagel, gel	EA	1	\$	5.00	\$4.25
Accessory	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	EA	1	\$	388.00	\$329.80
Accessory	11113-000004	QUIK-COMBO therapy cable for use w/LIFEPAK 15	EA	1	\$	388.00	\$329.80
		ECG MONITORING ACCESSORIES					
Accessory	11111-000022	12 Lead ECG, Precordial Leads (AHA)	EA	1	٦\$	150.00	\$127.50
Accessory	11111-000020	8ft Trunk cable with AHA limb leads	EA	1	\$	376.00	\$319.60
Accessory	11111-000018	5ft Trunk cable with AHA limb leads	EA	1	\$	372.00	\$316.20
Accessory		4-Wire Cable Comb (10- Pack)	PK	10	\$	56.00	\$47.60
Accessory		6-Wire Cable Comb (10- Pack)	PK	10	\$	56.00	\$47.60
Accessory	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	EA	1	\$	142.00	\$120.70
Accessory		5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	EA	1	\$	253.00	\$215.05
Disposable	11240-000013	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	BX	3	\$	20.00	\$17.00
Disposable	11240-000016	Strip chart recorder paper, 100mm 2rolls/bx (1-23)	BX	2	\$	21.00	\$17.85
	1.12.10.0000.10	COMMUNICATION ACCESSORIES		_	1 +		<b>VIII.00</b>
Accessory	11150-000007	Modem cable - 6' LIFEPAK 12 to external modem	EA	1	٦\$	130.00	\$110.50
Accessory	11150-000009	Modem door assembly	ΕA	1	\$	70.00	\$59.50
Accessory	11150-000015	Internal modem (pc card modem)	ΕA	1	\$	347.00	\$294.95
Accessory	11230-000020	Serial port cable	EA	1	\$	162.00	\$137.70
Accessory	11230-000018	LP20 Serial Port Cable	EA	1	\$	125.00	\$106.25
Accessory	11230-000019	LP20 Configuration Transfer Cable	EA	1	\$	125.00	\$106.25
	1255 300010	NIBP SUPPLIES		· ·	1 *		ψ100.20
Accessory	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'	EA	1	<b>7</b> \$	62.00	\$52.70
Accessory	11996-000391	LIFEPAK 12 NIBP Hose, 9'	EA	1	\$	62.00	\$52.70

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	Li	ist Price	Net Price
Accessory	11996-000390	LIFEPAK 12 NIBP Hose, 12'	EA	1	\$	62.00	\$52.70
Accessory	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled	EA	1	\$	62.00	\$52.70
Accessory	21300-008147	LIFEPAK 15 NIBP Hose, 9'	EA	1	\$	62.00	\$52.70
Accessory	21300-008146	LIFEPAK 15 NIBP Hose, 12'	EA	1	\$	62.00	\$52.70
Accessory	11160-000011	NIBP Cuff-Reusable, Infant	EA	1	\$	21.00	\$17.85
Accessory	11160-000013	NIBP Cuff-Reusable, Child	EA	1	\$	24.00	\$20.40
Accessory		NIBP Cuff-Reusable, Adult	EA	1	\$	30.00	\$25.50
Accessory	11160-000017	NIBP Cuff-Reusable, Lg Adult	EA	1	\$	33.00	\$28.05
Accessory	11160-000019	NIBP Cuff-Reusable Adult X large	EA	1	\$	48.00	\$40.80
Disposable	11160-000012	NIBP Cuff-Disposable Infant	EA	1	\$	9.00	\$7.65
Disposable	11160-000014	NIBP Cuff-Disposable Child	EA	1	\$	10.00	\$8.50
Disposable	11160-000016	NIBP Cuff-Disposable Adult	EA	1	\$	11.00	\$9.35
Disposable	11160-000018	NIBP Cuff-Disposable Large Adult	EA	1	\$	11.00	\$9.35
Disposable	11160-000020	NIBP Cuff-Disposable X-tra Large Adult	EA	1	\$	15.00	\$12.75
		NELLCOR SpO2 SENSORS AND CABLES		<u>.</u>			
Accessory	11996-000060	Durasensor - Adult finger sensor	EA	1	]\$	313.00	\$266.05
Accessory	11996-000061	Oxiband Adult/Neonatal Sensor	EA	1	\$	237.00	\$201.45
Accessory	11996-000062	Oxiband Pediatric/Infant Sensor	EA	1	\$	237.00	\$201.45
Accessory	11996-000106	DURA-Y Multisite sensor (reusable)	EA	1	\$	680.00	\$578.00
Disposable	11996-000113	Oxisensor II adult sensor (24/BX)	BX	24	\$	675.00	\$573.75
Disposable	11996-000114	Oxisensor II adult sensor, long cable (24/BX)	BX	24	\$	1,090.00	\$926.50
Disposable	11996-000115	Oxisensor II infant sensor (24/BX)	BX	24	\$	865.00	\$735.25
Disposable	11996-000116	Oxisensor II pediatric sensor (24/BX)	BX	24	\$	670.00	\$569.50
Disposable	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)	CS	100	\$	119.00	\$101.15
Disposable	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	CS	100	\$	119.00	\$101.15
Disposable	11996-000117	Oxisensor II neonatal sensor (24/BX)	BX	24	\$	880.00	\$748.00
Accessory	11110-000042	DEC-4 Cable Extension: 4'	EA	1	\$	66.00	\$56.10
Accessory	11110-000176	DEC-8 Cable Extension: 8'	EA	1	\$	72.00	\$61.20
		MASIMO SET LNOP SENSORS AND CABLES			•		
Accessory	11171-000006	Masimo SET LNOP Sp02 Patient Cable- 4 foot	EA	1	\$	222.00	\$188.70
Accessory	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot	EA	1	\$	279.00	\$237.15
Accessory	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot	EA	1	\$	347.00	\$294.95
Accessory	11171-000007	Masimo SET LNOP Sp02 Sensor - Adult Reusable	EA	1	\$	379.00	\$322.15
Disposable	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	EA	1	\$	368.00	\$312.80
Disposable	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	BX	20	\$	401.00	\$340.85
Disposable	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	BX	20	\$	446.00	\$379.10
Disposable	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)	BX	20	\$	590.00	\$501.50
		,					
Disposable	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	BX	20	\$	488.00	\$414.80
Accessory	11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot	EA	1	\$	252.00	\$214.20

	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
Accessory	11996-000327	Masimo SET RED LNOP Patient Cable - 8 foot	EA	1	\$ 300.00	\$255.00
Accessory	11996-000328	Masimo SET RED LNOP Patient Cable - 12 foot	EA	1	\$ 424.00	\$360.40
		MASIMO SET LNCS SENSORS AND CABLES				
Accessory	11171-000024	Masimo SET LNCS Patient Cable - 4 foot	EA	1	\$ 207.00	\$175.95
Accessory	11171-000016	Masimo SET LNCS Patient Cable - 10 foot	EA	1	\$ 293.00	\$249.05
Accessory	11171-000025	Masimo SET LNCS Patient Cable - 14 foot	EA	1	\$ 438.00	\$372.30
Accessory	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot	EA	1	\$ 206.00	\$175.10
Accessory	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot	EA	1	\$ 251.00	\$213.35
Accessory	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot	EA	1	\$ 424.00	\$360.40
Accessory	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)	EA	1	\$ 254.00	\$215.90
Accessory	11171-000017	Masimo SET LNCS Adult Reusable Sensor	EA	1	\$ 325.00	\$276.25
Accessory	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor	EA	1	\$ 301.00	\$255.85
Disposable	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)	BX	20	\$ 324.00	\$275.40
Disposable	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	BX	20	\$ 368.00	\$312.80
Disposable	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	BX	20	\$ 454.00	\$385.90
Disposable	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	BX	20	\$ 497.00	\$422.45
Disposable	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	BX	20	\$ 454.00	\$385.90
Disposable	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	BX	20	\$ 336.00	\$285.60
Disposable	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box	BX	20	\$ 357.00	\$303.45
Disposable	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	BX	20	\$ 441.00	\$374.85
Disposable	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	BX	20	\$ 441.00	\$374.85
Disposable	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	BX	20	\$ 483.00	\$410.55
Accessory	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box	BX	1	\$ 301.00	\$255.85
Accessory	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box	BX	1	\$ 301.00	\$255.85
	•	MASIMO SET RED DIRECT CONNECT CABLES			•	
Accessory	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	EA	1	\$ 394.00	\$334.90
Accessory	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	EA	1	\$ 725.00	\$616.25
Accessory	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	EA	1	\$ 394.00	\$334.90
Accessory	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	EA	1	\$ 725.00	\$616.25
	•	MASIMO SET RAINBOW DIRECT CONNECT CABLES			•	
Accessory	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	EA	1	\$ 885.00	\$752.25
Accessory	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	EA	1	\$ 1,210.00	\$1,028.50
Accessory	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot	EA	1	\$ 885.00	\$752.25
Accessory	11996-000338	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	EA	1	\$ 1,210.00	\$1,028.50
Accessory	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft	EA	1	\$ 1,015.00	\$862.75
Accessory	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft	EA	1	\$ 1,015.00	\$862.75
Accessory	11171-000049	Rainbow DCI Adt Reusable Sensor, 1/box	EA	1	\$ 640.00	\$544.00
Accessory	11171-000050	Rainbow DCIP PED REUSABLE Sensor	EA	1	\$ 705.00	\$599.25
Disposable	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	BX	10	\$ 715.00	\$607.75
Disposable	11996-000340	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	BX	10	\$ 740.00	\$629.00
Disposable	11996-000341	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	BX	10	\$ 715.00	\$607.75

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List P	rice	Net Price
Disposable	11996-000342	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	ВХ	10	\$ 74	0.00	\$629.00
Accessory	11171-000037	RC-04, Patient Cable, 4 ft., 1/box	EA	1	\$ 24	9.00	\$211.65
Accessory	11171-000038	RC-12, Patient Cable, 12 ft. , 1/box	EA	1		1.00	\$315.35
Disposable	11171-000055	Disposable Light Shield 10/pack	PK	10	\$ 6	2.00	\$52.70
Accessory	11171-000054	Reuseable Light Shield, 5 /box	BX	5	\$ 6	5.00	\$55.25
Accessory	11171-000051	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box	BX	1	\$ 71	5.00	\$607.75
Accessory	11171-000052	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR,REF 2653	EA	1	\$ 33	5.00	\$284.75
Accessory	11171-000053	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR,REF 2644	EA	1	\$ 71	5.00	\$607.75
·	•	ADAPTER CABLES			•	•	
Accessory	11996-000183	MNC-1 Adapter Cable - 10 foot	EA	1	\$ 54	5.00	\$463.25
Accessory	11996-000198	MNC-1 Adapter Cable - 4 foot	EA	1		7.00	\$439.45
Accessory	11996-000365	RED MNC ADAPTER CABLE, 4FT,2641	EA	1		0.00	\$688.50
j		ORIDION INTUBATED FILTERLINES					
Disposable	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)	ВХ	25	\$ 56	0.00	\$476.00
Disposable Disposable	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)	ВХ	25		9.00	\$381.65
Disposable	11996-000081	FilterLine Set Adult/Pediatric (box of 25)	ВХ	25		6.00	\$243.10
Disposable	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)	ВХ	25		1.00	\$272.85
Disposable	11996-000082	Nasal FilterLine Set Infant/Neonatal (box of 25)	BX	25		1.00	\$255.85
		ORIDION NON-INTUBATED FILTERLINES	<u> </u>		<u> </u>		
Disposable	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)	ВХ	25	\$ 32	2.00	\$273.70
Disposable	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	ВХ	25		4.00	\$368.90
Disposable Disposable	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	ВХ	25		2.00	\$273.70
Disposable	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)	ВХ	25		7.00	\$303.45
Disposable	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	EA	25	\$ 45	4.00	\$385.90
Disposable	11996-000166	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	CS	100	\$ 1,17	0.00	\$994.50
Disposable	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	CS	100	\$ 1,26	0.00	\$1,071.00
		ELECTRODES			_		
Electrode	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect	PR	2		3.00	\$35.21
Electrode	11996-000090	Electrode EDGE QUIK-COMBO RTS	PR	2		6.00	\$39.10
Electrode	11996-000091	Electrode EDGE QUIK-COMBO Adult	PR	2	\$ 3	8.00	\$30.64
Electrode	11996-000092	Electrode EDGE Fast-Patch Plus	PR	2	\$ 2	2.00	\$18.70
Electrode	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS	PR	2	\$ 4	6.00	\$36.85
Electrode	11100-000002	Electrode LIFEPATCH ECG , adult, pregelled (4/pkg)	PK	4	\$	2.00	\$1.70
Electrode	11100-000001	Electrode LIFEPATCH ECG , adult, pregelled (3/pkg) 1-99	PK	3	\$	1.50	\$1.28
Electrode	11101-000016	Electrode replacement infant/child reduced energy	EA	1	\$ 11	6.00	\$98.60
Electrode	11101-000017	Electrode Infant/Child reduced energy starter kit	EA	1	\$ 18	9.00	\$160.65
Electrode	21330-001024	ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED	EA	1	\$ 8	7.00	\$73.95
		TEMPERATURE MONITORING					
Accessory	11140-000078	Temperature Adapter Cable- 5ft	EA	1	\$ 37	0.00	\$314.50

Product Category	Catalog Number	Catalog/Product Description	UOM	#EA per Unit	List Price	Net Price
Accessory	11140-000079	Temperature Adapter Cable- 10ft	EA	1	\$ 370.00	\$314.50
Disposable	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	BX	20	\$ 146.00	\$124.10
Disposable	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	BX	20	\$ 156.00	\$132.60
		TRAINING TOOLS AND TESTERS				
Accessory	44500-000001	12-Leads Made Easy Web-based training program	EA	1	\$ 57.00	\$48.45
Accessory	44500-000003	Capno Made Easy Web Based Training	EA	1	\$ 57.00	\$48.45
Disposable	11250-000012	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)	BX	5	\$ 81.00	\$68.85
Accessory	21330-001365	Test load (for use with QUIK COMBO therapy cable)	EA	1	\$ 105.00	\$89.25
Accessory	11113-000002	QUIK-COMBO Test Plug for testing QC Cable	EA	1	\$ 25.00	\$21.25
Accessory	11996-000311	QUIK-COMBO 12-lead Patient Simulator	EA	1	\$ 915.00	\$777.75
Accessory	11996-000310	QUIK-COMBO 3-lead Patient Simulator	EA	1	\$ 795.00	\$675.75
Accessory	11110-000085	Defibrillation/ECG training electrode cable extension wire	EA	1	\$ 222.00	\$188.70
Disposable	11103-000001	QUIK-COMBO training electrodes (2/PR)	PR	2	\$ 29.00	\$24.65
Disposable	11101-000007	Defibrillation/ECG training electrodes	PR	1	\$ 31.00	\$26.35
Accessory	26500-002481	Operating Instructions: LIFEPAK 12	EA	1	\$ 75.00	\$63.75
Accessory	21300-007585	Service Manual on CD-ROM: LIFEPAK 12 and BSS2	EA	1	\$ 69.00	\$58.65
•		LITERATURE				
Accessory	26500-000213	LIFEPAK 12 In-service Video	EA	1	\$ 37.00	\$31.45
Accessory	26500-000234	LIFEPAK 12 & BSS2 Service Manual (paper version)	EA	1	\$ 217.00	\$184.45
Accessory	26500-000942	LIFEPAK 12 Operating Instructions	EA	1	\$ 72.00	\$61.20
Accessory	21330-001357	LIFEPAK 15 In-service Video - DVD format	EA	1	\$ 36.00	\$30.60
Accessory	26500-002408	LIFEPAK 15 Operating Instructions	EA	1	\$ 72.00	\$61.20
Accessory	26500-002040	Quik reference Instruction Card for AED and CPR instruction	EA	1	\$ 7.00	\$5.95
		Medical Informatics				
Accessory	11996-000369	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	EA	1	\$ 294.00	\$249.90
Data Management - CORE	11600-000022	CODE-STAT 10 Data Review Seat	EA	1	\$ 2,705.00	\$2,299.25
Service	11600-000024	CODE-STAT Maintenance Subscription (3 Years)	EA	1	\$ 1,625.00	\$1,625.00
		Training				
Solution	26996-000014	Individual AED Challenge (Per Person/ Yr)			\$ 15.00	\$15.00
		Modems	•			
Data Management	21340-000706	LIFENET PC Gateway	EA	1	\$ 447.00	\$388.89
Data Management	21996-000073	TITAN II Wireless Gateway	EA	1	\$ 1,035.00	\$900.45
Data Management	21996-000093	Titan II - Wifi & Cellular Gateway (Verizon, Verizon KORE, AT&T)	EA	1	\$ 1,615.00	\$1,405.05
Data Management	21996-000095	Titan II - Wifi & Cellular Gateway (AT&T KORE)	EA	1	\$ 1,615.00	\$1,405.05
Data Management	21996-000092	Titan II - Wifi & Audio & Cellular Gateway (Verizon, Verizon KORE, AT&T)	EA	1	\$ 2,720.00	\$2,366.40
Data Management	21996-000094	Titan II - Wifi & Audio & Cellular Gateway (AT&T KORE)	EA	1	\$ 2,720.00	\$2,366.40
Data Management	21996-000081	Multitech 3G Gateway - AT&T	EA	1	\$ 1,205.00	\$1,048.35
Data Management	21996-000085	Multitech 3G Gateway - Verizon	EA	1	\$ 1,205.00	\$1,048.35
Data Management	21996-000086	Verizon Multitech 3G Gateway (For use with Physio-Control data plan)	EA	1	\$ 1,205.00	\$1,048.35
Data Management	21996-000082	AT&T Multitech 3G Gateway (For use with Physio-Control data plan)	EA	1	\$ 1,205.00	\$1,048.35



#### **ADDENDUM 2 TO**

## STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH PHYSIO-CONTROL INCORPORATED

This Addendum 2 modifies the Master Agreement Award OK-SW-300 ("Master Agreement") awarded to Physio-Control, Inc ("Contractor") by the Lead State in connection with Solicitation No. SW17300 and is effective as of the date of the last signature below. All terms of the Master Agreement not modified in this Addendum remain in full force and effect.

#### Addendum Purpose.

This Addendum amends Exhibit C which provides an updated price list.

#### Modification of Master Agreement.

A. The price schedule attached to the Master Agreement as part of Exhibit C is hereby updated, attached hereto and incorporated herein.

**NOW, THEREFORE**, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

STATE OF OKLAHOMA Ferris J. Barger, State Purchasing Director	CONTRACTOR Physio-Control, Inc.
By:	By: Offretich Collins
Date: 11-14-18	Date: 10/30/18
	MGR, PRICING & CONTRACTS

<sup>\*</sup>The person signing for Contractor hereby swears and affirms that he or she is authorized to act on Contractor's behalf and acknowledges that the Lead State is relying on his or her representation to that effect.

DATE SUBMITTED:							
	10/15/2018						
NEW ITEM OR PART #	REPLACEMENT ITEM? LIST OLD ITEM OR PART NUMBER.	CONTRACT	CATALOG/PRODUCT DESCRIPTION	UNIT PF	UNIT PRICE OR LIST PRICE	CONTRACT PRICE OR NET PRICE	DISCOUNT %
11516-000091		Category 1	HeartSine SAM 360P AED Trainer	е	420.00	\$ 357.00	15%
11576-000071		Category 1	Power Supply	₩	-		15%
11576-000094		Category 1	LUCAS Carrying Case, Hard Shell	69	H		15%
11996-000441		Category 1		မာ	-		15%
11996-000443		Category 1		G	-		15%
11996-000445		Category 1		69	-		15%
11996-000447		Category 1		69	-		15%
11996-000449		Category 1		69	Н		15%
11996-000451		Category 1	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, Red	€9	ш.	\$ 551.65	15%
21996-000109		Category 3	Titan III - Wifi Gateway		1,035.00 \$		13%
21996-000110		Category 3	Titan III Trio - Wifi, Cellular, Fast Audio Gateway, No SIM		H	2	13%
21996-000111		Category 3			2,720.00 \$	\$ 2,366.40	13%
21996-000112		Category 3	Titan III Trio - Wifi, Cellular Gateway, No SIM		1,615.00 \$	\$ 1,405.05	13%
80514-000264		Category 1	HeartSine SAM 350P AED Aviation, Semi Automatic		1,755.00 \$	1,050.12	40%
80514-000309		Category 1	HeartSine SAM 360P AED, Fully-automatic		1,745.00 \$		40%
80514-000312		Category 1	HeartSine SAM 360P Aviation, Fully-Automatic		1,855.00 \$	1,109.96	40%
80515-000127		Category 1	HearSine SAM 450P AED Aviation, Semi-Automatic		1,940.00 \$		36%
99576-000063	99576-000024	Category 1	LUCAS 3, 3.1, in shipping Box, EN	ľ	15,950.00 \$	Ţ	13%
99576-000083	99576-000020	Category 1	LUCAS 3, 3.1, Training Unit, EN		$\vdash$		13%
BUN-LUCAS3.1		Category 1	Bundle LUCAS 3.1 Chest Compression Device including back plate, 1 battery, neck straps, carry case and 5 year warranty that includes annual onsite preventative mainanence check, onsite repair if needed and one battery exchange when needed in 5 year period.	& 21	21,422.00 \$	_	22%

# ADDENDUM 3 TO STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH PHYSIO-CONTROL INCORPORATED

#### ASSIGNMENT OF MASTER AGREEMENT AWARD

This Assignment of Master Agreement (ref. Statewide contract OK-SW-300; AED Units and Accessories) (this "Assignment"), effective upon signature of the State Purchasing Director is by and among Physio-Control, Inc. ("Assignor"), Stryker Sales Corporation. DBA Stryker Medical ("Assignee") and State of Oklahoma. Assignor, Assignee and the State of Oklahoma are collectively referred to herein as the "Parties."

#### **RECITALS**

**WHEREAS,** Assignor and the State of Oklahoma are parties to a Master Agreement dated October 5, 2017 (the "MA");

WHEREAS, the Parties agree to assign the Master Agreement as set forth herein.

**NOW THEREFORE,** in consideration of the mutual promises contained herein and other good and sufficient consideration, the receipt and adequacy of which is hereby acknowledged, the Parties hereto agree as follows:

#### **AGREEMENT**

- 1. <u>Assignment.</u> Assignor hereby assigns to Assignee all of its rights, title and interest in the Master Agreement (OK-SW-300).
- 2. Assumption of Obligations. Assignee:
  - a. acknowledges the receipt of a signed copy of the Master Agreement;
  - b. hereby assumes all of Assignor's interest, rights, duties and obligations as provided in the Master Agreement; and
  - agrees to comply with all of the terms and obligations set forth in the Master Agreement OK-SW-300 and the applicable terms of Physio-Control Master Agreement OK-SW-300; and
  - d. shall perform all of Assignor's rights, duties and obligations set forth in the Master Agreement as if Assignee were the original party thereto.
- 3. <u>Assignor's Representations.</u> Assignor and the State of Oklahoma each warrant that the Master Agreement is in full force and effect and may be assigned to Assignee with the consent of the Parties hereto.
- **4.** <u>Binding Effect.</u> The covenants and conditions contained in this Assignment shall apply to and bind Assignor and Assignee and their heirs, legal representative, successors and permitted assigns.

**IN WITNESS WHEREOF,** the Parties have caused this Assignment to be executed as of the Effective Date first written above.

Assignor: Physio-Control, Inc.	
Date: 9 3 2019	<del>-</del>
Assignor: Stryker Sales Corporation. DBA S	tryker Medical
Sprige Ch. allers	
Date: 9/3/19	
The State of Oklahoma by and through the Office Services	ce of Management and Enterprise
By:	_
Print Name: Sam DuRegger	<del></del>
Date: 9/5/19	



#### State of Oklahoma

#### Office of Management and Enterprise Services

#### **ADDENDUM 4 TO**

### STATE OF OKLAHOMA NASPO VALUEPOINT MASTER AGREEMENT AWARD WITH STRYKER MEDICAL FORMERLY PHYSIO-CONTROL INCORPORATED

This Addendum 4 modifies the Master Agreement Award OK-SW-300 ("Master Agreement") awarded to Stryker Medical (formerly Physio-Control, Inc) ("Contractor") by the Lead State in connection with Solicitation No. SW17300 and is effective as of the date of the last signature below. All terms of the Master Agreement not modified in this Addendum remain in full force and effect.

#### Addendum Purpose.

This Addendum amends Exhibit C which provides an updated price list.

#### Modification of Master Agreement.

A. The price schedule attached to the Master Agreement as part of Exhibit C is hereby updated, attached hereto and incorporated herein.

**NOW, THEREFORE**, in consideration of the foregoing and mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

STATE OF OKLAHOMA Dan Sivard, State Purchasing Director	CONTRACTOR Stryker Medical formerly Physio-Control, Inc.
By: Tan Sivered	By: Jennifer N Collins  By: Jennifer II Collins (May 6, 2021 09:15 PDT)
<sub>Date:</sub> 5/14/2021	<sub>Date:</sub> May 6, 2021
	Title: Manager, Strategic Pricing & Contracts

<sup>\*</sup>The person signing for Contractor hereby swears and affirms that he or she is authorized to act on Contractor's behalf and acknowledges that the Lead State is relying on his or her representation to that effect.

NASPO OKSW300 Pricing (4/29/2021-10/4/2021)	Pricing (4/29/2021	.10/4/2021)		
Cust/Supplier Cat	productid	Description	Price	a
NASPO17	11101-000003	AED Trainer new style training electrodes (5 pr)	w	37.40
NASPO17	11101-000004	AED training electrode set - (5pr), cable & pouch	S	63.75
NASPO17	11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes	S	28.90
NASPO17	11101-000007	Defibrillation/ECG training electrodes	S	26.35
NASPO17	11101-000016	Electrode replacement infantichild reduced energy	S	98.60
NASPO17	11101-000017	Electrode Infant/Child reduced energy starter kit	S	160.65
NASPO17	11101-000021	Replacement Electrode Kit	S	123.25
NASPO17	11103-000001	QUIK-COMBO training electrodes (2/PR)	S	24.65
NASPO17	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	s	120.70
NASPO17	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	S	329.80
NASP017	11110-000042	DEC-4 Cable Extension: 4*	S	56.10
NASPO17	11110-000066	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	S	215.05
NASPO17	11110-000085	Defibrillation/ECG training electrode cable extension wire	S	188.70
NASPO17	11110-000176	DEC-8 Cable Extension: 8'	S	61.20
NASPO17	11111-000016	3-Wire ECG Cable	S	215.05
NASPO17	11111-000018	5ft Trunk cable with AHA limb leads	S	316.20
NASPO17	11111-000020	8ft Trunk cable with AHA limb leads	S	319.60
NASPO17	11111-000022	12 Lead ECG, Precordial Leads (AHA)	S	127.50
NASPO17	11113-000002	QUIK-COMBO Test Plug for testing QC Cable	S	21.25
NASPO17	11113-000004	QUIK-COMBO therapy cable for use w/LIFEPAK 15	S	329.80
NASPO17	11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles	S	824.50
NASPO17	11130-000061	Standard hard paddles for use w/LIFEPAK 15	w	731.00
NASPO17	11131-000001	Internal paddie handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	S	544.00
NASPO17	11131-000010	Internal paddles - 1" size (6.25" shaft length)	w	147.90
NASPO17	11131-000011	Internal paddies - 1.5" size (6" shaft length)	s	147.90
NASPO17	11131-000012	Internal paddies - 2" size (5.75" shaft length)	S	147.90
NASPO17	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)	S	147.90
NASPO17	11131-000014	Internal paddles - 3.5" size (5" shaft length)	S	147.90
NASPO17	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)	S	147.90
NASPO17	11131-000021	Internal paddles - 1.5" size (9" shaft length)	S	147.90
NASPO17	11131-000022	Internal paddles - 2" size (8.75" shaft length)	S	147.90
NASPO17	11131-000023	Internal paddles - 3.5" size (8" shaft length)	so	147.90
NASPO17	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)	S	147.90

NASP017	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language	U	80.75
NASPO17	11140-000015	AC Power Cord	S	68.85
NASPO17	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray	S	175.10
NASPO17	11140-000072	AC Power Adapter	S	1,432.25
NASPO17	11140-000074	DC Power Adapter	S	1,742.50
NASPO17	11140-000078	Temperature Adapter Cable- 5ft	S	314.50
NASPO17	11140-000079	Temperature Adapter Cable- 10ft	S	314.50
NASPO17	11140-000080	Extension Cable (5ft 3 in)	S	257.55
NASPO17	11140-000081	Right angle cable (10in) included with ACPA & DCPA	S	257.55
NASPO17	11140-000085	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	S	390.15
NASPO17	11140-000098	AC Power Adapter	W	1,432.25
NASPO17	11140-000099	Rechargeable Battery Charger kit, LP1000	w	387.20
NASPO17	11140-000100	ACIDC POWER CONVERTER, LP1000 BATTERY CHARGER	S	72.00
NASPO17	11140-000101	Power Cord Grounded	S	48.00
NASPO17	11141-000028	LIFEPAK SLA Battery	S	215.05
NASPO17	11141-000068	LIFEPAK 20 NIMH rechargeable internal battery	S	153.85
NASPO17	11141-000100	LMnO2 Non-Rechargeable Battery	S	313.65
NASPO17	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery	S	251.60
NASPO17	11141-000115	REDI-CHARGE Base	S	1,292.00
NASPO17	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs	S	286.45
NASPO17	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	S	58.65
NASPO17	11141-000161	Rechargable Battery Replacement for LP1000	S	362.95
NASPO17	11141-000162	CodeManagement Module Lithium Ion Battery	S	206.19
NASPO17	11141-000165	Replacement Battery Kit	S	212.50
NASPO17	11141-000166	BATTERY, D-CELL, TRAINER, LPCR2, Pack of 4	S	17.85
NASPO17	11150-000009	Modem door assembly	S	59.50
NASPO17	11150-000015	Internal modem (pc card modem)	w	294.95
NASPO17	11150-000018	LIFEPAK 20e Defibrillator CodeManagement Module - Wfreless	S	1,261.50
NASPO17	11150-000019	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography	S	3,915.00
NASPO17	11160-000011	NIBP Cuff-Reusable, Infant	(V)	17.85
NASPO17	11160-000012	NIBP Cuff-Disposable Infant	S	7.65
NASPO17	11160-000013	NIBP Cuff-Reusable, Child	S	20.40
NASPO17	11160-000014	NIBP Cuff-Disposable Child	S	8.50
NASPO17	11160-000015	NIBP Cuff-Reusable, Adult	s	25.50
NASPO17	11160-000016	NIBP Cuff-Disposable Adult	(A)	9.35

NASPO17	11160-000017	NIBP Cuff-Reusable, Lg Aduit	S	28.05
NASPO17	11160-000018	NIBP Cuff-Disposable Large Adult	S	9.35
NASPO17	11160-000019	NIBP Cuff-Reusable Adult X large	S	40.80
NASPO17	11160-000020	NIBP Cuff-Disposable X-tra Large Adult	S	12.75
NASPO17	11171-000006	Masimo SET LNOP Sp02 Patient Cable - 4 foot	S	188.70
NASPO17	11171-00007	Masimo SET LNOP Sp02 Sensor - Adult Reusable	S	322.15
NASPO17	11171-000008	Masimo SET LNOP Sp02 Patient Cable - 8 foot	S	237.15
NASPO17	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot	S	294.95
NASPO17	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	S	312.80
NASPO17	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	S	340.85
NASPO17	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	S	379.10
NASPO17	11171-000016	Masimo SET LNCS Patient Cable - 10 foot	S	249.05
NASPO17	11171-000017	Masimo SET LNCS Adult Reusable Sensor	S	276.25
NASPO17	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor	69	255.85
NASPO17	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)	S	275.40
NASPO17	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	S	312.80
NASPO17	11171-000024	Masimo SET LNCS Patient Cable - 4 foot	S	175.95
NASPO17	11171-000025	Masimo SET LNCS Patient Cable - 14 foot	S	372.30
NASPO17	11171-000027	Masimo SET LNCS 4' extension (for Nelloor equipped units)	S	215.90
NASPO17	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	S	385.90
NASPO17	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	S	422.45
NASPO17	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	S	385.90
NASPO17	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft	S	862.75
NASPO17	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft	S	862.75
NASPO17	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)	S	501.50
NASPO17	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	S	414.80
NASPO17	11171-000037	RC-04, Patient Cable, 4 ft., 1/box	S	211.65
NASPO17	11171-000038	RC-12, Patient Cable, 12 ft., 1/box	S	315.35
NASPO17	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	S	285.60
NASPO17	11171-000040	M-LNCS Pdbx, Pediatric Adhesive Sensor, 18-inch, 20/box	S	303.45
NASPO17	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	S	374.85
NASPO17	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	S	374.85
NASPO17	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	S	410.55
NASPO17	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box	S	255.85
NASPO17	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box	w	255.85

Rainbow DCI Adt Reusable Sensor, 1/box	Rainbow DCIP PED REUSABLE Sensor	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR, REF 2653	DIGITBOOTRED DBI-DC8, ADTREUSABLESENSOR, REF 2644	Reuseable Light Shield, 5 /box	Disposable Light Shield 10/pack	Masimo RC Patient Cable - EMS 4 ft	Wall mount bracket for AED	BSS2 wall mount bracket	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	AED Wall Cabinet with alarm, fire rated - recessed, square edges	AED Floor Stand Cabinet with alarm- White	AED Floor Stand Cabinet with alarm- Grey	New Wall Bracket - White/Red	New Wall Bracket - Green	Battery pouch for the LIFEPAK 500	Top Pouch for the LP12/LP15	Wall Cabinet, standard, surface mount, SS	Wall Cabinet, standard, semi-recessed, SS	Wall Cabinet, small, fully recessed, SS	AED Wall Cabinet with alarm - surface mount, rolled edges	AED Wall Cabinet with alarm and strobe -surface mount, rolled edges	AED Wall Cabinet with alarm and strobe - surface mount, rolled edges	LIFEPAK WALL BOX, PLASTIC	LP20 Serial Port Cable	LP20 Configuration Transfer Cable	Serial port cable	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	Strip chart recorder paper, 100mm 2rolls/bx (1-23)	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	Strip chart recorder paper, 100mm 2rolls/bx (1-23)	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)	Replacement infant/child AED training electrodes	Cable/connector assembly/bouch for infant/child AED training electrodes
11171-000049	11171-000050	11171-000051	11171-000052	11171-000053	11171-000054	11171-000055	11171-000082	11210-000001	11210-000002	11210-000026	11210-000027	11210-000028	11210-000029	11210-000046	11210-000047	11220-000025	11220-000028	11220-000076	11220-000077	11220-000078	11220-000079	11220-000083	11220-000084	11220-000093	11230-000018	11230-000019	11230-000020	11240-000013	11240-000016	11240-000031	11240-000032	11250-000012	11250-000042	11250-000043
NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17

544.00 599.25 607.75 599.25 607.75 55.25 55.20 700.00 111.35 48.45 48.45 48.45 48.45 48.60 11.00 10.00

X.																														
Infant/child AED training electrodes training set Clip-on Training Electrodes for use with QUIK-COMBO Patient Simulator ASSY, TRAY COVER WITH HANDLE, TRAINER, LPCR2	PADS, REPLACEMENT, TRAINER, LPCR2, 5 Sets USB, BLUETOOTH, TRAINER, LPCR2	USB, REPROGRAMMING, TRAINER, LPCR2, CR2T-1.0S	MANIKIN, TRAINER, LPCR2 TRAY FI ECTRODE TRAINER I PCR2	KIT, SHIPPING, DEMO, LPCR2, ENGLISH	KIT, SHIPPING, TRAINER, LPCR2, ENGLISH	Replacement Handle Kit	QUIK-COMBO Accessory pouch for LP20	LP20 Basic Carry Case	LIFEPAK 1000 Hard shell, watertight carrying case	LIFEPAK 15 Carry case back pouch	LP20 Top Pouch	TrueCPR Carry Case	Carry Case for LIFEPAK 20/20e Defibrillator with Module	Carry Case Kit	ASSY, CARRY TOTE, TRAINER, LPCR2, ENGLISH	Accessory pounch for 3-wire cable and/or other accessories	BAG ASSEMBLY, NO STRAP, LIFEPAK 1000	LIFEPAK 1000 Replacement Shoulder Strap for carry case	Replacement Lid Kit	Handle Kit	HeartSine SAM 360P AED Trainer	Backpack for HeartSine AED	LUCAS 1 Carry Bag (Backpack)	Patient Strap (each)	LUCAS 2 Carrying Bag	LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)	LUCAS 2 Disposable Suction Cup (3 pack)	LUCAS 2 Disposable Suction Cup (12 pack)	LUCAS 2 12V Car Cable	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)
11250-000045 11250-000052 11250-000139	11250-000140	11250-000142	11250-000144	11250-000147	11250-000162	11250-000178	11260-000016	11260-000018	11260-000023	11260-000039	11260-000043	11260-000044	11260-000045	11260-000047	11260-000048	11425-000001	11425-000007	11425-000012	11512-000001	11512-000002	11516-000091	11516-000114	11576-000035	11576-000036	11576-000038	11576-000039	11576-000046	11576-000047	11576-000048	11576-000050
NASPO17 NASPO17 NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASP017	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17

63.75 18.70 18.70 14.05 22.95 21.25 21.25 594.15 594.16 69.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.70 60.7

\$ 229.50	\$ 38.25	07.75	5 2 997.00	\$ 36.55	\$ 312.80	\$ 605.20	\$ 382.50	\$ 335.75	\$ 23.80	\$ 57.80	\$ 35.70	\$ 390.15	\$ 31.45	\$ 272.00	\$ 1,581.00	\$ 1,721.25	\$ 49.30	\$ 2,299.25	\$ 1,625.00	\$ 476.00	\$ 35.21	\$ 101.15	\$ 101.15	\$ 266.05	\$ 201.45	\$ 201.45	\$ 381.65	\$ 243.10	\$ 255.85	\$ 39.10	\$ 30.64	\$ 18.70	\$ 36.85
																								X									
S - 3 pack)								2														)	. National desiration of the state of the st										
Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	Back Plate Grin Tabe (3 pack)	IICAS 2 Stand-alone Battery Charmer	LUCAS PCI BACK PLATE	LUCAS 2 Rubber Bumper	Lucas Power Supply	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	LUCAS Carrying Case, Hard Shell	LUCAS Slim Back Plate	Grip Tape, LUCAS Slim Back Plate	Grip Tape (3-pack), LUCAS Slim Back Plate	LUCAS 3 Bumpers (Black)	LUCAS Carrying Case, Hard Shell	LIFEPAK 15 Shoulder strap	LIFEPAK 15 Basic carry case w/ right & left pouches	Station Battery Charger - For the LP15	Mobile Battery Charger - FOR THE LP15	LP15 Power Attachment Kit	CODE-STAT 10 Data Review Seat	CODE-STAT Maintenance Subscription (3 Years)	FilterLine H Set Infant/Neonatal (box of 25)	Electrode QUIK-COMBO w/REDI-PAK preconnect	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	Durasensor - Adult finger sensor	Oxiband Adult/Neonatal Sensor	Oxiband Pediatric/Infant Sensor	FilterLine H Set Adult/Pediatric (box of 25)	FilterLine Set Adult/Pediatric (box of 25)	Nasal FilterLine Set Infant/Neonatal (box of 25)	Electrode EDGE QUIK-COMBO RTS	Electrode EDGE QUIK-COMBO Adult	Electrode EDGE Fast-Patch Plus	Electrode EDGE QUIK-COMBO pediatric RTS
	8 45 8 88	N 57 8 18			900		570	877/ 17/4					2.39	87 B	(B)	(E)				4770		1713		15.0	377)	1775	1000	7077			200		(1777)
11576-000051	11576-000053	11578-000060	11576-000064	11576-000070	11576-000071	11576-000080	11576-000081	11576-000088	11576-000089	11576-000090	11576-000091	11576-000094	11577-000001	11577-000002	11577-000004	11577-000011	11577-000019	11600-000022	11600-000024	11996-000001	11996-000017	11996-000048	11996-000049	11996-000060	11996-000061	11996-000062	11996-000080	11996-000081	11996-000082	11996-000090	11996-000091	11996-000092	11996-000093
NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17

NASPO17	11996-000106	DLRA-Y Multisite sensor (reusable)	S	578.00
NASPO17	11996-000113	Oxisensor II adult sensor (24/8X)	S	573.75
NASPO17	11996-000114	Oxisensor II adult sensor, long cable (24/BX)	S	926.50
NASPO17	11996-000115	Oxisensor II infant sensor (24/BX)	S	735.25
NASPO17	11996-000116	Oxisensor II pediatric sensor (24/BX)	S	569.50
NASPO17	11996-000117	Oxisensor II neonatal sensor (24/BX)	S	748.00
NASPO17	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)	w	273.70
NASPO17	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	s	368.90
NASPO17	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	S	273.70
NASPO17	11996-000163	SmartCapnoLine Plus w/O2 delivery - Aduit/Intermediate patients>44lbs (box of 25)	S	303.45
NASPO17	11996-000164	FilterLine Set Long Adult/Pediatric (box of 25)	S	272.85
NASPO17	11996-000165	SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	S	385.90
NASPO17	11996-000166	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	w	994.50
NASPO17	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	S	1,071.00
NASPO17	11996-000183	MNC-1 Adapter Cable - 10 foot	S	463.25
NASPO17	11996-000198	MNC-1 Adapter Cable - 4 foot	S	439.45
NASPO17	11996-000278	LUCAS 1 Connector - Chemtron Air	S	314.50
NASPO17	11996-000279	LUCAS 1 Connector - Ohmeda Air	w	314.50
NASPO17	11996-000280	LUCAS 1 Connector - Puritan Bennet Air	S	314.50
NASPO17	11996-000281	LUCAS 1 Connector - Diss Air	w	314.50
NASPO17	11996-000282	LUCAS 1 Connector - Schrader Air	w	314.50
NASPO17	11996-000283	LUCAS 1 Connector - Oxequip Air	S	314.50
NASP017	11996-000285	LUCAS 1 Regulator	S	539.75
NASPO17	11996-000309	Surface mount bracket	S	964.75
NASP017	11996-000310	QUIK-COMBO 3-lead Patient Simulator	S	675.75
NASPO17	11996-000311	QUIK-COMBO 12-lead Patient Simulator	S	777.75
NASPO17	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot	w	175.10
NASPO17	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot	S	213.35
NASPO17	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot	S	360.40
NASPO17	11996-000326	Masimo SET RED LNOP Patient Cable - 4 foot	S	214.20
NASPO17	11996-000327	Masimo SET RED LNOP Patient Cable - 8 foot	S	255.00
NASP017	11996-000328	Masimo SET RED LNOP Patient Cable - 12 foot	S	360.40
NASPO17	11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	s	334.90
NASPO17	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	S	616.25
NASPO17	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	S	334.90

\$ 616.25	\$ 752.25	\$ 1,028.50	\$ 752.25	\$ 1,028.50	\$ 607.75	\$ 629.00	\$ 607.75	\$ 629.00	\$ 124.10	\$ 132.60	\$ 688.50	\$ 249.90	\$ 128.35	\$ 67.15	\$ 52.70	\$ 52.70	\$ 52.70	\$ 2,392.50	\$ 52.20	\$ 243.60	\$ 139.20	\$ 139.20	\$ 139.20	\$ 40.80	\$ 259.25	\$ 22.95	\$ 31.45	\$ 31.45	\$ 22.95	\$ 1,048.35	\$ 1,048.35	\$ 1,048.35	\$ 277.10	00000
Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	RED MNC ADAPTER CABLE, 4FT 2841	Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	LP15 bed Connector	Cable DC Input LP15 Battery Charger	LIFEPAK 12 NIBP Hose, 12'	LIFEPAK 12 NIBP Hose, 9'	LIFEPAK 12 NIBP Hose, coiled 9"	McGRATH MAC EMS Video Laryngoscope	McGRATH 3.6V EMS Battery	McGRATH X3 Laryngoscope Blades, Box of 10	McGRATH MAC 2 Laryngoscope Blades, Box of 10	McGRATH MAC 3 Laryngoscope Blades, Box of 10	McGRATH MAC 4 Laryngoscope Blades, Box of 10	Wall Cabinet, Rotaid Plus, With Alarm, White	Wall Cabinet, Rotaid Plus, With Alarm, Red	Wall Cabinet, Rotaid Solid Plus, with Alarm, White	Wall Cabinet, Rotaid Solid Plus, with Alarm, Red	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, White	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, Red	4G Modem: Verizon Cellular non-Kore (customer data plan)	4G Modem: Verizon Cellular Kore (Stryker data plan)	4G Modem: AT&T Cellular Kore (Stryker data plan)	Wall Cabinet - Semi-recessed for AED, 3" Trim	. H
11996-000334 M	11996-000335 M	11996-000336 M	11996-000337 M	11996-000338 M	11996-000339 Ra	11996-000340 Ra	11996-000341 Ra	11996-000342 Ra	11996-000359 Te	11996-000360 Te	11996-000365 RI	11996-000369 M	11996-000374 LF	11996-000375 Ca	11996-000390 LI	11996-000391 LI	11996-000392 LI	11996-000393 M	11996-000394 M	11996-000398 M	11996-000414 M	11996-000415 M	11996-000416 M	11996-000441 W	11996-000443 W	11996-000445 W	11996-000447 W	11996-000449 W	11996-000451 W	11996-000471 40	11996-000474 40	11996-000475 40	11998-000292 W	
NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASP017	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	1,000

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Ambu Res-Cue Key First Responder Kit	LIFEPAK 15 internal paddles adapter cable	AED Wall Sign Ilcor w/logo, Flat,8x10	AED Wall Sign Ilcor w/logo, T-mount, 8x10	AED Wall Sign Ilcor w/logo, Tent, 7x8	AED Wall Sign Traditional w/logo, Flat, 8x10	AED Wall Sign Traditional w/logo, T-mount, 8x10	AED Wall Sign Traditional wilogo, Tent, 7x8	AED Wall Sign Traditional w/o logo, T-mount, 8x10	DOOR, BATTERY, 3 PACK, TRAINER, LPCR2	ASSY, LID, LOCALIZED, TRAINER, LPCR2, ENGLISH	Signagel, gel	4-Wire Cable Comb (10- Pack)	6-Wire Cable Comb (10- Pack)	CABLE, USB2.0 A MALE TO MICRO-B, L 5.5FT	LIFEPAK 15 NIBP Hose, 12'	LIFEPAK 15 NIBP Hose, 9'	LIFEPAK 15 NIBP Hose, 9' coiled	COVER, USB PORT, LPCR2	ASSY-LP20 DOCKING STATION	ADAPTER ASSY-ELECTRODE, HARD PADDLE, PAD PRINTED	LP15 Lithium-ion Battery 5.7 amp hrs	LIFEPAK 15 In-service Video - DVD format	Test load (for use with QUIK COMBO therapy cable)	LIFENET PC Gateway	LUCAS Stabilization Strap	LUCAS Stabilization Strap (4 pack)	LUCAS Back Plate	LUCAS 1 Extention Hose	TITAN III -Wifi Gateway	Titan III Trio - WiFi &Cellular& Fast Audio Gateway, No Sim	Titan III Trio - WiFi & Cellular & Fast Audio Gateway ATT	
11998-000320	- 60		11998-000328	11998-000329	11998-000330	11998-000331	11998-000332	11998-000333	21250-000003	21250-000004	21300-005847	21300-008054	21300-008055	21300-008143	21300-008146	21300-008147	21300-008148		21330-000996	21330-001024	21330-001176	21330-001357	21330-001365	21340-000706	21576-000074	21576-000075	21996-000044	21996-000061	21996-000109	21996-000110	21996-000111	
NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASP017	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	C1007020202020000

32.30 39.95 22.10 30.60 30.60 30.60 30.60 30.60 30.60 4.25 47.60 47.60 47.60 47.60 52.70 5

NASPO17	99512-001261	LPCR2 Semi-automatic, WIFI, English, Bag	\$ 1,818.75
NASPO17	99512-001262	LPCR2 Semi-automatic, WIFI, English, Handle	\$ 1,762.50
NASPO17	99512-001263	LPCR2 Fully-automatic, WIFI, English, Bag	\$ 1,968.75
NASPO17	99512-001264	LPCR2 Fully-automatic, WIFI, English, Handle	\$ 1,912.50
NASPO17	99512-001265	LPCR2 Semi-automatic, WIFI, English-Spanish, Bag	\$ 1,875.00
NASPO17	99512-001266	LPCR2 Semi-automatic, WIFI, English-Spanish, Handle	\$ 1,818.75
NASPO17	99512-001267	LPCR2 Fully-automatic, WIFI, English-Spanish, Bag	\$ 2,025.00
NASPO17	99512-001268	LPCR2 Fully-automatic, WIFI, English-Spanish, Handle	\$ 1,968.75
NASP017	99512-001434	LPCR2 USB Fully-automatic, English, Handle	\$ 1,796.25
NASP017	99512-001435	LPCR2 USB Semi-automatic, English, Handle	\$ 1,721.25
NASP017	99576-000063	LUCAS 3, 3.1, IN SHIPPING BOX, EN	\$ 13,876.50
NASP017	99576-000083	LUCAS 3, 3.1, TRAINING UNIT, EN	\$ 8,221.50
NASP017	99577-001368	LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	\$ 20,640.75
NASPO17	99577-001372	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 35,165.40
NASPO17	99577-001373	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$ 34,571,19
NASPO17	99577-001588	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 33,429.75
NASPO17	99577-001930	LIFEPAK 15 Standard	\$ 12,419.25
NASPO17	99577-001931	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	\$ 19,635.90
NASPO17	99577-001932	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2	\$ 20,914.80
NASPO17	99577-001933	LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead	\$ 24,842.85
NASPO17	99577-001934	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	\$ 27,400.65
NASPO17	99577-001935	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	\$ 30,415.20
NASPO17	99577-001936	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2	\$ 33,429.75
NASPO17	99577-001937	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2 Invasive Pressure Channels	\$ 35,165.40
NASP017	99577-001938	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature	\$ 31,556.64
NASPO17	99577-001939	LIFEPAK 15 Bluetooth	\$ 12,419.25
NASPO17	99577-001941	LIFEPAK 15 Nellcor and Masimo SpO2, Bluetooth	\$ 14,520.30
NASPO17	99577-001943	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	\$ 25,939.05
NASPO17	99577-001944	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	\$ 18,631.05
NASPO17	99577-001945	LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	\$ 16,621.35
NASPO17	99577-001946	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	\$ 17,169.45
NASPO17	99577-001947	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$ 19,179.15
NASPO17	99577-001948	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$ 19,727.25
NASPO17	99577-001950	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	\$ 20,914.80
NASPO17	99577-001951	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	\$ 21,462.90
NASPO17	99577-001952	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	\$ 23,929.35
NASPO17	99577-001953	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	\$ 24,842.85

\$ 27,400.65	28,542.09	30,415,20	31,556.64	23 015 85	29,213,30	32 150 85	29 684 40	27 948 75	23 198 55	879.75	16,614.00	31.45	46.75	124.10	71.40	130.90	149.60	177.65	163.20	357.00	357.00	357.00	28.05	63.75	27.20	130.90	130.90	130.90	42.50
LIFEPAK 15 Trending,	LIFEPAK 15 Trending.	LIFEPAK 15 Trending,	LIFEPAK 15 Trending,	LIFEPAK 15 Trending,	LIFEPAK 15 Trending,	LP1000 Trainer	NS3.1 Bundle LUCAS 3.1 Chest Compression Device including back plate, 1 battery, neck straps, carry case and 5 year Warranty that includes ann S		574	02 Backpack for HeartSine AED	02 Wall Bracket for HeartSine AED	04 HeartSine Wall Cabinet with Alarm	01 US Adult Pad-Pak for HeartSine AEDs	02 US Pediatric-Pak for HeartSine AEDs	07 Aviation Pad-Pak for HeartSine AEDs	JS HeartSine SAM 350P AED Trainer	JS HeartSine SAM 360P AED Trainer	JS HeartSine SAM 450P AED Trainer	02 HeartSine AED Trainer Electrodes - 10	03 HeartSine AED Trainer Electrodes - 25	14 HeartSine Trainer battery charger	16 SAM 350P AED Trainer Remote Control	18 SAM 360P AED Trainer Remote Control	19 SAM 450P AED Trainer Remote Control	04 Pad-Pak Electrode Cartridge for Trainer				
99577-001955	99577-001956	99577-001957	99577-001958	99577-001959	99577-001960	99577-001962	99577-001963	99577-001964	99577-001966	99996-000117	BUN-LUCAS3.1	PAD-ACC-02	PAD-BAG-01	PAD-BAG-02	PAD-CAB-02	PAD-CAB-04	PAD-PAK-01	PAD-PAK-02	PAD-PAK-07	TRN-350-US	TRN-360-US	TRN-450-US	TRN-ACC-02	TRN-ACC-03	TRN-ACC-14	TRN-ACC-16	TRN-ACC-18	TRN-ACC-19	TRN-PAK-04
NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17	NASPO17									

### MA Addendum 4 Physio 20210503

Final Audit Report

2021-05-14

Created:

2021-05-05

By:

Joseph Farani (joseph.farani@omes.ok.gov)

Status:

Signed

Transaction ID:

CBJCHBCAABAA0ig-qPP\_klyP2z-QjwtSg3K0aabFvxnr

### "MA Addendum 4 Physio 20210503" History

- Document created by Joseph Farani (joseph.farani@omes.ok.gov) 2021-05-05 1;55;19 PM GMT- IP address: 165.225,216.111
- Document emailed to Jennifer N Collins (jennifer.collins@stryker.com) for signature 2021-05-05 1:58:20 PM GMT
- Email viewed by Jennifer N Collins (jennifer.collins@stryker.com) 2021-05-06 4:13:28 PM GMT- IP address: 66.235.8.56
- Document e-signed by Jennifer N Collins (jennifer.collins@stryker.com)
  Signature Date: 2021-05-06 4:15:02 PM GMT Time Source: server- IP address: 66.235.8.56
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- Document emailed to Dan Sivard (dan.sivard@omes.ok.gov) for signature 2021-05-06 7:35:27 PM GMT
- Email viewed by Dan Sivard (dan.sivard@omes.ok.gov) 2021-05-14 2:09:14 PM GMT- IP address: 165.225.216.87
- Occument e-signed by Dan Sivard (dan.sivard@omes.ok.gov)
  Signature Date: 2021-05-14 2:10:17 PM GMT Time Source: server- IP address: 165.225.216.87
- Agreement completed. 2021-05-14 - 2:10:17 PM GMT





08/30/2018

Dear Awarded Supplier,
Oklahoma Statewide Contract SW0300 was awarded with the base agreement period commencing
October 5, 2017 and ending October 4, 2018 with four (4) options to renew for one-year periods.
The State of Oklahoma is requesting to renew the above contract for the period of October 5, 2018
through October 4, 2019
Please indicate your firm's response to this request and return by email.
Yes, our firm will renew the contract pricing and terms on the above listed contract.
□ No, our firm will not renew the contract pricing and terms on the above listed contract.
Federal Employer / Tax Identification Number: 91-0697691
PeopleSoft Identification Number:
Company Name: Physio-Control, Inc.
Address: 11811 Willows Rd NE
City: Redmond State: WA
Zip Code: 98052
Email: uscontracts@stryker.com
Jennifer N. Collins/Manager, Pricing & Contracts 9/17/2018
Name / Title Date Signature
Send response electronically to the email address below of the contracting officer by: September 10, 2018
Contracting Officer Name: Theresa Johnson
Contracting Officer Phone: (405) 521 - 2289
Contracting Officer Email Address:Theresa.johnson@omes.ok.gov
OMES FORM CP 228 – Purchasing / Rev. 05/2018



BOS2021-08-04 p.392/632 John Budd Acting Director

07/25/2019 Dear Awarded Supplier, Oklahoma Statewide Contract SW0300 was awarded with the base agreement period commencing 10/5/2017 and ending 10/04/2018 options to renew for one-year periods. with four (4) The State of Oklahoma is requesting to renew the above contract for the period of 10/05/2019 through 10/04/2020 Please indicate your firm's response to this request and return by email. Yes, our firm will renew the contract pricing and terms on the above listed contract.  $\boxtimes$ No, our firm will not renew the contract pricing and terms on the above listed contract. Federal Employer / Tax Identification Number: 38-2902424 PeopleSoft Identification Number: 0000013023 Stryker Sales Corporation, through its Medical Division Company Name: Address: 3800 E. Centre Avenue City: Portage, MI State: MI Zip Code: 49002-5826 Email: USContracts@strkyer.com Kimberly E. Plested / 8/16/19 Contracts Administrator Name / Title Date Signature Send response electronically to the email address below of the contracting officer by: August 1, 2019 Contracting Officer Name: Theresa Johnson Contracting Officer Phone: (405)521 2289 Contracting Officer Email Address: theresa.johnson@omes.ok.gov

OMES CP FORM 228 - Purchasing / Rev. 01/2019





08/18/2020
Dear Awarded Supplier,
Dear Awarded Supplier,
Oklahoma Statewide Contract SW0300 was awarded with the base agreement period commencing
10/05/2017 and ending 10/04/2018 with four (4) options to renew for one-year periods
The State of Oklahoma is requesting to renew the above contract for the period of10/05/2020
through _10/04/2021
Please indicate your firm's response to this request and return by email.
X Yes, our firm will renew the contract pricing and terms on the above listed contract.
☐ No, our firm will not renew the contract pricing and terms on the above listed contract.
E
Federal Employer / Tax Identification Number: 38-2902424
PeopleSoft Identification Number:
Company Name: Stryker Sales Corporation
Address: 11811 Willows Road NE
City: Redmond State: WA
Zip Code: 98052
Email: USContracts@stryker.com
Jennifer N. Collins/Pricing and Contracts  8/20/2020  Manager  8/20/2020
Name / Title Date Signature
Send response electronically to the email address below of the contracting officer by: 08/26/2020
Contracting Officer Name: Theresa Johnson
Contracting Officer Phone: (405) 521 - 2289
Contracting Officer Email Address: Theresa.Johnson@omes.ok.gov

OMES FORM CP 228 - Rev. 02/2020





05/25/2021 Dear Awarded Supplier, SW0300 Oklahoma Statewide Contract was awarded with the base agreement period commencing 10/05/2017 10/04/2018 and ending with four (4) options to renew for one-year periods. The State of Oklahoma is requesting to renew the above contract for the period of 10/05/2021 10/04/2022 through Please indicate your firm's response to this request and return by email. Yes, our firm will renew the contract pricing and terms on the above listed contract. No, our firm will not renew the contract pricing and terms on the above listed contract. Federal Employer / Tax Identification Number: 38-290242 4 PeopleSoft Identification Number: Company Name: Stryker Sales Corporation, through its Medical Division Address: 11811 Willows Road NE City: Redmond State: NA Zip Code: 98052 USContracts@stryker.com Email: Jennifer N. Collins 6/3/2021 Name / Title Date Send response electronically to the email address below of the contracting officer by: 06/04/2021 Contracting Officer Name: Joseph Farani Contracting Officer Phone: (405) 1386 550 Contracting Officer Email Address: joseph.farani@omes.ok.gov OMES FORM CP 228 - Rev. 02/2020

	EDICAL AUTHORIZED DEALERS - LAST UPDATED 08/13/2020								BOS	2021-08-04 p.396/632
COMMERCI	AL DEALERS	AUTHORIZED DEALERS TO SERVIC	E CONTRACT - DEAI	ERS AREA	OF COVERAC	GE MAY BE SUB.	JECT TO THE APPRO	OVAL OF THAT STATE		
DATE ADDED or AMENDED	DEALER NAME	ADDRESS	CITY	ST	ZIP	PHONE#	FAX#	CONTACT	EMAIL	AREAS OF COVERAGE
TWILINGED	DEALER NAME	ADDRESS	CITT	31	LIF	FIIONE#	FAA#	CONTACT	EWAIL	All States, excluding Fire
	Allied 100, LLC	1800 US Highway 51 North	Woodruff	WI	54568	715-358-2329	888-364-2377	Cindy Dunbar	orders@aeds.com	and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
	Enerspect Medical Solutions LLC	1175 American Pacific Pkwy, Ste C	Henderson	NV	89074	702-586-4911	702-586-4910	Angela Shelton	angela.shelton@enerspect.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
	AED Brands, LLC	95 Chastain Road, NW, Suite 302	Kennesaw	GA	30144	800-580-1375	770-429-3882	Rochella Steketee	rsteketee@aedbrands.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
AMENDED 1/27/2020	Cardio Partners, Inc. ( formerly DXE Medical)	1001 Flagpole Court	Brentwood	TN	37027	866-349-4363	844-318-0590	Mackenzie Clawson	Mackenzie.clawson@boundtree.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
	School Health Corporation	865 Muirfield Drive	Hanover Park	IL	60133	866-323-5465	800-235-1305	Andrew Wiezen	bids@schoolhealth.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
AMENDED 1/27/2020	Advantage Emergency Devices, Inc	P.O. Box 327	Amawalk	NY	10501	914-424-0743	914-245-6393	Patrick FitzGerald	Pat@AdvantageAED.com	All of US except EMS and Fire
	One Beat CPR Learning Center, Inc.	4350 Oakes Road, Suite 500	Davie	FL	33314	954-321-5305	954-321-5307	Lon Rosen	lon@onebeatcpr.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
1/27/202	0 American Red Cross	209 Fairfield Rd.	Fairfield	NJ	70004	862-373-0144	973-970-2399	Barbara Schroeder	barbara.schroeder@redcross.org	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories			<u> </u>						
1/27/202	0 General Medical Devices, Inc./AED Professionals	348 W. Colfax Street	Palatine	IL	60067	888-541-2337	866-879-7795	Michael Lall, CEO	michael@aedprocessionals.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
1/27/202	0 Rescue One Training for Life, Inc.	7621 Rickenbacker Dr	Gaithersburg	MD	20879	301-740-3390	301-740-3393	Jeremy Gruber	jgruber@rescue-one.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories			1						All O. J
1/27/202	0 Sterlington Medical Inc.	8556 Katy Freeway, Suite 101	Houston	TX	77024	713-412-0911	713-647-9294	Dereck Dietrich	dereck.dietrich@sterlongtonmedical.com	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									All Chata a such dia a Fina
1/27/202	0 Cardiac Solutions, LLC	2013 Springhill Court	Birmingham	AL	35242	205-601-9800	205-647-9294	John Seale	Jseale@cardiac-Solutions.net	All States, excluding Fire and EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									All States, excluding Fire
1/27/202	0 AED Authority Products Authorized: LIFEPAK and HeartSine AEDs and related accessories	8091 Shaffer Parkway	Littleton	СО	80127	888-970-7799	303-484-7518	Ashton Narva	ashton.narva@aedauthority.com	and EMS Customers
	Products Authorized: Lifepar and Heartsine Aeds and related accessories									All States, exlucing Fire a
1/27/202	O Coro Medical, LLC	277 Mallory Station Rd, Suite 127	Franklin	TN	37067	800-695-1209		Tommy Wilkins	tommy@coromed.us	EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									

COMMERC	IAL DEALERS - page two	AUTHORIZED DEALERS TO SE	RVICE CONTRACT - DEAL	ERS ARE	A OF COVE	RAGE MAY BE SUB.	JECT TO THE APPR	OVAL OF THAT STA	TE'S CPO OFFICE	
DATE ADDED or AMENDED	DEALER NAME	ADDRESS	CITY	ST	ZIP	PHONE#	FAX#	CONTACT	EMAIL	BOS2021-08-04 p.397/632 AREAS OF COVERAGE
AMENDED	OLIVER IVINE	ADDITECT	0111	01		THORE:	1700	CONTINUE	ENT IL	All States, exlucing Fire an
1/27/2020	Foremost Medical Equipment	75 Goodway Drive, Suite 1	Rochester	NY	14623	202.207.8372	585-586-4882	Lawrence Franche	etti   Ifranchetti@cignet.net	EMS Customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories	, , , , , , , , , , , , , , , , , , ,							-	
										All states, excluding Fire
1/27/202	MEDWheels	1322 E Houston St	San Antonio	TX	78205	210-215-2827	210-533-9457	Jane Gonzalez	jgonzalez@medwheels.com	and EMS customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories	•	•							
										All states, excluding Fire
1/27/202	Grogan's, Inc.	610 President Clinton Ave	Little Rock	AR	72201	501-223-5157	501-781-2777	Rob Callaham	rob.callaham@axpm.com	and EMS customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
										All states, excluding Fire
8/11/202	Advanced First Aid	4201 Drew Ave North	Minneapolis	MN	55422	844-277-2337	888-846-1036	Paul Mendoza	paul@afaaed.com	and EMS customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
										All states, excluding Fire
8/11/202	RETRAC INC DBA THINK SAFE INC	1445 C St SW	Cedar Rapids	IA	52404	888-473-1777	319-377-4224	Paula Wickham	PWickham@think-safe.com	and EMS customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
0/11/00	200									All states, excluding Fire
8/11/202	20 CPR1, LLC	3652 Ocean Ranch Blvd	Ocean Side	CA	92506	855-888-2771	855-801-8884	Brian Graddon	info@cpr1.com	and EMS customers
	Products Authorized: LIFEPAK and HeartSine AEDs and related accessories									
DISTRIBUT	ION CENTERS - Distribution points location (City and State)									
	Orders placed directly to Stryker: Redmond, WA and Newtown, PA									
	Orders placed directly to Allied 100, LLC: Woodruff, WI Orders placed directly to Enerspect Medical Solutions LLC: Henderson, NV									
	Orders placed directly to Enerspect Medical Solutions LLC: Henderson, NV  Orders placed directly to AED Brands, LLC: Kennesaw, GA									
	Orders placed directly to AED brailius, ELC. Refillesaw, GA									
	Orders placed directly to Cardio Partners Inc. (formally DXE Medical, Inc).: Nashville, TN	V								
	Orders placed directly to School Health Corporation: Hanover Park, IL									
	Orders Placed directly To Advantage Emergency Devices, Inc: Amawalk, NY									
	Orders placed directly to One Beat AED CPR Learning Center, Inc.: Davie, FL									
	Orders Placed directly to American Red Cross: Redmond, WA									
	Orders Placed directly to General Medical Devices Inc/AED Professionals: Palatine, II									
	Orders Placed directly to Rescue One Training for Life, Inc.: Gaithersburg, MD									
	Orders Placed directly to Sterlington Medical Inc.: Houston, TX									
	Orders Placed directly to Cardiac Solutions, LLC: Birmingham, AL									
	Orders Placed directly to AED Authority: Littleton, CO									
	Orders Placed Directly to Coro Medical, LLC: Franklin ,TN									
	Orders Placed Directly to Foremost Medical Equiptment:Rochester, NY									
	Orders Placed Directly to MEDWheels:San Antonio, TX									
	Orders Placed Directly to Grogan's Inc. (formerly AXPM): Little Rock, AK									

COMMERCIAL DEALERS - REMOVED BY MANUFACTURER'S REQUEST												
DATE REMOVED	DEALER NAME	ADDRESS	CITY	ST	ZIP	F	PHONE#	FAX#	CONTACT	EMAIL	BOS202	1-08-04 p.398/632 AREAS OF COVERAGE
1/27/2020	AED Everywhere Inc.	3241 Nite Court	Fort Collins	СО	80	0525 8	877-751-5300	877-751-5300	David Robertson	dave@onebeatcpr.com		Utah, excluding Fire and EMS
1/27/2020	Cardiac Life Products, Inc.	349 W. Commercial St, Suite 1400	East Rochester	NY	14	4445 5	585-267-7775	not provided	Mary Wynne	mwynne@cardiaclife.net		All of US except EMS and Fire
												end

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Cust/Supplier p	300 Pricing (4/29	Description	Price			
	11101-000003	AED Trainer new style training electrodes (5 pr)	\$ 37.40			
	11101-000003	AED training electrode set - (5pr), cable & pouch	\$ 63.75			
	11101-000006	Cable/connector assembly/pouch for Adult AED training electrodes	\$ 28.90			
	11101-000007	Defibrillation/ECG training electrodes	\$ 26.35			
	11101-000016	Electrode replacement infant/child reduced energy	\$ 98.60			
NASPO17 1	11101-000017	Electrode Infant/Child reduced energy starter kit	\$ 160.65			
NASPO17 1	11101-000021	Replacement Electrode Kit	\$ 123.25			
NASPO17 1	11103-000001	QUIK-COMBO training electrodes (2/PR)	\$ 24.65			
NASPO17 1	11110-000029	3-lead ECG cable for LIFEPAK 12 or LIFEPAK 20	\$ 120.70			
	11110-000040	QUIK-COMBO therapy cable for use w/LIFEPAK 12 or LIFEPAK 20	\$ 329.80			
	11110-000042	DEC-4 Cable Extension: 4'	\$ 56.10			
	11110-000066	5-Lead ECG Cable for LIFEPAK 12 or LIFEPAK 20	\$ 215.05			
	11110-000085	Defibrillation/ECG training electrode cable extension wire	\$ 188.70			
	11110-000176	DEC-8 Cable Extension: 8'	\$ 61.20			
	11111-000016	3-Wire ECG Cable	\$ 215.05			
	11111-000018	5ft Trunk cable with AHA limb leads	\$ 316.20			
	11111-000020	8ft Trunk cable with AHA limb leads	\$ 319.60			
	11111-000022	12 Lead ECG, Precordial Leads (AHA)	\$ 127.50			
	11113-000002	QUIK-COMBO Test Plug for testing QC Cable  QUIK-COMBO therapy cable for use w/LIFEPAK 15	\$ 21.25 \$ 329.80	<del>                                     </del>		
	11113-000004 11130-000037	LIFEPAK 20E Standard Adult Detachable Hard Paddles	\$ 329.80	<del>                                     </del>		
	11130-000037	Standard hard paddles for use w/LIFEPAK 15	\$ 731.00		+	+
	11131-000001	Internal paddle handles w/discharge control for use with LIFEPAK 12 or LIFEPAK 20	\$ 544.00		+	
	11131-00001	Internal paddles - 1" size (6.25" shaft length)	\$ 147.90		-	
	11131-000010	Internal paddles - 1.5" size (6.25 shaft length)	\$ 147.90		_	
	11131-000012	Internal paddles - 2" size (5.75" shaft length)	\$ 147.90			
	11131-000013	Internal paddles - 2.5" size (5.75" shaft length)	\$ 147.90			
	11131-000014	Internal paddles - 3.5" size (5" shaft length)	\$ 147.90			
NASPO17 1	11131-000019	Internal paddles - 2.5" size (8.5" shaft length)	\$ 147.90			
NASPO17 1	11131-000021	Internal paddles - 1.5" size (9" shaft length)	\$ 147.90			
NASPO17 1	11131-000022	Internal paddles - 2" size (8.75" shaft length)	\$ 147.90			
NASPO17 1	11131-000023	Internal paddles - 3.5" size (8" shaft length)	\$ 147.90			
	11131-000024	Internal paddles - 1.5" size (14.25" shaft length)	\$ 147.90			
	11133-000007	Pediatric paddle, external 1ea (2 required) multi-language	\$ 80.75			
	11140-000015	AC Power Cord	\$ 68.85			
	11140-000052	LIFEPAK 15 REDI-CHARGE Adapter Tray	\$ 175.10			
	11140-000072	AC Power Adapter	\$ 1,432.25			
	11140-000074	DC Power Adapter	\$ 1,742.50			
	11140-000078 11140-000079	Temperature Adapter Cable- 5ft Temperature Adapter Cable- 10ft	\$ 314.50			
	11140-000079	Extension Cable (5ft 3 in)	\$ 314.50 \$ 257.55			
	11140-000080	Right angle cable (10in) included with ACPA & DCPA	\$ 257.55			+
	11140-000081	Battery charger for the LIFEPAK 1000 (must be used with rechargeable battery)	\$ 390.15			+
	11140-000098	AC Power Adapter	\$ 1,432.25		-	
	11140-000099	Rechargeable Battery Charger kit, LP1000	\$ 387.20			
	11140-000100	AC/DC POWER CONVERTER, LP1000 BATTERY CHARGER	\$ 72.00			
	11140-000101	Power Cord Grounded	\$ 48.00			
	11141-000028	LIFEPAK SLA Battery	\$ 215.05			
NASPO17 1	11141-000068	LIFEPAK 20 NiMH rechargeable internal battery	\$ 153.85			
	11141-000100	LMnO2 Non-Rechargeable Battery	\$ 313.65			
	11141-000112	LIFEPAK 20e Lithium-ion Rechargeable Internal Battery	\$ 251.60			
	11141-000115	REDI-CHARGE Base	\$ 1,292.00			
	11141-000149	LIFEPAK NiCd Battery with fuel gauge 1.6amp hrs	\$ 286.45			
	11141-000160	Rechargable Li-ion Battery for LP1000- only available with purchase of new LP1000 device	\$ 58.65			
	11141-000161	Rechargable Battery Replacement for LP1000	\$ 362.95			
	11141-000162	CodeManagement Module Lithium Ion Battery	\$ 206.19			
	11141-000165	Replacement Battery Kit	\$ 212.50		_	
	11141-000166	BATTERY, D-CELL, TRAINER, LPCR2, Pack of 4  Modem door assembly	\$ 17.85			
	11150-000009 11150-000015	Internal modem (pc card modem)	\$ 59.50 \$ 294.95	<del>                                     </del>		
	11150-000015	LIFEPAK 20e Defibrillator CodeManagement Module - Wireless	\$ 294.95		+	+
	11150-000018	LIFEPAK 20e Debibrillator ModeManagement Module - Wireless & with Capnography	\$ 3,915.00			
	11160-000019	NIBP Cuff-Reusable, Infant	\$ 17.85		-	
	11160-000011	NIBP Cuff-Disposable Infant	\$ 7.65		$\dashv$	
	11160-000012	NIBP Cuff-Reusable, Child	\$ 20.40		-	
	11160-000014	NIBP Cuff-Disposable Child	\$ 8.50			
	11160-000015	NIBP Cuff-Reusable, Adult	\$ 25.50		7	
NASPO17 1		·	1			
	11160-000016	NIBP Cuff-Disposable Adult	\$ 9.35	l l	Į	
NASPO17 1	11160-000016 11160-000017	NIBP Cuff-Disposable Adult  NIBP Cuff-Reusable, Lg Adult  NIBP Cuff-Disposable Large Adult	\$ 9.35 \$ 28.05			

NACDO47	144400 000040	NIDD Coff December Adult Vierce	I th. 40.00 I I I	
NASPO17 NASPO17	11160-000019 11160-000020	NIBP Cuff-Reusable Adult X large  NIBP Cuff-Disposable X-tra Large Adult	\$ 40.80 \$ 12.75	
NASPO17	11171-000020	Masimo SET LNOP Sp02 Patient Cable- 4 foot	\$ 188.70	
NASPO17	11171-000007	Masimo SET LNOP Sp02 Fatient Cable 4 1001  Masimo SET LNOP Sp02 Sensor - Adult Reusable	\$ 322.15	
NASPO17	11171-000007	Masimo SET LNOP Sp02 Patient Cable - 8 foot	\$ 237.15	
NASPO17	11171-000009	Masimo SET LNOP Sp02 Patient Cable - 12 foot	\$ 294.95	
NASPO17	11171-000010	Masimo SET LNOP Sp02 Sensor -Pediatric Reusable	\$ 312.80	
NASPO17	11171-000011	Masimo SET LNOP Sp02 Sensor -Adult Disposable (1 box of 20 sensors)	\$ 340.85	
NASPO17	11171-000012	Masimo SET LNOP Sp02 Sensor -Pediatric Disposable (1 box of 20 sensors)	\$ 379.10	
NASPO17	11171-000016	Masimo SET LNCS Patient Cable - 10 foot	\$ 249.05	
NASPO17	11171-000017	Masimo SET LNCS Adult Reusable Sensor	\$ 276.25	
NASPO17	11171-000018	Masimo SET LNCS Pediatric Reusable Sensor	\$ 255.85	
NASPO17	11171-000019	Masimo SET LNCS Adult Disposable Sensors (box of 20)	\$ 275.40	
NASPO17	11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (box of 20)	\$ 312.80	
NASPO17	11171-000024	Masimo SET LNCS Patient Cable - 4 foot	\$ 175.95	
NASPO17	11171-000025	Masimo SET LNCS Patient Cable - 14 foot	\$ 372.30	
NASPO17	11171-000027	Masimo SET LNCS 4' extension (for Nellcor equipped units)	\$ 215.90	
NASPO17	11171-000028	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	\$ 385.90	
NASPO17	11171-000029	Masimo SET LNCS Neonatal Pt L Disposable Sensor (box of 20)	\$ 422.45	
NASPO17	11171-000031	Masimo SET LNCS Infant Disposable Sensor (box 0f 20)	\$ 385.90	
NASPO17	11171-000032	Rainbow DCI-DC8, Adult Reuse Sensor, 8 ft	\$ 862.75	
NASPO17	11171-000033	Rainbow DCP-DC9, Pedi Reuse Sensor, 8 ft	\$ 862.75	
NASPO17	11171-000034	Masimo SET LNOP Sp02 Sensor -Neonatal (<10 KG) Disposable (1 box of 20 sensors)	\$ 501.50	
NASPO17	11171-000036	Masimo SET LNOP Sp02 Sensor Infant Disposable (1 box of 20 sensors)	\$ 414.80	
NASPO17	11171-000037	RC-04, Patient Cable, 4 ft. , 1/box	\$ 211.65	
NASPO17	11171-000038	RC-12, Patient Cable, 12 ft. , 1/box	\$ 315.35	
NASPO17	11171-000039	M-LNCS Adtx, Adult Adhesive Sensor, 18-inch, 20/box	\$ 285.60	
NASPO17	11171-000040	M-LNCS Pdtx, Pediatric Adhesive Sensor, 18-inch, 20/box	\$ 303.45	
NASPO17	11171-000041	M-LNCS Inf, Infant Adhesive Sensor, 18-inch, 20/box	\$ 374.85	
NASPO17	11171-000042	M-LNCS Neo, Neonatal/Adult Adhesive Sensor, 18-inch, 20/box	\$ 374.85	
NASPO17	11171-000043	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	\$ 410.55	
NASPO17 NASPO17	11171-000046	M-LNCS DCI, Adult Reusable Sensor, 1/box	\$ 255.85	
NASPO17	11171-000047	M-LNCS DCIP, Pediatric Reusable Sensor, 1/box Rainbow DCI Adt Reusable Sensor, 1/box	\$ 255.85 \$ 544.00	
NASPO17	11171-000049 11171-000050	Rainbow DCIP PED REUSABLE Sensor	\$ 544.00	
NASPO17	11171-000050	DBI-dc8, Adult Soft Reusable Direct Connect SpO2 Sensor, 8 ft., 1/box	\$ 607.75	
NASPO17	11171-000051	DIGITBOOT LNCS DB1, ADT REUSABLE SENSOR, REF 2653	\$ 284.75	
NASPO17	11171-000052	DIGITBOOT ENGS BB1, AB1 NEGGABLE SENGON, NET 2003  DIGITBOOTRED DB1-DC8, ADTREUSABLESENSOR, REF 2644	\$ 607.75	
NASPO17	11171-000054	Reuseable Light Shield, 5 /box	\$ 55.25	
NASPO17	11171-000055	Disposable Light Shield 10/pack	\$ 52.70	
NASPO17	11171-000082	Masimo RC Patient Cable - EMS 4 ft	\$ 200.00	
NASPO17	11210-000001	Wall mount bracket for AED	\$ 103.70	
NASPO17	11210-000002	BSS2 wall mount bracket	\$ 111.35	
NASPO17	11210-000026	AED Wall Cabinet with alarm, fire rated - semi-recessed, rolled edges	\$ 408.00	
NASPO17	11210-000027	AED Wall Cabinet with alarm, fire rated - recessed, square edges	\$ 388.45	
NASPO17	11210-000028	AED Floor Stand Cabinet with alarm- White	\$ 960.50	
NASPO17	11210-000029	AED Floor Stand Cabinet with alarm- Grey	\$ 998.75	
NASPO17	11210-000046	New Wall Bracket - White/Red	\$ 38.25	
NASPO17	11210-000047	New Wall Bracket - Green	\$ 38.25	
NASPO17	11220-000025	Battery pouch for the LIFEPAK 500	\$ 56.95	
NASPO17	11220-000028	Top Pouch for the LP12/LP15	\$ 48.45	
NASPO17	11220-000076	Wall Cabinet, standard, surface mount, SS	\$ 476.00	
NASPO17	11220-000077	Wall Cabinet, standard, semi-recessed, SS	\$ 429.25	
NASPO17	11220-000078	Wall Cabinet, small, fully recessed, SS	\$ 408.00	
NASPO17	11220-000079	AED Wall Cabinet with alarm - surface mount, rolled edges	\$ 283.05	
NASPO17	11220-000083	AED Wall Cabinet with alarm and strobe -surface mount, rolled edges	\$ 347.65	
NASPO17	11220-000084	AED Wall Cabinet with alarm and strobe - surface mount, rolled edges	\$ 497.25	
NASPO17	11220-000093	LIFEPAK WALL BOX, PLASTIC	\$ 340.00	
NASPO17	11230-000018	LP20 Serial Port Cable	\$ 106.25	
NASPO17 NASPO17	11230-000019	LP20 Configuration Transfer Cable	\$ 106.25	
NASPO17 NASPO17	11230-000020	Serial port cable  ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	\$ 137.70	
NASPO17 NASPO17	11240-000013 11240-000016	Strip chart recorder paper, 100mm 2 rolls/bx (1-49)	\$ 17.00 \$ 17.85	
NASPO17	11240-000016	ECG printer paper, 50mm x 30m 3rolls/bx (1-49)	\$ 17.00	
NASPO17	11240-000031	Strip chart recorder paper, 100mm 2rolls/bx (1-49)	\$ 17.85	
	11250-000032	Adult AED QUIK-PAK Training Electrode Set (Box of 5 pair)	\$ 68.85	
NASPO17		Replacement infant/child AED training electrodes	\$ 36.55	
NASPO17				
NASPO17	11250-000042	·		
NASPO17 NASPO17	11250-000042 11250-000043	Cable/connector assembly/pouch for infant/child AED training electrodes	\$ 42.50	
NASPO17 NASPO17 NASPO17	11250-000042 11250-000043 11250-000045	Cable/connector assembly/pouch for infant/child AED training electrodes Infant/child AED training electrodes training set	\$ 42.50 \$ 63.75	
NASPO17 NASPO17	11250-000042 11250-000043	Cable/connector assembly/pouch for infant/child AED training electrodes	\$ 42.50	

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NASPO17 NASPO17	11250-000141	USB, BLUETOOTH, TRAINER, LPCR2	\$	41.65	_	
NASPO17	11250-000142 11250-000144	USB, REPROGRAMMING, TRAINER, LPCR2, CR2T-1.0S  MANIKIN, TRAINER, LPCR2	\$ \$	22.95 21.25	+	
NASPO17	11250-000144	TRAY, ELECTRODE, TRAINER, LPCR2	\$	131.75	+	
NASPO17	11250-000147	KIT, SHIPPING, DEMO, LPCR2, ENGLISH	\$	594.15	_	
NASPO17	11250-000162	KIT, SHIPPING, TRAINER, LPCR2, ENGLISH	\$	551.65	+	
NASPO17	11250-000178	Replacement Handle Kit	\$	21.25	1	
NASPO17	11260-000016	QUIK-COMBO Accessory pouch for LP20	\$	51.85	T	
NASPO17	11260-000018	LP20 Basic Carry Case	\$	136.00	T	
NASPO17	11260-000023	LIFEPAK 1000 Hard shell, watertight carrying case	\$	291.55		
NASPO17	11260-000039	LIFEPAK 15 Carry case back pouch	\$	69.70		
NASPO17	11260-000043	LP20 Top Pouch	\$	54.40		
NASPO17	11260-000044	TrueCPR Carry Case	\$	66.12		
NASPO17	11260-000045	Carry Case for LIFEPAK 20/20e Defibrillator with Module	\$	189.66		
NASPO17	11260-000047	Carry Case Kit	\$	73.95	_	
NASPO17	11260-000048	ASSY, CARRY TOTE, TRAINER, LPCR2, ENGLISH	\$	42.50		
NASPO17	11425-000001	Accessory pounch for 3-wire cable and/or other accessories	\$	56.10	_	
NASPO17	11425-000007	BAG ASSEMBLY, NO STRAP,LIFEPAK 1000	\$	119.85	_	
NASPO17	11425-000012	LIFEPAK 1000 Replacement Shoulder Strap for carry case	\$	37.40	_	
NASPO17	11512-000001	Replacement Lid Kit	\$	61.20	_	
NASPO17 NASPO17	11512-000002	Handle Kit	\$	21.25	+	
NASPO17 NASPO17	11516-000091 11516-000114	HeartSine SAM 360P AED Trainer  Backpack for HeartSine AED	\$ \$	357.00 124.10	+	
NASPO17	11576-000114	LUCAS 1 Carry Bag (Backpack)	\$	501.50	 +	
NASPO17	11576-000035	Patient Strap (each)	\$	90.10	+	
NASPO17	11576-000038	LUCAS 2 Carrying Bag	\$	292.40	+	
NASPO17	11576-000039	LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)	\$	605.20	 +	
NASPO17	11576-000046	LUCAS 2 Disposable Suction Cup (3 pack)	\$	119.00	$\dashv$	
NASPO17	11576-000047	LUCAS 2 Disposable Suction Cup (12 pack)	\$	423.30	<b>-</b>  -	
NASPO17	11576-000048	LUCAS 2 12V Car Cable	\$	120.70	<b>-</b>  -	
NASPO17	11576-000050	Patient Strap (Secures patient's arms to support legs of LUCAS - 1pr)	\$	86.70		
NASPO17	11576-000051	Patient Strap (secures patient's arms to support legs of LUCAS - 3 pack)	\$	229.50	T	
NASPO17	11576-000052	Back Plate Grip Tape	\$	38.25		
NASPO17	11576-000053	Back Plate Grip Tape (3 pack)	\$	97.75		
NASPO17	11576-000060	LUCAS 2 Stand-alone Battery Charger	\$	994.50		
NASPO17	11576-000064	LUCAS PCI BACK PLATE	\$ 2	2,992.00		
NASPO17	11576-000070	LUCAS 2 Rubber Bumper	\$	36.55		
NASPO17	11576-000071	Lucas Power Supply	\$	312.80		
NASPO17	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	\$	605.20		
NASPO17	11576-000081	LUCAS Carrying Case, Hard Shell	\$	382.50	_	
NASPO17	11576-000088	LUCAS Slim Back Plate	\$	335.75	_	
NASPO17 NASPO17	11576-000089	Grip Tape, LUCAS Slim Back Plate Grip Tape (3-pack), LUCAS Slim Back Plate	\$	23.80	_	
NASPO17	11576-000090	LUCAS 3 Bumpers (Black)	\$ \$	57.80 35.70		
NASPO17	11576-000091 11576-000094	LUCAS 3 Burnipers (black)  LUCAS Carrying Case, Hard Shell	\$	390.15		
NASPO17	11577-000094	LIFEPAK 15 Shoulder strap	\$	31.45	+	
NASPO17	11577-000001	LIFEPAK 15 Basic carry case w/ right & left pouches	\$	272.00	_	
NASPO17	11577-000002	Station Battery Charger - For the LP15		1,581.00	+	
NASPO17	11577-000011	Mobile Battery Charger - FOR THE LP15		1,721.25	<del>-  </del> -	
NASPO17	11577-000019	LP15 Power Attachment Kit	\$	49.30	+	
NASPO17	11600-000022	CODE-STAT 10 Data Review Seat		2,299.25	$\top$	
NASPO17	11600-000024	CODE-STAT Maintenance Subscription (3 Years)		1,625.00	T	
NASPO17	11996-000001	FilterLine H Set Infant/Neonatal (box of 25)	\$	476.00		
NASPO17	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect	\$	35.21	J	
NASPO17	11996-000048	Disposable Adhesive bandage wrap for OXI-A/N (2 bags of 50)	\$	101.15	I	
NASPO17	11996-000049	Disposable Adhesive bandage wrap for OXI-P/I (2 bags of 50)	\$	101.15		
NASPO17	11996-000060	Durasensor - Adult finger sensor	\$	266.05		
NASPO17	11996-000061	Oxiband Adult/Neonatal Sensor	\$	201.45		
NASPO17	11996-000062	Oxiband Pediatric/Infant Sensor	\$	201.45	 _	
NASPO17	11996-000080	FilterLine H Set Adult/Pediatric (box of 25)	\$	381.65	 _	
NASPO17 NASPO17	11996-000081	FilterLine Set Adult/Pediatric (box of 25)	\$	243.10	 _	
1NIA S DC 117		Nasal FilterLine Set Infant/Neonatal (box of 25)	\$	255.85	 +	
	11996-000082	Floatrodo EDCE OLIIV COMPO DTS	Φ	20.40	 1	
NASPO17	11996-000090	Electrode EDGE QUIK-COMBO RTS	\$	39.10	+	
NASPO17 NASPO17	11996-000090 11996-000091	Electrode EDGE QUIK-COMBO Adult	\$	30.64		
NASPO17 NASPO17 NASPO17	11996-000090 11996-000091 11996-000092	Electrode EDGE QUIK-COMBO Adult Electrode EDGE Fast-Patch Plus	\$	30.64 18.70		
NASPO17 NASPO17 NASPO17 NASPO17	11996-000090 11996-000091 11996-000092 11996-000093	Electrode EDGE QUIK-COMBO Adult Electrode EDGE Fast-Patch Plus Electrode EDGE QUIK-COMBO pediatric RTS	\$ \$ \$	30.64 18.70 36.85		
NASPO17 NASPO17 NASPO17 NASPO17 NASPO17	11996-000090 11996-000091 11996-000092 11996-000093 11996-000106	Electrode EDGE QUIK-COMBO Adult Electrode EDGE Fast-Patch Plus Electrode EDGE QUIK-COMBO pediatric RTS DURA-Y Multisite sensor (reusable)	\$ \$ \$ \$	30.64 18.70 36.85 578.00		
NASPO17 NASPO17 NASPO17 NASPO17 NASPO17	11996-00090 11996-00091 11996-00092 11996-00093 11996-000106 11996-000113	Electrode EDGE QUIK-COMBO Adult Electrode EDGE Fast-Patch Plus Electrode EDGE QUIK-COMBO pediatric RTS DURA-Y Multisite sensor (reusable) Oxisensor II adult sensor (24/BX)	\$ \$ \$ \$ \$	30.64 18.70 36.85 578.00 573.75		
NASPO17 NASPO17 NASPO17 NASPO17 NASPO17 NASPO17 NASPO17	11996-00090 11996-00091 11996-00092 11996-00093 11996-000106 11996-000113 11996-000114	Electrode EDGE QUIK-COMBO Adult Electrode EDGE Fast-Patch Plus Electrode EDGE QUIK-COMBO pediatric RTS DURA-Y Multisite sensor (reusable) Oxisensor II adult sensor (24/BX) Oxisensor II adult sensor, long cable (24/BX)	\$ \$ \$ \$	30.64 18.70 36.85 578.00 573.75 926.50		
NASPO17 NASPO17 NASPO17 NASPO17 NASPO17	11996-00090 11996-00091 11996-00092 11996-00093 11996-000106 11996-000113	Electrode EDGE QUIK-COMBO Adult Electrode EDGE Fast-Patch Plus Electrode EDGE QUIK-COMBO pediatric RTS DURA-Y Multisite sensor (reusable) Oxisensor II adult sensor (24/BX)	\$ \$ \$ \$ \$	30.64 18.70 36.85 578.00 573.75		

NASPO17	11996-000120	SmartCapnoLine - Pediatric patients <44lbs (box of 25)	\$ 273.70		
NASPO17	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	\$ 368.90		
NASPO17	11996-000162	SmartCapnoLine Plus - Adult/Intermediate patients >44lbs (box of 25)	\$ 273.70		
NASPO17 NASPO17	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (box of 25)	\$ 303.45		
NASPO17	11996-000164 11996-000165	FilterLine Set Long Adult/Pediatric (box of 25)  SmartCapnoLine Plus Long w/O2 - Adult/Intermediate patients>44lbs (box of 25)	\$ 272.85 \$ 385.90		
NASPO17	11996-000165	SmartCapnoLine Plus - Adult/Intermediate patients>44lbs (Cs of 100)	\$ 994.50		
NASPO17	11996-000167	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs (Cs of 100)	\$ 1,071.00		
NASPO17	11996-000183	MNC-1 Adapter Cable - 10 foot	\$ 463.25		
NASPO17	11996-000198	MNC-1 Adapter Cable - 4 foot	\$ 439.45		
NASPO17	11996-000278	LUCAS 1 Connector - Chemtron Air	\$ 314.50		
NASPO17	11996-000279	LUCAS 1 Connector - Ohmeda Air	\$ 314.50		
NASPO17	11996-000280	LUCAS 1 Connector - Puritan Bennet Air	\$ 314.50		
NASPO17	11996-000281	LUCAS 1 Connector - Diss Air	\$ 314.50		
NASPO17	11996-000282	LUCAS 1 Connector - Schrader Air	\$ 314.50		
NASPO17	11996-000283	LUCAS 1 Connector - Oxequip Air	\$ 314.50		
NASPO17	11996-000285	LUCAS 1 Regulator	\$ 539.75		
NASPO17	11996-000309	Surface mount bracket	\$ 964.75		
NASPO17	11996-000310	QUIK-COMBO 3-lead Patient Simulator	\$ 675.75		
NASPO17	11996-000311	QUIK-COMBO 12-lead Patient Simulator	\$ 777.75		
NASPO17	11996-000323	Masimo SET Red LNCS Patient Cable - 4 foot	\$ 175.10	$\vdash$	
NASPO17 NASPO17	11996-000324	Masimo SET Red LNCS Patient Cable - 10 foot	\$ 213.35	$\vdash$	
NASPO17 NASPO17	11996-000325	Masimo SET Red LNCS Patient Cable - 14 foot  Masimo SET RED LNOP Patient Cable - 4 foot	\$ 360.40	<del>                                     </del>	+
NASPO17 NASPO17	11996-000326 11996-000327	Masimo SET RED LNOP Patient Cable - 4 foot  Masimo SET RED LNOP Patient Cable - 8 foot	\$ 214.20 \$ 255.00	+-+	
NASPO17	11996-000327	Masimo SET RED LNOP Patient Cable - 3 toot	\$ 360.40		+
NASPO17	11996-000328	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	\$ 380.40	<del>                                     </del>	+
NASPO17	11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 foot	\$ 616.25		
NASPO17	11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	\$ 334.90		
NASPO17	11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 foot	\$ 616.25		
NASPO17	11996-000335	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 3 foot	\$ 752.25		
NASPO17	11996-000336	Masimo SET Rainbow Adult Reusable Direct Connect Sensor - 12 foot	\$ 1,028.50		
NASPO17	11996-000337	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 3 foot	\$ 752.25		
NASPO17	11996-000338	Masimo SET Rainbow Pediatric Reusable Direct Connect Sensor - 12 foot	\$ 1,028.50		
NASPO17	11996-000339	Rainbow R25, Adult Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 607.75		
NASPO17	11996-000340	Rainbow R20, Pediatric Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 629.00		
NASPO17	11996-000341	Rainbow R25-L, Adult/Neo Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 607.75		
NASPO17	11996-000342	Rainbow R20-L, Infant Adhesive Sensors (SpO2, SpCO and SpMet), 10/box	\$ 629.00		
NASPO17	11996-000359	Temp Sensor, Skin Probe, High Dielectric, Disp (box of 20)	\$ 124.10		
NASPO17 NASPO17	11996-000360	Temp Sensor, Esophageal-Rectal, 9FR, Disp (box of 20)	\$ 132.60		
NASPO17 NASPO17	11996-000365 11996-000369	RED MNC ADAPTER CABLE, 4FT,2641  Monitor to PC USB Cable for connecting LIFEPAK 12 or LIFEPAK 15 to a PC	\$ 688.50 \$ 249.90		
NASPO17	11996-000369	LP15 bed Connector	\$ 128.35	<del></del>	
NASPO17	11996-000374	Cable DC Input LP15 Battery Charger	\$ 67.15		
NASPO17	11996-000390	LIFEPAK 12 NIBP Hose, 12'	\$ 52.70		
NASPO17	11996-000391	LIFEPAK 12 NIBP Hose, 9'	\$ 52.70		
NASPO17	11996-000392	LIFEPAK 12 NIBP Hose, coiled 9'	\$ 52.70		
NASPO17	11996-000393	McGRATH MAC EMS Video Laryngoscope	\$ 2,392.50		
NASPO17	11996-000394	McGRATH 3.6V EMS Battery	\$ 52.20		
NASPO17	11996-000398	McGRATH X3 Laryngoscope Blades, Box of 10	\$ 243.60		
NASPO17	11996-000414	McGRATH MAC 2 Laryngoscope Blades, Box of 10	\$ 139.20		
NASPO17	11996-000415	McGRATH MAC 3 Laryngoscope Blades, Box of 10	\$ 139.20		
NASPO17	11996-000416	McGRATH MAC 4 Laryngoscope Blades, Box of 10	\$ 139.20	$\perp \perp$	
NASPO17	11996-000441	Wall Cabinet, Rotaid Plus, With Alarm, White	\$ 40.80	$\vdash$	
NASPO17	11996-000443	Wall Cabinet, Rotaid Plus, With Alarm, Red	\$ 259.25	$\vdash$	
NASPO17 NASPO17	11996-000445	Wall Cabinet, Rotaid Solid Plus, with Alarm, White	\$ 22.95	$\vdash$	+
NASPO17 NASPO17	11996-000447	Wall Cabinet, Rotaid Solid Plus, with Alarm, Red	\$ 31.45 \$ 31.45	<del>                                     </del>	
NASPO17 NASPO17	11996-000449 11996-000451	Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, White Wall Cabinet, Rotaid Solid Plus, Heat, with Alarm, Red	\$ 31.45 \$ 22.95	+-+	
NASPO17	11996-000451	4G Modem: Verizon Cellular non-Kore (customer data plan)	\$ 22.95	+	+
NASPO17	11996-000471	4G Modem: Verizon Cellular Kore (Gtryker data plan)	\$ 1,048.35	$\vdash$	+
NASPO17	11996-000474	4G Modem: AT&T Cellular Kore (Stryker data plan)	\$ 1,048.35	<del>                                     </del>	
NASPO17	11998-000292	Wall Cabinet - Semi-recessed for AED, 3" Trim	\$ 277.10	<del>                                     </del>	
NASPO17	11998-000293	Wall Cabinet - Fully-recessed for AED, 1.5" Trim	\$ 236.30		
NASPO17	11998-000320	Ambu Res-Cue Key First Responder Kit	\$ 32.30		
NASPO17	11998-000321	Ambu Res-Cue Mask First Responder Kit	\$ 39.95		
NASPO17	11998-000326	LIFEPAK 15 internal paddles adapter cable	\$ 254.15		<u> </u>
NASPO17	11998-000327	AED Wall Sign Ilcor w/logo, Flat,8x10	\$ 22.10		
NASPO17	11998-000328	AED Wall Sign Ilcor w/logo, T-mount, 8x10	\$ 30.60		
NASPO17	11998-000329	AED Wall Sign Ilcor w/logo, Tent, 7x8	\$ 30.60		
NASPO17	11998-000330	AED Wall Sign Traditional w/logo, Flat, 8x10	\$ 22.10	$\vdash$	
NASPO17	11998-000331	AED Wall Sign Traditional w/logo, T-mount, 8x10	\$ 30.60		

NASPO17	11998-000332	AED Wall Sign Traditional w/logo, Tent, 7x8	\$ 30.60		
NASPO17	11998-000333	AED Wall Sign Traditional w/o logo, T-mount, 8x10	\$ 30.60		
NASPO17	21250-000003	DOOR, BATTERY, 3 PACK, TRAINER, LPCR2	\$ 14.45		
NASPO17	21250-000004	ASSY, LID, LOCALIZED, TRAINER, LPCR2, ENGLISH	\$ 18.70		
NASPO17	21300-005847	Signagel, gel	\$ 4.25		
NASPO17	21300-008054	4-Wire Cable Comb (10- Pack)	\$ 47.60		
NASPO17	21300-008055	6-Wire Cable Comb (10- Pack)	\$ 47.60		
NASPO17	21300-008143	CABLE, USB2.0 A MALE TO MICRO-B, L 5.5FT	\$ 12.75		
NASPO17	21300-008146	LIFEPAK 15 NIBP Hose, 12'	\$ 52.70		
NASPO17	21300-008147	LIFEPAK 15 NIBP Hose, 9'	\$ 52.70		
NASPO17	21300-008148	LIFEPAK 15 NIBP Hose, 9' coiled	\$ 52.70		
NASPO17	21300-008152	COVER, USB PORT, LPCR2	\$ 8.50		
NASPO17	21330-000996	ASSY-LP20 DOCKING STATION	\$ 323.85		
NASPO17	21330-001024	ADAPTER ASSY-ELECTRODE,HARD PADDLE,PAD PRINTED	\$ 73.95		
NASPO17	21330-001176	LP15 Lithium-ion Battery 5.7 amp hrs	\$ 398.65		
NASPO17	21330-001357	LIFEPAK 15 In-service Video - DVD format	\$ 30.60		
NASPO17	21330-001365	Test load (for use with QUIK COMBO therapy cable)	\$ 89.25		
NASPO17	21340-000706	LIFENET PC Gateway	\$ 388.89		İ
NASPO17	21576-000074	LUCAS Stabilization Strap	\$ 78.20		
NASPO17	21576-000075	LUCAS Stabilization Strap (4 pack)	\$ 250.75		
NASPO17	21996-000044	LUCAS Back Plate	\$ 322.15		
NASPO17	21996-000061	LUCAS 1 Extention Hose	\$ 290.70		
NASPO17	21996-000109	TITAN III -Wifi Gateway	\$ 900.45		
NASPO17	21996-000110	Titan III Trio – WiFi &Cellular& Fast Audio Gateway, No Sim	\$ 2,288.10		
NASPO17	21996-000111	Titan III Trio – WiFi & Cellular & Fast Audio Gateway, No Gilli	\$ 2,366.40		
NASPO17	21996-000111	Titan III – WiFi & Cellular Gateway, No Sim	\$ 1,405.05	<del>                                     </del>	
NASPO17	26500-002040	Quik reference Instruction Card for AED and CPR instruction	\$ 1,405.05	<b></b>	
NASPO17	26500-002040	Quick Reference Instruction Card LIFEPAK 1000	\$ 5.95	<b></b>	
NASPO17	26500-002408	LIFEPAK 15 Operating Instructions	\$ 61.20		
NASPO17	26500-002408	TAG,LOCAL EMERGENCY CONTACT NUMBER,911,MULTI	\$ 4.25		
NASPO17	350-STR-US-10	HeartSine SAM 350P AED	\$ 949.00		
NASPO17	350-STR-US-AV	HeartSine SAM 350P AED  HeartSine SAM 350P AED	\$ 1,050.12		
NASPO17					
NASPO17	360-STR-US-10	HeartSine SAM 360P AED, Fully-automatic	\$ 1,044.14		
		HeartSine SAM 360P AED Aviation, Fully-Automatic	\$ 1,109.96		
NASPO17	44500-000001	12-Leads Made Easy Web-based training program	\$ 48.45		
NASPO17	44500-000003	Capno Made Easy Web Based Training	\$ 48.45		
NASPO17	450-STR-US-10	HeartSine SAM 450P AED	\$ 1,325.00		
NASPO17		HeartSine SAM 450P AED Avaition	\$ 1,243.54		
NASPO17	70507-000061	LIFEPAK 20e Defibrillator/Monitor	\$ 7,738.65		
NASPO17	70507-000080	LIFEPAK 20e Defibrillator/Monitor with Pacing Package	\$ 8,869.65		
NASPO17	70507-000081	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo and Legacy Nellcor enabled))	\$ 10,348.65		
NASPO17	70507-000091	LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO2 Package (Masimo)	\$ 10,000.65		
NASPO17	80514-000264	HeartSine SAM 350P AED Aviation, Semi Automatic	\$ 1,050.12		
NASPO17	80514-000309	HeartSine SAM 360P AED, Fully-automatic	\$ 1,044.14		
NASPO17	80514-000312	HeartSine SAM 360P AED Aviation, Fully-Automatic	\$ 1,109.96		
NASPO17	80515-000127	HeartSine SAM 450P AED Aviation, Semi-Automatic	\$ 1,243.54		
NASPO17	80596-000003	TrueCPR Coaching Device	\$ 1,561.65		
NASPO17	81700-000001	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG, EtCO2, 2 IP Cha			
NASPO17	81700-000002	Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT, Temp)	\$ 33,356.67		
NASPO17	81700-000003	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, EtCO2)	\$ 22,714.83		-
NASPO17	81700-000004	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT)	\$ 32,215.23		+
NASPO17 NASPO17	81700-000005 81700-000006	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT) Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12- Lead ECG, EtCO2, 2 IP Ch	\$ 20,431.08	-	
NASPO17	81700-000006	Bundle: LIFEPAK 15 W. ACPA (Trending, Masimo Spoz, Spoot, Spiwer, NibP, 12- Lead ECG, EtCOz, 2 IP Citi Bundle: LIFEPAK 15 W. ACPA (Standard)	\$ 14,219.28	$\vdash$	
	81701-000001	Bundle: LIFEPAK 15 W/ ACFA (Standard)  Bundle: LIFEPAK 20e w/ CodeManagement Module (Wireless)	\$ 9,000.15		
NASPO17	81701-000002	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless)	\$ 10,131.15		
NASPO17	81701-000003	Bundle: LIFEPAK 20e (Pacing & Masimo SpO2) w/ CodeManagement Module (Wireless)	\$ 11,262.15		
NASPO17	81701-000004	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module (Wireless)	\$ 11,610.15		
NASPO17	81701-000005	Bundle: LIFEPAK 20e w/ CodeManagementModule (Wireless & EtCO2)	\$ 11,653.65		
NASPO17	81701-000006	Bundle: LIFEPAK 20e (Pacing) w/ CodeManagement Module (Wireless & EtCO2)	\$ 12,784.65		
NASPO17	81701-000007	Bundle: LIFEPAK 20e (Pacing and Masimo SpO2) w/ CodeManagement Module (Wireless & EtCO2)	\$ 13,915.65		1
NASPO17	81701-000008	Bundle: LIFEPAK 20e (Pacing & Masimo/Legacy Nellcor SpO2) w/ CodeManagement Module(Wireless & EtCO		<b> </b>	
NASPO17	99425-000023	LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	\$ 2,180.00		1
NASPO17 NASPO17	99425-000025	LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	\$ 2,516.25		+
	99512-001261	LPCR2 Semi-automatic, WIFI,English, Bag	\$ 1,818.75		1
NIACDO47	99512-001262	LPCR2 Semi-automatic, WIFI,English, Handle	\$ 1,762.50		
NASPO17	00540 004655		\$ 1,968.75		
NASPO17	99512-001263	LPCR2 Fully-automatic, WIFI,English, Bag	-	-	
NASPO17 NASPO17	99512-001264	LPCR2 Fully-automatic, WIFI,English, Handle	\$ 1,912.50		
NASPO17 NASPO17 NASPO17	99512-001264 99512-001265	LPCR2 Fully-automatic, WIFI,English, Handle LPCR2 Semi-automatic, WIFI,English-Spanish, Bag	-		
NASPO17 NASPO17 NASPO17 NASPO17	99512-001264	LPCR2 Fully-automatic, WIFI,English, Handle	\$ 1,912.50		
NASPO17 NASPO17 NASPO17	99512-001264 99512-001265	LPCR2 Fully-automatic, WIFI,English, Handle LPCR2 Semi-automatic, WIFI,English-Spanish, Bag	\$ 1,912.50 \$ 1,875.00		
NASPO17 NASPO17 NASPO17 NASPO17	99512-001264 99512-001265 99512-001266	LPCR2 Fully-automatic, WIFI,English, Handle LPCR2 Semi-automatic, WIFI,English-Spanish, Bag LPCR2 Semi-automatic, WIFI,English-Spanish, Handle	\$ 1,912.50 \$ 1,875.00 \$ 1,818.75		
NASPO17 NASPO17 NASPO17 NASPO17 NASPO17	99512-001264 99512-001265 99512-001266 99512-001267	LPCR2 Fully-automatic, WIFI,English, Handle LPCR2 Semi-automatic, WIFI,English-Spanish, Bag LPCR2 Semi-automatic, WIFI,English-Spanish, Handle LPCR2 Fully-automatic, WIFI,English-Spanish, Bag	\$ 1,912.50 \$ 1,875.00 \$ 1,818.75 \$ 2,025.00		

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NASPO17	99512-001435	LPCR2 USB Semi-automatic, English, Handle	\$ 1,721.25	
NASPO17	99576-000063	LUCAS 3, 3.1, IN SHIPPING BOX, EN	\$ 13,876.50	
NASPO17	99576-000083	LUCAS 3, 3.1, TRAINING UNIT, EN	\$ 8,221.50	
NASPO17	99577-001368	LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	\$ 20,640.75	
NASPO17	99577-001372	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channe	\$ 35,165.40	
NASPO17	99577-001373	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$ 34,571.19	
NASPO17	99577-001588	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 33,429.75	
NASPO17	99577-001930	LIFEPAK 15 Standard	\$ 12,419.25	
NASPO17	99577-001931	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	\$ 19,635.90	
NASPO17	99577-001932	LIFEPAK 15 Trending, Masimo SpO2, NIBP,EtCO2	\$ 20,914.80	
NASPO17	99577-001933	LIFEPAK 15 Trending, Masimo SpO2, NIBP,12-Lead	\$ 24,842.85	
NASPO17	99577-001934	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	\$ 27,400.65	
NASPO17	99577-001935	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	\$ 30,415.20	
NASPO17	99577-001936	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet NIBP, 12-Lead, EtCO2	\$ 33,429.75	
NASPO17	99577-001937	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2 Invasive Pressure Channels	\$ 35,165.40	
NASPO17 NASPO17	99577-001938	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature LIFEPAK 15 Bluetooth	\$ 31,556.64	
NASPO17	99577-001939 99577-001941	LIFEPAK 15 Didetouti	\$ 12,419.25	
NASPO17	99577-001941	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	\$ 14,520.30 \$ 25,939.05	
NASPO17	99577-001943	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	\$ 18,631.05	+
NASPO17	99577-001944	LIFEPAK 15 Trending, Masimo SpO2, Bluetooth	\$ 16,621.35	+
NASPO17	99577-001946	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	\$ 17,169.45	+
NASPO17	99577-001947	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$ 19,179.15	<del>                                     </del>
NASPO17	99577-001948	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$ 19.727.25	
NASPO17	99577-001950	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	\$ 20,914.80	
NASPO17	99577-001951	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	\$ 21,462.90	
NASPO17	99577-001952	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	\$ 23,929.35	
NASPO17	99577-001953	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, Bluetooth	\$ 24,842.85	
NASPO17	99577-001955	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 27,400.65	
NASPO17	99577-001956	LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$ 28,542.09	
NASPO17	99577-001957	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 30,415.20	
NASPO17	99577-001958	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2,Bluetooth, Temp	\$ 31,556.64	
NASPO17	99577-001959	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 23,015.85	
NASPO17 NASPO17	99577-001960 99577-001962	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Blue	\$ 29,136.30	
NASPO17	99577-001962	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bide		
NASPO17	99577-001964	LIFEPAK 15 Trending, Nelicor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$ 27,948.75	
NASPO17	99577-001966	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$ 23,198.55	
NASPO17	99996-000117	LP1000 Trainer	\$ 879.75	
NASPO17	BUN-LUCAS3.1	Bundle LUCAS 3.1 Chest Compression Device including back plate, 1 battery, neck straps, carry case and 5 ye	*	
NASPO17	PAD-ACC-02	USB Data Download Cable - HeartSine	\$ 31.45	
NASPO17	PAD-BAG-01	Carry Case for HeartSine AED	\$ 46.75	
NASPO17		•	•	
	PAD-BAG-02	Backpack for HeartSine AED	\$ 124.10	
NASPO17	PAD-CAB-02	Wall Bracket for HeartSine AED	\$ 71.40	
NASPO17	PAD-CAB-04	HeartSine Wall Cabinet with Alarm	\$ 130.90	
NASPO17	PAD-PAK-01	US Adult Pad-Pak for HeartSine AEDs	\$ 149.60	
NASPO17	PAD-PAK-02	US Pediatric-Pak for HeartSine AEDs	\$ 177.65	
NASPO17	PAD-PAK-07	Aviation Pad-Pak for HeartSine AEDs	\$ 163.20	
NASPO17	TRN-350-US	HeartSine SAM 350P AED Trainer	\$ 357.00	
NASPO17	TRN-360-US	HeartSine SAM 360P AED Trainer	\$ 357.00	
NASPO17	TRN-450-US	HeartSine SAM 450P AED Trainer	\$ 357.00	H
NASPO17	TRN-ACC-02	HeartSine AED Trainer Electrodes - 10	\$ 28.05	<del>                                     </del>
NASPO17	TRN-ACC-03	HeartSine AED Trainer Electrodes - 25	\$ 63.75	<del>                                     </del>
NASPO17	TRN-ACC-14	HeartSine Trainer battery charger	\$ 27.20	H
NASPO17	TRN-ACC-14	SAM 350P AED Trainer Remote Control	\$ 130.90	+
NASPO17	TRN-ACC-18	SAM 360P AED Trainer Remote Control	·	<del>                                     </del>
			·	<u> </u>
NASPO17	TRN-ACC-19	SAM 450P AED Trainer Remote Control	\$ 130.90	
NASPO17	TRN-PAK-04	Pad-Pak Electrode Cartridge for Trainer	\$ 42.50	

# BOS2021-08-04 p.406/632

## Fluvanna LP15 (4) & CR2 (11)

Quote Number: 10327353

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Version:

2

Prepared For:

FLUVANNA COUNTY

Attn: Debbie Smith

Rep:

Blair Cooper

Email:

elizabeth.cooper@stryker.com

Phone Number:

(804) 677-6543

(434) 270-6321

Quote Date:

07/29/2021

Expiration Date: 08/01/2021

Delivery Ad	Delivery Address		Shipping - Billing	Bill To Acco	Bill To Account			
Name:	FLUVANNA COUNTY	Name:	FLUVANNA COUNTY	Name:	FLUVANNA COUNTY FINANCE DEPT			
Account #:	1522679	Account #:	1522679	Account #:	1522678			
Address:	132 MAIN ST	Address:	132 MAIN ST	Address:	PO BOX 540			
	PALMYRA	*** **********************************	PALMYRA	and the same of th	PALMYRA			
	Virginia 22963-4179	CHARLES AND AN ARTHUR COMMISSION OF THE STATE OF THE STAT	Virginia 22963-4179		Virginia 22963-1001			

### **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	4	\$30,415.20	\$121,660.80
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	4	\$0.00	\$0.00
3.0	11140-000098	LP15 AC Power Adapter (power cord not included)	4	\$1,432.25	\$5,729.00
4.0	11140-000015	AC power cord	4	\$68.85	\$275.40
5.0	11140-000080	Extension Cable (5ft 3 in)	4	\$257.55	\$1,030.20
6.0	11577-000004	Station Battery Charger - For the LP15	1	\$1,581.00	\$1,581.00
7.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	12	\$398.65	\$4,783.80
8.0	11171-000049	Masimo™Rainbow™ DCI Adult Reusable Sp02, SpC0, SpMet Sensor, 3 FT. For use with RC Patient Cable.	4	\$544.00	\$2,176.00
9.0	11171-000050	Masimo™Rainbow™ DCIP Pediatric Reusable Sp02, SpC0, SpMet Sensor, 3 FT. For use with RC Patient Cable.	4	\$599.25	\$2,397.00
10.0	21300-008159	LIFEPAK 15 NIBP Straight Hose, 6'	4	\$73.00	\$292.00
11.0	11160-000011	NIBP Cuff-Reusable, Infant	4	\$17.85	\$71.40
12.0	11160-000013	NIBP Cuff-Reusable, Child	4	\$20.40	\$81.60
13.0	11160-000017	NIBP Cuff -Reusable, Large Adult	4	\$28.05	\$112.20

### Fluvanna LP15 (4) & CR2 (11)

Quote Number: 10327353

Remit to:

Stryker Medical

P.O. Box 93308

Version:

Prepared For:

Chicago, IL 60673-3308

FLUVANNA COUNTY Attn: Debbie Smith

Rep:

Blair Cooper

Email:

elizabeth.cooper@stryker.com

Phone Number:

(804) 677-6543

(434) 270-6321

Quote Date:

07/29/2021

Expiration Date: 08/01/2021

#	Product	Description	Qty	Sell Price	Total	
14.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	4	\$40.80	\$163.20	
15.0	11996-000090	Electrode EDGE QUIK-COMBO RTS	4	\$39.10	\$156.40	
16.0	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS	4	\$36.85	\$147.40	
17.0	11220-000028	LIFEPAK 15 Carry case top pouch	4	\$48.45	\$193.80	
18.0	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	4	\$272.00	\$1,088.00	
19.0	11260-000039	LIFEPAK 15 Carry case back pouch	4	\$69.70	\$278.80	
20.0	11996-000480	4G Titan III Trio Modem: Verizon or AT&T WiFi/Cellular/ Audio (audio on/off configurable by customer), for use with customer data plan. Customer will obtain SIM card to configure for Verizon or AT&T	4	\$2,288.10	\$9,152.40	
	The state of the s			ment Total:	\$151,370.40	

#### **Trade In Credit:**

Product	Description	Qty C	Credit Ea. To	tal Credit
TR-SMCOT-LP15	TRADE-IN-STRYKER MANUAL COT TOWARDS PURCHASE OF LIFEPAK 15	3	-\$500.00	-\$1,500.00
TR-PMRX-LP15	TRADE-IN-PHILIPS MRX TOWARDS PURCHASE OF LIFEPAK 15	4	-\$4,000.00	-\$16,000.00

#### **ProCare Products:**

#	Product	Description	Qty S	ell Price Tota	al and
21.0	11600-000030	CODE-STAT 11 Data Review Seat License	1	\$2,299.25	\$2,299.25
22.0	78000172	CODE-STAT Maintenance Subscription (3 Years) Includes ongoing training and support, and upgrades and updates as available. Begins in Year 1.	T	\$1,625.00	\$1,625.00
23.0	78000171	LIFENET Asset, per device	4	\$255.00	\$1,020.00

### Fluvanna LP15 (4) & CR2 (11)

Quote Number:

10327353

Remit to:

Stryker Medical P.O. Box 93308

Version:

Prepared For:

FLUVANNA COUNTY

Attn: Debbie Smith

Rep:

Chicago, IL 60673-3308 Blair Cooper

Email:

elizabeth.cooper@stryker.com

Phone Number:

(804) 677-6543

Quote Date:

07/29/2021

(434) 270-6321

Expiration Date: 08/01/2021

# Produ	ıct	Description	Qty Sell P	rice Tota	
24.1 7800	0008	ProCare LIFEPAK 15 Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for 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	4	\$8,100.00	\$32,400.00
			ProCare Total:		\$37,344.25

#### **Price Totals:**

Grand Total:

\$171,214.65

#### Comments:

Pricing per NASPO OK-SW-300 State Contract Pricing LIFENET Asset- \$1,020 reflects total for 5YR. Payment Schedule will include initial payment of \$204 (\$51/per device) at the time of order entry followed by four annual payments of \$204 after year one. ProCare Preventative Maintenance- \$32,400 reflects total for 5YR coverage.

ProCare Preventative Maintenance-\$32,400 reflects total for 5YR coverage. Payment schedule will include initial payment of \$6,480 (\$1,620/per device) at the time of initial order entry followed by four annual payments of \$6,480 after year

Initial order entry total- \$144,939.40 (LP15/LIFENET Asset 1YR/ProCare Preventative Maintenance for 1YR)

Prices: In effect for 60 days.

Terms: Net 30 Days

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

## Fluvanna LP15 (4) & CR2 (11)

Quote Number:

10327353

Version:

Prepared For:

FLUVANNA COUNTY

Attn: Debbie Smith

(434) 270-6321

Quote Date:

07/29/2021

Expiration Date: 08/01/2021

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Blair Cooper

Email:

elizabeth.cooper@stryker.com

Phone Number:

(804) 677-6543

AUTHORIZED CUSTOMER SIGNATURE

**Capital Terms and Conditions:** 

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at <a href="https://techweb.stryker.com/Terms">https://techweb.stryker.com/Terms</a> Conditions/index.html A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <a href="https://www.strykeremergencycare.com/terms">https://www.strykeremergencycare.com/terms</a>.

### Fluvanna LP15 (4) & CR2 (11)

Quote Number: 10327358

Remit to:

Stryker Medical

P.O. Box 93308

Version:

Rep:

Chicago, IL 60673-3308 Blair Cooper

(804) 677-6543

Prepared For:

FLUVANNA COUNTY Attn: Debbie Smith

Email:

elizabeth.cooper@stryker.com

(434) 270-6321

07/26/2021

Expiration Date: 10/24/2021

**Delivery Address** 

Quote Date:

End User - Shipping - Billing	Bill To Account
-------------------------------	-----------------

Phone Number:

Name:

FLUVANNA COUNTY

Name:

FLUVANNA COUNTY

Name:

FLUVANNA COUNTY FINANCE DEPT

Account #:

1522679

Account #:

1522679

Account #:

1522678

Address:

132 MAIN ST

Address:

132 MAIN ST

Address:

PO BOX 540

PALMYRA

**PALMYRA** 

PALMYRA

Virginia 22963-4179

Virginia 22963-4179

Virginia 22963-1001

### **Equipment Products:**

# 1	Product	Description	Qty Sel	l Price To	tal
1.0	99512-001264	LIFEPAK CR2 Defibrillator, Fully Automatic, WIFI, English, handle, 8 year warranty. Includes 1 PR QUIK-STEP electrodes and 1 battery (4 years each), LIFELINKcentral AED Program Manager Basic Account, USB cable, Operating Instructions	11	\$1,912.50	\$21,037.50
	an i ann a na mar an an an an an deal an an deal an an deal an		Equipment	Total:	\$21,037.50

#### **ProCare Products:**

#	Product	Description	Years	Qty Se	II Price To	otal
2.1	78000044	ProCare LIFEPAK CR2 Preventive Maintenance: Annual onsite preventive maintenance inspection with battery coverage for LIFEPAK CR2 Defibrillator, Fully Automatic, WIFI, English, handle, 8 year warranty. Includes 1 PR QUIK-STEP electrodes and 1 battery (4 years each), LIFELINKcentral AED Program Manager Basic Account, USB cable, Operating Instructions	5	11	\$1,860.00	\$20,460.00
	to the second se		Р	roCare Total	A Company to the Comp	\$20,460.00
				and the second s	and the second control of the second control	

#### **Price Totals:**

Grand Total:

\$41,497.50

Comments:

### Fluvanna LP15 (4) & CR2 (11)

Quote Number: 10327358

Version:

Prepared For:

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Blair Cooper

Email:

elizabeth.cooper@stryker.com

Phone Number:

(804) 677-6543

(434) 270-6321

FLUVANNA COUNTY

Attn: Debbie Smith

Quote Date:

07/26/2021 Expiration Date: 10/24/2021

Pricing per NASPO OK-SW-300 State Contract Pricing

ProCare Preventative Maintenance -\$20,460 reflects total for 5YR coverage. Payment schedule will include initial payment of \$4,092 (\$372/per device) at the time of initial order entry followed by four annual payments of \$4,092 after year

one.
Initial order entry total - \$25,129.50 (CR2 devices (11) & ProCare Preventative Maintenance for 1YR)

Prices: In effect for 60 days.

Terms: Net 30 Days

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

AUTHORIZED CUSTOMER SIGNATURE

Capital Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at <a href="https://">https://</a> techweb.stryker.com/Terms/Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <a href="https://www.strykeremergencycare.com/terms">https://www.strykeremergencycare.com/terms</a>.

Intentionally Omitted

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County Coutractor

### LIFEPAK 15 v4 (5)

Quote Number: 10313120 Remit to:

Stryker Medical

P.O. Box 93308

Version:

Chicago, IL 60673-3308

Prepared For:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Rep:

Blair Cooper

(804) 677-6543

Attn: John Lye

Email:

rjl6n@cstone.net

Phone Number:

elizabeth.cooper@stryker.com

434-962-4628

Quote Date:

07/28/2021

Expiration Date: 09/30/2021

Delivery Address	End User - Shipping - Billing	Bill To Account
------------------	-------------------------------	-----------------

Name:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Name:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Name:

LAKE MONTICELLO VOLNTR FIRE DEPT AND

Account #: Address:

1267319

Account #: Address:

1267319 14 SLICE RD Account #:

1267318

14 SLICE RD

Address:

10 SLICE RD RESCUE SQUAD INC

**PALMYRA** 

**PALMYRA** 

**PALMYRA** 

Virginia 22963

Virginia 22963-2300

Virginia 22963-2300

### **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	\$30,415.20	\$152,076.00
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	11140-000098	LP15 AC Power Adapter (power cord not included)	5	\$1,432.25	\$7,161.25
4.0	11140-000015	AC power cord	5	\$68.85	\$344.25
5.0	11140-000080	Extension Cable (5ft 3 in)	5	\$257.55	\$1,287.75
6.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	15	\$398.65	\$5,979.75
7.0	11171-000049	Masimo™Rainbow™ DCI Adult Reusable Sp02, SpC0, SpMet Sensor, 3 FT. For use with RC Patient Cable.	5	\$544.00	\$2,720.00
8.0	11171-000050	Masimo™Rainbow™ DCIP Pediatric Reusable Sp02, SpC0, SpMet Sensor, 3 FT. For use with RC Patient Cable.	5	\$599.25	\$2,996.25
9.0	21300-008159	LIFEPAK 15 NIBP Straight Hose, 6'	5	\$73.00	\$365.00
10.0	11160-000011	NIBP Cuff-Reusable, Infant	5	\$17.85	\$89.25
11.0	11160-000013	NIBP Cuff-Reusable, Child	5	\$20.40	\$102.00
12.0	11160-000017	NIBP Cuff -Reusable, Large Adult	5	\$28.05	\$140.25

### LIFEPAK 15 v4 (5)

Quote Number: 10313120

Remit to:

Stryker Medical

P.O. Box 93308

Version:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Rep:

Blair Cooper

Prepared For:

Attn: John Lye

Email:

elizabeth.cooper@stryker.com

Chicago, IL 60673-3308

rjl6n@cstone.net 434-962-4628

Phone Number:

(804) 677-6543

Quote Date:

07/28/2021 Expiration Date: 09/30/2021

#	Product	Description	Qty Se	II Price To	tai
13.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	5	\$40.80	\$204.00
14.0	11996-000090	Electrode EDGE QUIK-COMBO RTS	5	\$39.10	\$195.50
15.0	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS	5	\$36.85	\$184.25
16.0	11220-000028	LIFEPAK 15 Carry case top pouch	5	\$48.45	\$242.25
17.0	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	\$272.00	\$1,360.00
18.0	11260-000039	LIFEPAK 15 Carry case back pouch	5	\$69.70	\$348.50
19.0	11996-000480	4G Titan III Trio Modem: Verizon or AT&T WiFi/Cellular/ Audio (audio on/off configurable by customer), for use with customer data plan. Customer will obtain SIM card to configure for Verizon or AT&T	5	\$2,288.10	\$11,440.50
24.0	TR-PMRX-LP15	TRADE-IN-PHILIPS MRX TOWARDS PURCHASE OF LIFEPAK 15	5	-\$4,000.00	-\$20,000.00
	And the second s		Equipmen	t Total:	\$167,236.75

#### **ProCare Products:**

0.0000000000000000000000000000000000000			0575 <b>5</b> 555		
#	Product	Description	Qty	Sell Price	Total
20.0	11600-000030	CODE-STAT 11 Data Review Seat License	1	\$2,299.25	\$2,299.25
21.0	78000172	CODE-STAT Maintenance Subscription (3 Years) Includes ongoing training and support, and upgrades and updates as available. Begins in Year 1.	1	\$1,625.00	\$1,625.00
22.0	78000171	LIFENET Asset, per device	5	\$255.00	\$1,275.00
23.1	78000008	ProCare LIFEPAK 15 Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for 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	\$8,100.00	\$40,500.00
of the state of the state of	g and annique processors of the content of the cont		ProCa	re Total:	\$45,699.25

### LIFEPAK 15 v4 (5)

Quote Number: 10313120

Version:

Prepared For:

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Rep:

Blair Cooper

Attn: John Lye

Email:

elizabeth.cooper@stryker.com

rjl6n@cstone.net

434-962-4628

Quote Date:

07/28/2021 Expiration Date: 09/30/2021 Phone Number:

(804) 677-6543

#### **Price Totals:**

Grand Total:

\$212,936.00

#### Comments:

Pricing per NASPO OK-SW-300 State Contract

- Pricing

  LIFENET Asset- \$1,275 reflects total for 5YR. Payment. Payment Schedule will include initial payment of \$255 (\$51/per device) at the time of order entry followed by four annual payments of \$255 after year one. ProCare Preventative Maintenance-
- \$40,500 reflects total for 5YR coverage. Payment schedule will include initial payment of \$8,100 (\$1,620/per device) at the time of initial order entry followed by four annual payments of \$8,100 after year
- Initial order entry total- \$179,976 (LP15/ LIFENET Asset for 1YR/ ProCare Preventative Maintenance for 1YR)

Prices: In effect for 60 days.

Terms: Net 30 Days

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

### LIFEPAK 15 v4 (5)

Quote Number: 10313120

Version:

1

Prepared For:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Attn: John Lye rjl6n@cstone.net 434-962-4628

Quote Date:

07/28/2021 Expiration Date: 09/30/2021 Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Blair Cooper

Email:

elizabeth.cooper@stryker.com

Phone Number:

(804) 677-6543

AUTHORIZED CUSTOMER SIGNATURE

Capital Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at <a href="https://techweb.stryker.com/Terms">https://techweb.stryker.com/Terms</a>. Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <a href="https://www.strykeremergencycare.com/terms">https://www.strykeremergencycare.com/terms</a>.

5

#### BOS2021-08-04 p.419/632

## *s*tryker

### LMVRS LP CR2 (4)

Quote Number: 10313136

Remit to:

Stryker Medical

P.O. Box 93308

Version:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Rep:

Blair Cooper

Prepared For:

Attn: John Lye

Email:

(804) 677-6543

rjl6n@cstone.net

Phone Number:

elizabeth.cooper@stryker.com

Chicago, IL 60673-3308

434-962-4628

07/26/2021

Expiration Date: 09/30/2021

Quote Date:

End User - Shipping - Billing	Bill To Account

Name:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Name:

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Name:

LAKE MONTICELLO VOLNTR FIRE DEPT AND

Account #: Address:

**Delivery Address** 

1267319

14 SLICE RD

Account #:

Address:

1267319 14 SLICE RD Account #: Address:

1267318 10 SLICE RD RESCUE SQUAD

INC

**PALMYRA** 

**PALMYRA** 

**PALMYRA** 

Virginia 22963-2300

Virginia 22963-2300

Virginia 22963

#### **Equipment Products:**

#	Product	Description	Qty	Sell Price	Total
1.0	99512-001264	LIFEPAK CR2 Defibrillator, Fully Automatic, WIFI, English, handle, 8 year warranty. Includes 1 PR QUIK-STEP&electrodes and 1 battery (4 years each), LIFELINKcentral AED Program Manager Basic Account, USB cable, Operating Instructions	4	\$1,912.50	\$7,650.00
			Equip	ment Total:	\$7,650.00

#### **ProCare Products:**

#	Product	Description	Years	Qty	Sell Price	Total
2.1	78000044	ProCare LIFEPAK CR2 Preventive Maintenance: Annual onsite preventive maintenance inspection with battery coverage for LIFEPAK CR2 Defibrillator, Fully Automatic, WIFI, English, carrying case, 8 year warranty. Includes 1 PR QUIK-STEP electrodes and 1 battery (4 years each), LIFELINKcentral AED Program Manager Basic Account, USB cable, Operating Instructions	5	4	\$1,860.00	\$7,440.00
			ProCar	roCare	Total:	\$7,440.00

#### **Price Totals:**

Grand Total:

\$15,090.00

Comments:

### LMVRS LP CR2 (4)

Quote Number:

Prepared For:

Version:

10313136

Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

LAKE MONTICELLO VOLNTR FIRE DEPT AND RES

Rep:

Blair Cooper

Attn: John Lye

Email:

elizabeth.cooper@stryker.com

rjl6n@cstone.net 434-962-4628

Phone Number:

(804) 677-6543

Quote Date:

07/26/2021

Expiration Date:

09/30/2021

Pricing per NASPO OK-SW-300 State Contract Pricing

ProCare Preventative Maintenance- \$7,440 reflects total for 5YR coverage. Payment schedule will include initial payment of \$1,488 (\$372/per device) at the time of initial order entry followed by four annual payments of \$1,488 after year one.
Initial order entry total- \$9,138 (CR2/ ProCare Preventative Maintenance for 1YR)

Prices: In effect for 60 days.

Terms: Net 30 Days

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

AUTHORIZED CUSTOMER SIGNATURE

Capital Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at <a href="https://">https://</a> techweb.stryker.com/Terms Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at https://www.strykeremergencycare.com/terms.

ProCare® Services

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

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Letters based on County Office Request.
attornous Office Republic
Conto. Legalo pt.

То:	Whom it may concern	
Subject:	Emergency Care Parts and Service	
Date:	February 6, 2020	3

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
- Stair-PRO
- LUCAS 3 chest compression system
- LIFEPAK 15 monitor/defibrillator
- LIFEPAK 20e monitor/defibrillator
- LIFEPAK 1000 defibrillator
- LIFEPAK CR Plus / LIFEPAK CR2 defibrillator

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.

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: CR Plus, LIFEPAK, LUCAS, Power-LOAD, Power-PRO, ProCare, Stryker. All other trademarks are trademarks of their respective owners or holder.

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lace holder Exhibit

#### Exhibit 10

#### Appendix I:

## GENERAL TERMS, CONDITIONS AND INSTRUCTIONS TO BIDDERS AND CONTRACTORS

These General Terms, Conditions and Instructions to Bidders and Contractor (hereinafter referred to as the "General Conditions") shall apply to all purchases and be incorporated into and be a part of each Solicitation (as defined below) and every Contract (as defined below) awarded by Fluvanna County, a political subdivision of the Commonwealth of Virginia (hereinafter referred to as the "County") unless otherwise specified by the County in writing. Bidders, Offerors and Contractors or their authorized representatives are expected to inform themselves fully as to these General Conditions before submitting Bids or Proposals to and/or entering into any Contract with the County: failure to do so will be at the Bidder's/Contractor's own risk and except as provided by law, relief cannot be secured on the plea of error.

Subject to all Federal, State and local laws, policies, resolutions, regulations, rules, limitations and legislation, including the County's Procurement Policies and Procedures, Bids or Proposals on all Solicitations issued by County will bind Bidders or Offerors, as applicable, and Contracts will bind Contractors, to all applicable terms, conditions, instructions, rules and requirements herein set forth unless otherwise SPECIFICALLY set forth by the County in writing in the Solicitation or Contract. All provisions of these General Conditions are material to any contract between the County and a Contractor.

#### INTRODUCTION

- 1. VIRGINIA PUBLIC PROCUREMENT ACT AND ETHICS IN PUBLIC CONTRACTING: The Virginia Public Procurement Act of Virginia Code §§ 2.2-4300 et seq. (hereinafter the "VPPA") is incorporated herein by reference. Nothing in these General Conditions is intended to conflict with the VPPA and in case of any conflict, the VPPA controls. Specifically, the provisions of Article 6 of the VPPA (Virginia Code §§ 2.2-4367 through 2.2-4377) relating to ethics in contracting, shall be applicable to all Solicitations and Contracts solicited or entered into by the County. By submitting their Bids or signing any Contract, all Bidders and Contractors certify that they have not violated any of the provisions of Article 6 of the VPPA, including, but not limited to, that their Bids are made without collusion or fraud and that they have not offered or received any kickbacks or inducements.
- 2. **DEFINITIONS:** The definitions of Virginia Code §§ 2.2-4301, 2.2-4302.1 and 2.2-4302.2 are specifically incorporated herein by reference and as used in these General Conditions, whether capitalized or not, any of such defined terms have the same meaning as such terms have under the VPPA: such defined terms include: "Affiliate", "Best Value", "Business", "Competitive Negotiation", "Competitive Sealed Bidding", "Construction", "Construction Management Contract", "Design-Build Contract", "Employment Services Organization", "Goods", "Informality", "Job Order Contracting", "Multiphase Professional Services Contract", "Nonprofessional Services", "Potential Bidder or Offeror", "Professional Services", "Public Body", "Public Contract", "Responsible Bidder or Offeror", "Responsive Bidder", "Reverse Auctioning" and "Services". Additionally, as used in these General Conditions, the following terms, whether capitalized or not, have the following meanings:
  - a. <u>Bid/Proposal:</u> The offer of a Bidder or Offeror to provide specific Goods or Services at specified prices and/or other conditions specified in the Solicitation. The term "Bid"

- is used throughout these General Conditions and where appropriate includes the term "Proposal" or any modifications or amendments to any Bid or Proposal.
- b. <u>Bidder/Offeror/Vendor:</u> Any individual(s), company, firm, corporation, partnership or other organization bidding or offering on any Solicitation issued by the County and/or offering to enter into Contracts with the County. The term "Bidder" is used throughout these General Conditions and where appropriate includes the term "Offeror" and/or "Vendor".
- c. Contract: Any contract to which the County will be a party.
- d. <u>Contractor:</u> Any individual(s), company, firm, corporation, partnership, or other organization to whom an award is made by the County or whom enters into any contract to which the County is a party.
- e. <u>County:</u> The County of Fluvanna, a political subdivision of the Commonwealth of Virginia, including where applicable all agencies and departments of the County.
- f. County Administrator: The Fluvanna County Administrator.
- g. County Attorney: The Fluvanna County Attorney.
- h. <u>Purchasing Agent:</u> The County Administrator is the County's Purchasing Agent and is responsible for the purchasing activity of Fluvanna County; and has signatory authority to bind the County to all contracts and purchases made lawfully under the Fluvanna County Small Purchasing Procedures. The Purchasing Agent has signatory authority to bind the County to all other contracts and purchases only after the contracts or purchases have been approved by a vote of the Fluvanna County Board of Supervisors.
- i. General Terms, Conditions and Instructions to Bidders and Contractors (also referred to herein as the "General Conditions"): These General Terms, Conditions and Instructions to Bidders and Contractors shall be attached to and made a part of all Solicitations by the County and all Contracts to which the County is party.
- j. <u>His:</u> Any references to "his" shall include his, her, their, or its as appropriate.
- k. <u>Invitation to Bid (also referred to herein as an "IFB"):</u> A request which is made to prospective Bidders for their quotation on Goods or Services desired by the County. The issuance of an IFB will contain or incorporate by reference the General Conditions and the other specifications and contractual terms and conditions applicable to the procurement.
- 1. <u>Purchasing Officer:</u> The Purchasing Officer employed by the County and to whom Bidders/Contractors can submit questions relating to any Bid or Contract.
- m. Request for Proposal (also referred to herein as a "RFP"): A request for an offer from prospective Offerors which shall indicate the general terms which are sought to be procured from Offerors. The RFP will specify the evaluation factors to be used and will contain or incorporate by reference the General Conditions and other applicable contractual terms and conditions, including any unique capabilities or qualifications that will be required of the Contractor.
- n. Small Purchasing Procedures: The County's Small Purchasing Procedures, being

Chapter 4 of the County's Procurement Policies and Procedures, a method of purchasing not requiring competitive sealed bids or competitive negotiation for single or term contracts for goods and services other than professional services if the aggregate or the sum of all phases is not expected to exceed \$50,000; and also allowing for single or term contracts for professional services without requiring competitive negotiation, provided the aggregate or the sum of all phases is not expected to exceed \$50,000.

- o. <u>Solicitation</u>: The process of notifying prospective Bidders or Offerors that the County wishes to receive Bids or Proposals on a set of requirements to provide Goods or Services. "Solicitation" includes any notification of the County requirements may consist of public advertising (newspaper, County's website, or other electronic notification), the mailing of notices of Solicitation, any Invitation for Quotes ("IFQ"), Initiations to Bid ("IFB"), or Requests for Proposal ("RFP"), the public posting of notices, issuance of an Open Market Procurement ("OMP"), or telephone calls to prospective Bidders or Offerors.
- p. State: The Commonwealth of Virginia.
- 3. AUTHORITY: The Purchasing Agent shall serve as the principal public purchasing official for the County, and shall be responsible for the procurement of goods, services, insurance and construction in accordance with the County's Procurement Policies and Procedures. The Purchasing Agent has responsibility and authority for negotiating, placing and when necessary modifying every Solicitation, Contract and purchase order issued by the County under the County's Small Purchasing Procedures. The Purchasing Agent has signatory authority to bind the County to all contracts and purchases made lawfully under the County's Small Purchasing Procedures. The Purchasing Agent has responsibility and authority for negotiating, placing and when necessary modifying every other Solicitation, Contract and purchase order issued by the County except that the Purchasing Agent has signatory authority to bind the County to all other contracts and purchases ONLY after the contracts or purchases have been adopted and approved by a vote of the Fluvanna County Board of Supervisors (the "Board").

Unless specifically delegated by the Board or the Purchasing Agent, and consistent with the limited authority granted thereto, no other County officer or employee is authorized to order supplies or Services, enter into purchase negotiations or Contracts, or in any way obligate the County for any indebtedness. Any purchase or contract made which is contrary to such authority shall be of no effect and void and the County shall not be bound thereby.

For convenience, the County's Purchasing Officer shall serve as an intermediary between the Purchasing Agent and the Bidder or Contractor and any Bidder or Contractor may direct communications regarding any purchase, Solicitation or Contract to the Purchasing Officer; however as stated *supra* only the Board or County's Purchasing Agent can bind the County and only upon the conditions stated *supra*.

#### **CONDITIONS OF BIDDING**

**4. COMPETITION INTENDED:** It is the County's intent to encourage and permit open and competitive bidding in all Solicitations. It shall be the Bidder's responsibility to advise the County in writing if any language, requirement, specification, etc., or any combination thereof, stifles competition or inadvertently restricts or limits the requirements stated in a Solicitation to a single source. The County must receive such notification not later than seven (7) business days prior to the deadline set for acceptance of the Bids. In submitting a Bid, the Bidder guarantees that he or she has not been a party with other Bidders to an agreement to

bid a fixed or uniform price. Violation of this implied guarantee shall render the Bid of any Bidder involved void.

- 5. DISCRIMINATION PROHIBITED: Pursuant to Virginia Code § 2.2-4310, the County does not discriminate against Bidders, Offerors or Contractors because of race, religion, color, sex, national origin, age, disability, status as a service disabled veteran, or any other basis prohibited by state law relating to discrimination in employment. Whenever solicitations are made, the County shall include businesses selected from a list made available by the Department of Small Business and Supplier Diversity. Pursuant to Virginia Code § 2.2-4343.1, the County does not discriminate against "faith-based organizations", being a religious organization that is or applies to be a contractor to provide goods or services for programs funded by the block grant provided pursuant to the Personal Responsibility and Work Reconciliation Act of 1996, P.L. 104-193.
- **6. CLARIFICATION OF TERMS:** Pursuant to Virginia Code § 2.2-4316, if any Bidder has questions or comments about the specifications or other Solicitation documents, the prospective Bidder should contact the County no later than seven (7) business days prior to the date set for the opening of Bids or receipt of Proposals. Any revisions to the Solicitation will be made only by written addendum issued by the County. Notifications regarding specifications may not be considered if received in less than seven (7) business days of the date set for opening of Bids/receipt of Proposals.
- 7. MANDATORY USE OF COUNTY FORM AND TERMS AND CONDITIONS: Unless otherwise specified in the Solicitation, all Bids must be submitted on the forms provided by the County, including but not limited to, a Cover Sheet or Pricing Schedule, if applicable, properly signed in ink in the proper spaces and submitted in a sealed envelope or package. Unauthorized modification of or additions to any portion of the Solicitation may be cause for rejection of the Bid. However, the County reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject any Bid or Proposal which has been modified. These General Conditions are mandatory provisions of all Solicitations and all Contracts of the County.
- **8. LATE BIDS & MODIFICATION OF BIDS:** Any Bid or modification thereto received at the office designated in the Solicitation after the exact time specified for receipt of the Bid is considered a late Bid or modification thereof. The County is not responsible for delays in the delivery of the mail by the U.S. Postal Service, private carriers or the inter-office mail system. It is the sole responsibility of the Bidder to ensure their Bid reaches County by the designated date and hour. The following rules apply to all Bids submitted to the County:
  - a. The official time used in the receipt of Bids/Proposals is that time on the automatic time stamp machine in the Finance Department;
  - b. Late Bids or modifications thereof will be returned to the Bidder UNOPENED, if Solicitation number, due date and Bidder's return address is shown on the container;
  - c. If a Bid is submitted on time, however a modification thereto is submitted after the due date and time, then the County in its sole discretion may choose to consider the original Bid except that the County may not consider such original Bid if the Bid is withdrawn by the Bidder pursuant to Section 9 below; and
  - d. If an emergency or unanticipated event or closing interrupts or suspends the County's normal business operations so that Bids cannot be received by the exact time specified in the Solicitation, then the due date/time specified for receipt of Bids will be deemed to be extended to the same time of day specified in the Solicitation on the first work day on which normal County business operations resume.

#### 9. WITHDRAWAL OF BIDS:

a. Pursuant to Virginia Code § 2.2-4330, a Bidder for a public construction contract, other than a contract for construction or maintenance of public highways, may withdraw his Bid from consideration if the price bid was substantially lower than the other Bids due solely to a mistake in the Bid, provided the Bid was submitted in good faith, and the mistake was a clerical mistake as opposed to a judgment mistake, and was actually due to an unintentional arithmetic error or an unintentional omission of a quantity of work, labor or material made directly in the compilation of a Bid, which unintentional arithmetic error or unintentional omission can be clearly shown by objective evidence drawn from inspection of original work papers, documents and materials used in the preparation of the Bid sought to be withdrawn.

If a Bid contains both clerical and judgment mistakes, a Bidder may withdraw his Bid from consideration if the price bid would have been substantially lower than the other Bids due solely to the clerical mistake, that was an unintentional arithmetic error or an unintentional omission of a quantity of work, labor or material made directly in the compilation of a Bid that shall be clearly shown by objective evidence drawn from inspection of original work papers, documents and materials used in the preparation of the Bid sought to be withdrawn. The Bidder shall give notice in writing to the County of his or her claim of right to withdraw his or her Bid within two (2) business days after the conclusion of the Bid opening procedure and shall submit original work papers with such notice.

- b. A Bidder for a Contract other than for public construction may request withdrawal of his or her Bid under the following circumstances:
  - i. Bids may be withdrawn on written request from the Bidder received at the address shown in the Solicitation prior to the time of opening.
  - ii. Requests for withdrawal of Bids after opening of such Bids but prior to award shall be transmitted to the County, in writing, accompanied by full documentation supporting the request. If the request is based on a claim of error, documentation must show the basis of the error. Such documentation may take the form of supplier quotations, Bidder work sheets, etc. If Bid bonds were tendered with the Bid, the County may exercise its right of collection.
- c. No Bid may be withdrawn under this Section 9 when the result would be the awarding of the Contract on another Bid of the same Bidder or of another Bidder in which the ownership of the withdrawing Bidder is more than five percent (5%).
- d. If a Bid is withdrawn under the authority of this Section 9 the lowest remaining Bid shall be deemed to be the low Bid.
- e. No Bidder who, is permitted to withdraw a Bid shall, for Payment Amount, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the Contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn Bid was submitted.
- f. The County shall notify the Bidder in writing within five (5) business days of its decision regarding the Bidder's request to withdraw its Bid. If the County denies the withdrawal of a Bid under the provisions of this Section 9, it shall State in such notice the reasons for its decision and award the Contract to such Bidder at the Bid price,

- provided such Bidder is a responsible and responsive Bidder. At the same time that the notice is provided, the County shall return all work papers and copies thereof that have been submitted by the Bidder.
- g. Under these procedures, a mistake shall be proved only from the original work papers, documents and materials delivered as required herein. The work papers, documents and materials submitted by the bidder shall, at the bidder's request, be considered trade secrets or proprietary information subject to the conditions of subsection F of Virginia Code § 2.2-4342.
- **10. ERRORS IN BIDS**: When an error is made in extending total prices, the unit Bid price will govern. Erasures in Bids must be initialed by the Bidder. Carelessness in quoting prices, or otherwise in preparation of the Bid, will not relieve the Bidder. Bidders/Offerors are cautioned to recheck their Bids for possible error. Errors discovered after public opening cannot be corrected and the Bidder will be required to perform if his or her Bid is accepted.
- **11. IDENTIFICATION ON BID ENVELOPE:** All Bids, Proposals and requested copies thereof submitted to the County shall be in a separate envelope or package, sealed and identified with the following information clearly marked on the outside of the envelope or package:
  - a. Addressed as indicated on page 1 of the solicitation;
  - b. Solicitation number;
  - c. Title;
  - d. Bid due date and time:
  - e. Bidder's name and complete mailing address (return address); and
  - f. Pursuant to Virginia Code § 2.2-4311.2, the Bidder's identification number issued by the State Corporation Commission, or if the bidder is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law shall include in its bids or proposal a statement describing why the bidder or offeror is not required to be so authorized.

If a Bid is not addressed with the information as shown above, the Bidder takes the risk that the envelope may be inadvertently opened and the information compromised, which may cause the Bid to be disqualified. Bids may be hand delivered to the designated location in the County's offices. No other correspondence or other Proposals/Bids should be placed in the envelope. Any Bidder or Offeror that fails to provide the information required in (f) above shall not receive an award unless a waiver is specifically granted by the County Administrator.

- **12. ACCEPTANCE OF BIDS:** Unless otherwise specified, all formal Bids or Proposals submitted shall be valid for a minimum period of one hundred twenty (120) calendar days following the date established for opening or receipt, respectively, unless extend by mutual agreement of the parties. At the end of the one hundred twenty (120) calendar days the Bid/Proposal may be withdrawn at the written request of the Bidder. Thereafter, unless and until the Proposal is withdrawn, it remains in effect until an award is made or the Solicitation is canceled by the County. The County may cancel any Solicitation at any time by notice of such cancelation to the Bidders.
- **13. COMPLETENESS:** To be responsive, a Bid must include all information required by the Solicitation.
- **14. CONDITIONAL BIDS:** Conditional Bids are subject to rejection in whole or in part.

- **15. RESPONSE TO SOLICITATIONS**: In the event a Bidder cannot submit a Bid on a Solicitation, the Bidder is requested to return the Solicitation cover sheet with an explanation as to why the Bidder is unable to Bid on these requirements, or if there be no cover sheet for the Solicitation a letter to the County explaining the same.
- 16. BIDDER INTERESTED IN MORE THAN ONE BID AND COLLUSION: More than one bid from an individual, firm, partnership, corporation or association under the same or different name will be rejected. Reasonable grounds for believing that a bidder is interested in more than one bid for the work contemplated will cause rejection of all bids in which the bidder is interested. Any or all bids may be rejected if there is any reason for believing that collusion exists among the bidders. Participants in such collusion may not be considered in future bids for the same work. Each bidder, as a condition of submitting a bid, shall certify that he is not a party to any collusive action as herein defined. However, a party who has quoted prices on work, materials, or supplies to a Bidder is not thereby disqualified from quoting prices to other Bidders or firms submitting a Bid directly for the work, materials or supplies.
- **17. BID OPENING:** Pursuant to Virginia Code § 2.2-4301, all Bids received in response to an IFB will be opened at the date, time and place specified, and announced publicly, and made available for inspection as provided in Section 21 of these General Conditions. Proposals received in response to an RFP will be made available for inspection as provided in Section 21 of these General Conditions.
- **18. TAX EXEMPTION:** The County is exempt from the payment of any federal excise or any Virginia sales tax. The price bid must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Bidder.
- **19. DEBARMENT STATUS:** By submitting their Bids, Bidders certify that they are not currently debarred from submitting Bids on Contracts by the County, nor are they an agent of any person or entity that is currently debarred from submitting Bids or Proposals on Contracts by the County or any agency, public entity/locality or authority of the State.
- **20. NO CONTACT POLICY:** No Bidder shall initiate or otherwise have contact related to the Solicitation with any County representative or employee, other than the Purchasing Officer or Purchasing Agent, after the date and time established for receipt of Bids. Any contact initiated by a Bidder with any County representative, other than the Purchasing Officer or Purchasing Agent, concerning this Solicitation is prohibited and may cause the disqualification of the Bidder.
- **21. VIRGINIA FREEDOM OF INFORMATION ACT**: As provided under Virginia Code § 2.2-4342, all proceedings, records, Contracts and other public records relating to procurement transactions shall be open to the inspection of any citizen, or any interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act of Virginia Code §§ 2.2-3700 *et seq.*, except:
  - a. Cost estimates relating to a proposed procurement transaction prepared by or for the County shall not be open to public inspection;

- b. Any competitive sealed bidding Bidder, upon request, shall be afforded the opportunity to inspect Bid records within a reasonable time after the opening of Bids but prior to award, except in the event that the County decides not to accept any of the Bids and to reopen the Contract. Otherwise, Bid records shall be open to public inspection only after award of the Contract;
- c. Any competitive negotiation Offeror, upon request, shall be afforded the opportunity to inspect Proposal records within a reasonable time after the evaluation and negotiations of Proposals are completed but prior to award except in the event that the County decides not to accept any of the Proposals and to reopen the Contract. Otherwise, Proposal records shall be open to the public inspection only after award of the Contract;
- d. Any inspection of procurement transaction records under this Section 21 shall be subject to reasonable restrictions to ensure the security and integrity of the records;
- e. Trade secrets or proprietary information submitted by a Bidder, Offeror or Contractor in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Bidder, Offeror or Contractor must invoke the protections of this Section 21 prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and State the reasons why protection is necessary; and
- f. Nothing contained in this Section 21 shall be construed to require the County, when procuring by "competitive negotiation" (RFP), to furnish a Statement of reasons why a particular Proposal was not deemed to be the most advantageous to the County.
- **22. CONFLICT OF INTEREST:** Bidder/Contractor certifies by signing any Bid/Contract to/with the County that no conflict of interest exists between Bidder/Contractor and County that interferes with fair competition and no conflict of interest exists between Bidder/Contractor and any other person or organization that constitutes a conflict of interest with respect to the Bid/Contract with the County.

#### **SPECIFICATIONS**

23. OMISSIONS OR DISCREPANCIES: Any items or parts of any equipment listed in a Solicitation which are not fully described or are omitted from such specification, and which are clearly necessary for the completion of such equipment and its appurtenances, shall be considered a part of such equipment although not directly specified or called for in the specifications. Should a Bidder find a discrepancy or ambiguity in, or an omission from, the Solicitation, including the drawings and/or specifications, he or she shall so notify the County within twenty-four (24) hours of noting the discrepancy, ambiguity or omission and in any event no less than five (5) days prior to the date set for the opening of Bids. If necessary, the County will send a written addendum for clarification to all Bidders no later than three (3) days before the date set for opening of Bids. Any notification regarding specifications received less than five (5) days prior to the date set for the opening of Bids may or may not be considered by the County in its sole discretion. The Bidder shall abide by and comply with the true intent of the specifications and not take advantage of any unintentional error or omission, but shall fully complete every part as the true intent and meaning of the specifications and drawings. Whenever the mention is made of any articles, material or

workmanship to be in accordance with laws, ordinances, building codes, underwriter's codes, A.S.T.M. regulations or similar expressions, the requirements of these laws, ordinances, etc., shall be construed as to the minimum requirements of these specifications.

- 24. BRAND NAME OR EQUAL ITEMS: Pursuant to Virginia Code § 2.2-4315, unless otherwise provided in the Solicitation, the name of a certain brand, make or manufacturer does not restrict Bidders to the specific brand, make or manufacturer named; it conveys the general style, type, character, and quality of the article desired, and any article which the County in its sole discretion determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Bidder is responsible to clearly and specifically indicate the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the County to determine if the product offered meets the requirements of the Solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding, only the information furnished with the Bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a Bid non-responsive. Unless the Bidder clearly indicates in its Bid that the product offered is "equal" product, such Bid will be considered to offer the brand name product referenced in the Solicitation.
- **25. FORMAL SPECIFICATIONS:** When a Solicitation contains a specification which states no substitutes, no deviation therefrom will be permitted and the Bidder will be required to furnish articles in conformity with that specification.
- **26. CONDITION OF ITEMS:** Unless otherwise specified in the Solicitation, all items shall be new, in first class condition.

#### **AWARD**

- **27. RESPONSIBLE BIDDERS:** In determining whether a Bidder is a responsible Bidder as defined herein, at minimum, the following criteria will be considered:
  - a. The ability, capacity and skill of the Bidder to perform the Contract or provide the service required under the Solicitation;
  - b. Whether the Bidder can perform the Contract or provide the service promptly, or within the time specified, without delay or interference;
  - c. The character, integrity, reputation, judgment, experience and efficiency of the Bidder:
  - d. The quality of performance of previous Contracts or Services;
  - e. The previous and existing compliance by the Bidder with laws and ordinances relating to the Contract or Services;
  - f. The sufficiency of the financial resources and ability of the Bidder to perform the Contract or provide the service;

- g. The quality, availability and adaptability of the Goods or Services to the particular use required;
- h. The ability of the Bidder to provide future maintenance and service for the use of the subject of the Contract;
- i. The number and scope of the conditions attached to the Bid;
- j. Whether the Bidder is in arrears to the County on debt or Contract or is a defaulter on surety to the County or whether the Bidder's County taxes or assessments are delinquent; and
- k. Such other information as may be secured by the County, the Purchasing Agent or the Purchasing Officer having a bearing on the decision to award the Contract. If an apparent low Bidder is not awarded a Contract for reasons of nonresponsibility, the County shall so notify that Bidder and shall have recorded the reasons in the Solicitation or Contract file.
- 28. AWARD OR REJECTION OF BIDS; WAIVER OF INFORMALITIES: The County shall award the Contract to the lowest responsive and responsible Bidder complying with all provisions of the IFB, provided the Bid price is reasonable and it is in the best interest of the County to accept it. Awards made in response to a RFP will be made to the highest qualified Offeror whose Proposal is determined, in writing, to be the most advantageous to the County taking into consideration the evaluation factors set forth in the RFP. The County reserves the right to award a Contract by individual items, in the aggregate, or in combination thereof, or to reject any or all Bids and to waive any informality in Bids received whenever such rejection or waiver is in the best interest of the County. Award may be made to as many Bidders/Offerors as deemed necessary to fulfill the anticipated requirements of the County. The County also reserves the right to reject the Bid if a Bidder is deemed to be a nonresponsible Bidder. Pursuant to Virginia Code § 2.2-4319, an IFB, a RFP, any other solicitation, or any and all bids or proposals, may be canceled or rejected by the County at any time. The reasons for cancellation or rejection shall be made part of the contract file. The County shall not cancel or reject an IFB, a RFP, any other solicitation, bid or proposal solely to avoid awarding a contract to a particular responsive and responsible bidder or offeror.
- **29. EXCLUSION OF INSURANCE BIDS PROHIBITED:** Pursuant to Virginia Code § 2.2-4320, notwithstanding any other provision of law or these General Conditions, no insurer licensed to transact the business of insurance in the State or approved to issue surplus lines insurance in the State shall be excluded from presenting an insurance bid proposal to the County in response to a RFP or an IFB; excepting that the County may debar a prospective insurer pursuant to its Debarment Policy, see Chapter 2 of the County's Procurement Policies and Procedures.
- **30. ANNOUNCEMENT OF AWARD:** Upon the award or announcement of the decision to award a Contract as a result of this Solicitation, the County will publicly post such notice on the County's bulletin board located at 72 Main Street, 2<sup>nd</sup> Floor, Palmyra, Virginia 22963. Award results may also be viewed on the County's website.
- **31. QUALIFICATIONS OF BIDDERS OR OFFERORS:** The County may make such reasonable investigations as deemed proper and necessary to determine the ability of the Bidder to perform the work/furnish the item(s) and the Bidder shall furnish to the County all such information and data for this purpose as may be requested. The County reserves the right to inspect Bidder's physical facilities prior to award to satisfy questions regarding the Bidder's capabilities. The County further reserves the right to reject any Bid or Proposal if the evidence submitted by or investigations of, such Bidder fails to satisfy the County that

such Bidder is properly qualified to carry out the obligations of the Contract and to complete the work/furnish the item(s) contemplated therein.

## 32. TIE BIDS AND PREFERENCE FOR VIRGINIA PRODUCTS WITH RECYCLED CONTENT AND FOR VIRGINIA FIRMS:

- a. Pursuant to Virginia Code § 2.2-4328, in the case of a tie bid on an IFB only, the County may give preference to Goods, Services and construction produced in Fluvanna County or provided by persons, firms or corporations having principal places of business in Fluvanna County. If such choice is not available, preference shall then be given to Goods produced in Virginia, or for goods, services or construction provided by Virginia persons, firms, corporations, pursuant Virginia Code § 2.2-4324. If no County or State choice is available, the tie shall be decided publicly by lot. The decision by the County to make award to one or more such Bidders shall be final.
- b. Whenever the lowest responsive and responsible bidder is a resident of any other state and such state under its laws allows a resident contractor of that state a percentage preference, a like preference shall be allowed to the lowest responsive and responsible bidder who is a resident of Virginia and is the next lowest bidder. If the lowest responsive and responsible bidder is a resident of any other state and such state under its laws allows a resident contractor of that state a price-matching preference, a like preference shall be allowed to responsive and responsible bidders who are residents of Virginia. If the lowest bidder is a resident contractor of a state with an absolute preference, the bid shall not be considered. The Department of General Services shall post and maintain an updated list on its website of all states with an absolute preference for their resident contractors and those states that allow their resident contractors a percentage preference, including the respective percentage amounts. For purposes of compliance with this Section 32, the County may rely upon the accuracy of the information posted on this website.
- c. Notwithstanding the provisions of subsections a and b, in the case of a tie bid in instances where goods are being offered, and existing price preferences have already been taken into account, preference shall be given to the bidder whose goods contain the greatest amount of recycled content.
- d. For the purposes of this Section 32, a Virginia person, firm or corporation shall be deemed to be a resident of Virginia if such person, firm or corporation has been organized pursuant to Virginia law or maintains a principal place of business within Virginia.
- **33. NEGOTIATION WITH LOWEST RESPONSIBLE BIDDER:** Pursuant to Virginia Code § 2.2-4318, unless cancelled or rejected, a responsive Bid from the lowest responsible Bidder shall be accepted as submitted, except that if the Bid from the lowest responsible Bidder exceeds available funds, the County may negotiate with the apparent low Bidder to obtain a Contract price within available funds. However, the negotiation may be undertaken only under conditions and procedures described in writing and approved by the County prior to issuance of the IFB and summarized therein.

#### **CONTRACT PROVISIONS**

**34. APPLICABLE LAW AND COURTS**: Any Bid or Contract resulting from a Solicitation and its terms, including, but not limited to, the parties' obligations under it, and the remedies

available to each party for breach of it, shall be governed by, construed and interpreted in accordance with the laws of the Commonwealth of Virginia, and exclusive jurisdiction and venue of any dispute or matters involving litigation between the parties hereto shall be in the courts of Fluvanna County, Virginia. Any jurisdiction's choice of law, conflict of laws, rules, or provisions, including those of the Commonwealth of Virginia, that would cause the application of any laws other than those of the Commonwealth of Virginia, shall not apply. The Contractor shall comply with applicable federal, State and local laws, ordinances, rules and regulations in performance of the Contract.

- 35. PROVISION AND OWNERSHIP OF INFORMATION: The County shall make a good faith effort to identify and make available to the Contractor all non-confidential technical and administrative data in the County's possession which the County may lawfully release including, but not limited to Contract specifications, drawings, correspondence, and other information specified and required by the Contractor and relating to its work under any Contract. The County reserves its rights of ownership to all material given to the Contractor by the County and to all background information documents, and computer software and documentation developed by the Contractor in performing any Contract.
- **36. DOCUMENTS:** All documents, including but not limited to data compilations, drawings, reports and other material, whether in hard copy or electronic format, prepared, developed or furnished by the Contractor pursuant to any Contract shall be the sole property of the County. At the direction of the County, the Contractor shall have the right to make copies of the documents produced available to other parties. The County shall be entitled to delivery of possession of all documents, upon payment in accordance with the terms of any Contract for the service incurred to produce such documents.
- 37. CONFIDENTIALITY: Contractor shall not publish, copyright or otherwise disclose or permit to be disclosed or published, the results of any work performed pursuant to this contract, or any particulars thereof, including forms or other materials developed for the County in connection with the performance by Contractor of its services hereunder, without prior written approval of the County. Contractor, cognizant of the sensitive nature of much of the data supplied by the County, shall not disclose any information (other than information which is readily available from sources available to the general public) obtained by it in the course of providing services hereunder without the prior written approval of the County, unless disclosure of such information by it is required by law, rule or regulation or the valid order of a court or administrative agency.
- **38. INDEPENDENT CONTRACTOR:** The Contractor and any agents, or employees of the Contractor, in the performance of any Contract shall act as an independent contractor and not as officers, employees or agents of the County.
- **39. INSURANCE:** The Contractor agrees that, during the period of time it renders services to the County pursuant to any Contract, it shall carry (and provide the County with evidence of coverage) the following minimum amounts of insurance:

Automobile \$500,000 Liability

> Medical Payment Comprehensive

Collision

\$1,000,000 **Public Liability** 

\$1,000,000 Professional Liability

**Excess Liability** 

\$2,000,000 Aggregate Over
Above Policy Limits
(Excluding Professional Liability)

Worker's Payment Amount Amount required by Virginia law

The Contract may specifically require the Contractor to carry higher minimum amounts of insurance.

In addition, the Contractor shall require, and shall include in every subcontract, that any subcontractor providing any goods or services related to such Contract obtain, and continue to maintain for the duration of the work, workers' Payment Amount coverage in the amount required by Virginia law.

**40. KEY PERSONNEL:** For the duration of any Contract, the Contractor shall make no substitutions of key personnel unless the substitution is necessitated by illness, death, or termination of employment, or as expressly approved by the County. The Contractor shall notify the County within five (5) calendar days after the occurrence of any of these events and provide the information required by the paragraph below.

The Contractor shall provide a detailed explanation of the circumstances necessitating any proposed substitution, complete resumes for the proposed substitute, and any additional information requested by the County. The proposed substitute should have comparable qualifications to those of the person being replaced. The County will notify the Contractor within fifteen (15) calendar days after receipt of all required information of its approval or disapproval of the proposed substitution.

- **41. SEVERABILITY:** If any term, covenant or provision of these General Conditions or any Contract shall be held to be invalid, illegal or unenforceable in any respect, these General Conditions and any Contract shall remain in effect and be construed without regard to such provision.
- **42. TITLES:** The titles and section headings herein and in any Contract are inserted solely for convenience and are not to be construed as a limitation on the scope of the provisions to which they refer.
- **43. ATTORNEYS' FEES:** In the event of a dispute between the County and Contractor under any Contract which cannot be amicably resolved, in addition to all other remedies, the party substantially prevailing in any litigation shall be entitled to recover its reasonable expenses, including, but not limited to, reasonable attorneys' fees.
- **44. NO WAIVER:** Neither any payment for, nor acceptance of, the whole or any part of the services by the County, nor any extension of time, shall operate as a waiver of any provision of any Contract, nor of any power herein reserved to the County, or any right to damages herein provided, nor shall any waiver of any breach of any Contract be held to be a waiver of any other or subsequent breach. Failure of the County to require compliance with any term or condition of any Contract shall not be deemed a waiver of such term or condition or a waiver of the subsequent enforcement thereof.
- **45. NO FINANCE CHARGES:** No finance charges shall be paid by the County.
- **46. ANTITRUST**: By entering into a Contract, the Contractor conveys, sells, assigns, and transfers to the County all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust law of the United States or the State, relating to

the particular Goods or Services purchased or acquired by the County under said Contract. Consistent and continued tie bidding could cause rejection of Bids by the County and/or investigation for antitrust violations.

- **47. PAYMENT:** Pursuant to Virginia Code § 2.2-4352, unless more time is provided in the Solicitation or Contract, payment will be made forty-five (45) days after receipt by the County of a proper invoice, or forty-five (45) days after receipt of all Goods or acceptance of work, whichever is later. The County reserves the right to withhold any or all payments or portions thereof for Contractor's failure to perform in accordance with the provision of the Contract or any modifications thereto. Within twenty (20) days of receipt of proper invoice or of goods or services, the County shall notify the Contractor if any defect or impropriety that would prevent payment by the payment date. The following provisions apply to such payments:
  - a. Invoices for items/Services ordered, delivered/performed and accepted shall be submitted by the Contractor in duplicate directly to the payment address shown on the purchase order, Solicitation or Contract, as applicable. All invoices shall show the Contract number, purchase order number, or Solicitation number, as applicable, and as required under Virginia Code § 2.2-4354, either the individual Contractor's social security number or the Contractor's federal employer identification number, whichever is applicable.
  - b. Any payment terms requiring payment in less than forty-five (45) days will be regarded as requiring payment forty-five (45) days after receipt of proper invoice or receipt of all Goods or acceptance of work, whichever occurs later. Notwithstanding the foregoing, offers of discounts for payment in less than forty-five (45) days are valid and enforceable.
  - c. Pursuant to Virginia Code § 2.2-4353, the date any payment shall be deemed the date of postmark in all cases where payment is made by mail.
  - d. The County's fiscal year is July 1 to June 30. Contractors are advised to submit invoices, especially for Goods and/or Services provided in the month of June, for the entire month (i.e. June 1 June 30), so that expenses are recognized in the appropriate fiscal year.
  - e. Any payment made by the Contractor to the County shall only be made in U.S. Dollars. If payment is received in foreign currency the County may, in its sole discretion, reject such payment and require immediate Payment Amount in U.S. Dollars.
- **48. SUBCONTRACTORS:** Pursuant to Virginia Code § 2.2-4354, in the event that any subcontractors are used by Contractor in connection with the work, Contractor shall:
  - a. Within seven (7) days after receipt of amounts paid to the Contractor for work performed by a subcontractor, either:
    - i. Pay the subcontractor for the proportionate share of the total payment received attributable to the work performed by the subcontractor under any Contract; or
    - ii. Notify the County and subcontractor, in writing, of his intention to withhold all or a part of the subcontractor's payment with the reason for nonpayment.
  - b. Contractor shall require each subcontractor to provide either (i) for an individual, their social security numbers, or (ii) for proprietorships, partnerships, and corporations to provide their federal employer identification numbers.

- c. The Contractor shall pay interest to any subcontractor on all amounts owed by the Contractor that remain unpaid after seven days following receipt by the Contractor of payment from the County for work performed by the subcontractor under any Contract, except for amounts withheld as allowed in subdivision (a)(II) above. Unless otherwise provided under the terms of any Contract, interest shall accrue at the rate of one percent (1%) per month.
- d. The Contractor shall include in each of its subcontracts under any Contract a provision requiring each subcontractor to include or otherwise be subject to the above payment and interest requirements (a), (b) and (c) with respect to each lower tier subcontractor.
- e. The Contractor's obligation to pay an interest charge to a subcontractor pursuant to the payment clause in this Section 48 shall not be construed to be an obligation of the County. No Contract modification may be made for the purpose of providing reimbursement for such interest charge. No cost reimbursement claim may include any amount for reimbursement for such interest charge.
- **49. RETAINAGE ON CONSTRUCTION CONTRACTS:** Pursuant to Virginia Code 2§ 2.2-4333, if a Contract for construction provides for progress payments in installments based upon an estimated percentage of completion, then the contractor shall be paid at least ninety-five percent (95%) of the earned sum when payment is due, with no more than five percent (5%) being retained to ensure faithful performance of the contract. All amounts withheld may be included in the final payment. Any subcontract related to work on a Contract that provides for similar progress payments shall be subject to the provisions above and the Contractor agrees to include such provisions in every subcontract.
- **50. SUCCESSORS AND ASSIGNS:** The County and the Contractor bind themselves and their respective successors and assigns to any Contract. The foregoing notwithstanding, the Contractor shall not assign, sublet or transfer its interest in any Contract without the prior written consent of the County, which may be granted or withheld in the County's sole discretion. Nothing hereinafter mentioned shall be construed as creating any personal liability on the part of any officer, agent or employee of the County, nor shall it be construed as giving any benefits hereunder to anyone other than the County and the Contractor.
- 51. DEFAULT: Failure of a Contractor to deliver Goods or Services in accordance with Contract terms and conditions and/or within the time specified, or within reasonable time as interpreted by the County in its sole discretion, or failure to make replacements/corrections of rejected articles/services when so requested, immediately or as directed by the County, or failure of the Contractor to act in accordance with the Contract in any material respect, as reasonably determined by the County, shall constitute a "default" by the Contractor and shall further authority for the County to purchase in the open market articles/services of comparable grade/quality to replace the services, articles rejected, and/or not delivered. On all such purchases, the Contractor shall reimburse the County, within a reasonable time specified by the County, for any expense incurred in excess of Contract prices including, but not limited to, any purchase and administrative costs. Such purchases shall be deducted from the Contract quantities, if applicable. Should public necessity demand it, the County reserves the right to use or consume articles delivered or services performed which are substandard in quality, subject to an adjustment in price to be determined by the County. In case of any default, the County, after due oral or written notice if required in accordance with the Contract, may terminate the Contract at its option in its sole discretion effective immediately. These remedies shall be in addition to any other remedies which the County may have, including but not limited to, any remedies at law, under the Contract or in equity.

Notwithstanding the foregoing, the Contractor shall not be liable for damages for delay in shipment or failure to deliver when such delay or failure is the result of fire, flood, strike, act of God, act of Government, act of an alien enemy or by any other circumstances which, in the County's opinion, are beyond the control of the Contractor. Under such circumstances, however, the County may, at its sole discretion, terminate or cancel the Contract effective immediately.

- **52. NON-DISCRIMINATION ASSURANCES:** The Contractor shall conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975, as amended, where applicable, and § 2.2-4311 of the Virginia Procurement Act:
  - a. During the performance of any Contract, the Contractor agrees as follows: the Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause. The Contractor, in all Solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer. Notices, advertisements and Solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this Section 52.
  - b. The Contractor shall include the provisions of paragraph (a) above in every subcontract or purchase over \$10,000.00 so that the provisions will be binding upon each subcontractor or Vendor.

#### **53. MODIFICATION:**

- a. Pursuant to Virginia Code § 2.2-4309, these General Conditions and any Contract entered into by the County and any Contractor shall not be subject to change, modification, or discharge except by written instrument signed by the County and Contractor, but no fixed-price contract may be increased by more than twenty-five percent (25%) of the amount of the contract or \$50,000, whichever is greater, without the advance written approval of the County's Board. In no event may the amount of any contract, without adequate consideration, be increased for any purpose, including, but not limited to, relief of an offeror from the consequences of an error in its bid or offer.
- b. The County may, but is not obligated to, extend the term of an existing contract for services to allow completion of any work undertaken but not completed during the original term of the contract.
- c. Nothing in this Section 53 shall prevent the County from placing greater restrictions on contract modifications.
- **54. INDEMNIFICATION**: Contractor agrees to indemnify, keep and save harmless the County, its officers, agents, officials, employees and volunteers against any and all claims, claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, losses, costs and expenses, including but not limited to costs of investigation, all reasonable attorneys' fees (whether or not litigation results), and the cost of any appeal, occurring or arising in

connection with the Contractor's, its agents', subcontractors', employees', or volunteers' negligence or wrongful acts or omissions in connection with its performance of any Contract. The Contractor shall, at his or her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith; and if any judgment shall be rendered against the County in any such action, the Contractor shall, at his or her own expenses, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by any Contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep and save harmless and defend the County as herein provided. Nothing contained in this Solicitation or the Contract shall be deemed to be a waiver of the County's sovereign immunity.

**55. DRUG-FREE WORKPLACE:** Pursuant to Virginia Code § 2.2-4312, in every Contract over \$10,000.00 the following provisions apply: During the performance of any Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a Statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all Solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this Section, "drug-free workplace" means a site for the performance of work done in connection with a specific Contract awarded to a Contractor in accordance with this the VPPA and the County's Procurement Procedures, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.

- **56. TERMINATION:** Contracts will remain in force for full periods specified and/or until all articles ordered before date of termination shall have been satisfactorily delivered and accepted and thereafter until all requirements and conditions shall have been met, unless:
  - a. Terminated prior to expiration date by satisfactory deliveries of entire Contract requirements;
  - b. Terminated by the County upon thirty (30) days written notice to the Contractor at the County's convenience in the County's sole discretion ("termination for convenience"), unless a termination for convenience is specifically and expressly prohibited by the Contract. Any Contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of the termination;
  - c. Terminated by the County for cause, default or negligence on the part of the Contractor. However, pursuant to Section 51 of these General Conditions, the County may hold the Contractor responsible for any resulting additional purchase and administrative costs. There is no advance notice requirement in the event of Termination for Cause and termination is effective immediately upon notice to Contractor of the termination for cause;

- d. Extended upon written authorization of County and accepted by Contractor, to permit ordering of unordered balances or additional quantities at Contract prices and in accordance with Contract terms.
- **57. APPROPRIATIONS:** Notwithstanding any other provision of any Contract, the payment of the County's obligations under any Contract shall be subject to annual appropriations by the Board of Supervisors of the County in each fiscal year of monies sufficient to satisfy the same.
- **58. REFERENCES TO VIRGINIA LAW:** Any reference in these General Conditions to the Code of Virginia or other relevant Federal, State or local law is incorporated in whole herein by reference as in effect at the time of the Solicitation or Contract as such statutory provisions may be amended or replaced by any statute dealing with the same or similar subject matter.
- 59. COOPERATIVE PROCUREMENT: Except as prohibited by the current Code of Virginia, all resultant Contracts will be extended to other Public Bodies of the Commonwealth of Virginia, to permit their ordering of Goods, supplies and/or Services at the prices and terms of the resulting Contract ("cooperative procurement"). By submitting any Bid or entering into any Contract with the County a Bidder/Contractor expressly authorizes cooperative procurement under Virginia Code § 2.2-4304 to the full extent permitted by law. If any other public body decides to use any Contract, the Contractor must deal directly with that public body concerning all matters relating thereto, including but not limited to, the placement or orders, issuance of the purchase order, contractual disputes, invoicing and payment. The County acts only as the "Contracting Agent" for these public bodies. Any resulting contract with other public bodies shall be governed by the laws of that specific entity. It is the Contractor's responsibility to notify the public bodies of the availability of the Contract. Fluvanna County shall not be held liable for any direct or indirect costs, damages or other claim of any kind incurred by another public body or any Contractor as a result of any cooperative procurement.
- **60. AUDIT:** The Contractor hereby agrees to retain all books, records and other documents relative to any Contract for five (5) years after final payment, or until audited by the County, whichever is sooner. The County, its authorized agents, and/or County auditors shall have full access to and right to examine any of said materials during said period.
- **61. GUARANTIES AND WARRANTIES:** All guarantees, representations and warranties required shall be furnished by the Contractor and shall be delivered to the Purchasing Agent before final payment on any Contract is made. In addition to any guarantees, representations and warranties required under the Contract, the Contractor agrees to:
  - a. Save the County, its agents and employees harmless from liability of any nature or kind for the use of any copyrighted or un-copyrighted composition; secret process, patented or unpatented; invention; article or appliance furnished or used in the performance of a Contract for which the Contractor is not the patentee, assignee, licensee or owner;
  - b. Protect the County against latent defective material or workmanship and to repair or replace any damages or marring occasioned in transit or delivery;
  - c. Furnish adequate protection against damage to all work and to repair damages of any kind to the building or equipment, to the Contractor's own work or to the work of other contractors, for which the Contractor's workers are responsible;

- d. Pay for all permits, licenses and fees and give all notices and comply with all laws, ordinances, rules and regulations of the County; and
- e. Protect the County from loss or damage to County owned property while it is in the custody of the Contractor;
- f. At minimum supply all Goods or Services with the manufacturer's standard warranty, if applicable; and
- g. For any Contract involving Services of any nature, the Contractor further agrees to:
  - i. Enter upon the performance of Services with all due diligence and dispatch, assiduously press to its complete performance, and exercise therein the highest degree of skill and competence;
  - ii. Allow Services to be inspected or reviewed by an employee of the County at any reasonable time and place selected by the County;
  - iii. Acknowledges that the County shall be under no obligation to compensate Contractor for any Services not rendered in strict conformity with the Contract; and
  - iv. Stipulates that the presence of a County Inspector shall not lessen the obligation of the Contractor for performance in accordance with the Contract requirements, or be deemed a defense on the part of the Contractor for infraction thereof. The Inspector is not authorized to revoke, alter, enlarge, relax, or release any of the requirements of any Contract Any omission or failure on the part of the Inspector to disapprove or reject any work or material shall not be construed to be an acceptance of any such defective work or material.
- **62. PRICE REDUCTIONS:** If at any time after the date of the Bid/Contract the Contractor makes a general price reduction in the comparable price of any material covered by the Contract to customers generally, an equivalent price reduction based on similar quantities and/or considerations shall apply to any Contract for the duration of the Contract period (or until the price is further reduced). Such price reduction shall be effective at the same time and in the same manner as the reduction in the price to customers generally. For purpose of this provision, a "general price reduction" shall mean any horizontal reduction in the price of an article or service offered (1) to Contractor's customers generally, or (2) in the Contractor's price schedule for the class of customers, i.e., wholesalers, jobbers, retailers, etc., which was used as the basis for bidding on this Solicitation. An occasional sale at a lower price, or sale of distressed merchandise at a lower price, would not be considered a "general price reduction" under this provision. The Contractor shall submit his or her invoice at such reduced prices indicating on the invoice that the reduction is pursuant to the "Price Reduction" provision of the Contract documents. The Contractor in addition will within ten (10) days of any general price reduction notify the County of such reduction by letter. FAILURE TO DO SO IS A DEFAULT UNDER THE CONTRACT AND MAY RESULT IN TERMINATION OF THE CONTRACT IN THE COUNTY'S DISCRETION. The Contractor, if requested, shall furnish, within ten (10) days after the end of the Contract period, a statement certifying either (1) that no general price reduction, as defined above, was made after the date of the Bid or Contract, or (2) if any such general price reductions were made, that as provided above, they were reported to the County within ten (10) days and the County was billed at the reduced prices. Where one or more such general price reductions were made, the statement furnished by the Contractor shall include with respect to each price reduction (1) the date when notice

- of any such reduction was issued, (2) the effective date of the reduction, and (3) the date when the County was notified of any such reduction.
- **63. COMPLIANCE WITH IMMIGRATION LAW:** Pursuant to Virginia Code § 2.2-4311.1, in every Contract the following provision applies: the Contractor does not, and shall not during the performance of the Contract, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- **64. VIRGINIA STATE CORPORATION COMMISSION:** Pursuant to Virginia Code § 2.2-4311.2, Any Bidder or Contractor organized as a stock or non-stock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia, or as otherwise required by law, at the time of the Bid, Proposal or any response to Solicitation and during the term of the Contract and any Contract renewal. The Contractor shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required, to be revoked or cancelled at any time during the term or any renewal of the Contract. If the Contractor fails to remain in compliance with the provisions of this Section 64, the Contract may become void at the option of the County.

#### **65. CLAIMS PROCEDURE:**

- a. The procedure for consideration by the County of contractual claims for any Contract shall be that set forth in Virginia Code § 15.2-1243, *et seq*.
- b. In addition, pursuant to Virginia Code § 2.2-4364, contractual claims, whether for money or other relief, shall be submitted in writing to the County Administrator no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a Contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the Goods. Pendency of claims shall not delay payment of amount agreed due in the final payment.
- c. No written decision denying a claim or addressing issues related to the claim shall be considered a denial of the claim unless the written decision is signed by the Board or the County Administrator. The contractor may not institute legal action prior to receipt of the final written decision on the claim unless the County fails to render a decision within ninety (90) days of submission of the claim. Failure of the County to render a decision within ninety (90) days shall not result in the contractor being awarded the relief claimed or in any other relief or penalty. The sole remedy for the County's failure to render a decision within 90 days shall be the contractor's right to institute immediate legal action.
- d. A Contractor may not institute legal action, prior to receipt of the County's decision on the claim, unless the County fails to render such decision within the time specified by law. A failure by the County to render a decision within the time provided by law shall be deemed a final decision denying the claim by the County.

- e. The decision of the Board or the County Administrator shall be final and conclusive unless the Contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in Virginia Code § 2.2-4364.
- f. No administrative appeals procedure pursuant to Virginia Code § 2.2-4365 has been adopted for contractual claims by the County.
- g. Nothing herein shall be construed to prevent the County from instituting legal action against any Contractor or Bidder.
- 66. NOTICES: All written notices required or permitted under any Solicitation, Bid or Contract shall be deemed sufficient if delivered in person to the County Purchasing Agent or Bidder/Contractor, as applicable, or sent by first class mail to the County or Bidder/Contractor at the addresses set forth in the Solicitation, Bid or Contract or at such other address as a party may designate from time to time by notice given in accordance with the terms of this Section 66; except that where a Solicitation, Bid or Contract expressly requires notice to a specific individual or at a specific location, such shall control. Such notices are deemed received when actually delivered to the party or its representative or agent if hand delivered, or one (1) business day after deposited into the United States mail, if mailed.

#### **DELIVERY**

- 67. SHIPPING INSTRUCTIONS-CONSIGNMENT: Unless otherwise specified in the Solicitation or Contract, as applicable, each case, crate, barrel, package, etc., delivered under the Contract must be plainly stenciled or securely tagged, stating the Contractor's name, purchase order number, and delivery address as indicated in the order. Where shipping containers are to be used, each container must be marked with the purchase order number, name of the Contractor, the name of the item, the item number, and the quantity contained therein. Deliveries must be made within the hours of 8:00 a.m. 3:00 p.m. Deliveries at any other time will not be accepted unless specific arrangements have been previously made with the designated individual at the delivery point. No deliveries will be accepted on Saturdays, Sundays and holidays unless previous arrangements have been made. It shall be the responsibility of the Contractor to insure compliance with these instructions for items that are drop-shipped.
- 68. RESPONSIBILITY FOR SUPPLIES TENDERED: The Contractor shall be responsible for the materials or supplies covered by the Contract until they are delivered at the designated point. The Contractor shall additionally bear all risk on rejected materials or supplies after notice of rejection is tendered by the County. Rejected materials or supplies must be removed by and at the expense of the Contractor promptly after notification of rejection, unless public health and safety require immediate destruction or other disposal of rejected delivery. If rejected materials are not removed by the Contractor within ten (10) days after date of notification, the County may return the rejected materials or supplies to the Contractor at the Contractor's risk and expense or dispose of them as abandoned property.
- 69. INSPECTIONS: The County reserves the right to conduct any test/inspection it may deem advisable to assure supplies and Services conform to the specification in the Solicitation, Bid or Contract, as applicable. Inspection and acceptance of materials or supplies will be made after delivery at destinations herein specified unless otherwise stated. Unless otherwise specified in the Contract, if inspection is made after delivery at the destination specified, the County will bear the expense of inspection except for the value of samples used in case of rejection. Final inspection shall be conclusive except in regard to latent defects, fraud or such

gross mistakes as to amount to fraud. Final inspection and acceptance or rejection of the materials or supplies will be made as promptly as practicable, but failure to inspect and accept or reject materials or supplies shall not impose liability on the County for such materials or supplies as are not in accordance with the specifications.

- **70. COMPLIANCE:** Delivery must be made as ordered and in accordance with the Solicitation, Bid or Contract, as applicable, or as directed by the County when not in conflict with the Bid/Contract. The decision as to reasonable compliance with delivery terms shall be final. Burden of proof of delay in receipt of Goods by the purchaser shall rest with the Contractor. Any request for extension of time of delivery from that specified must be approved by the County, such extension applying only to the particular item or shipment affected. Unless otherwise specified in the Contract, should the Contractor be unreasonably delayed by the County, there shall be added to the time of completion a time equal to the period of such delay caused by the County. However, the Contractor shall not be entitled to claim damages or extra Payment Amount for such delay or suspension. These conditions may vary for construction Contracts.
- **71. POINT OF DESTINATION:** All materials shipped to the County must be shipped F.O.B. DESTINATION unless otherwise stated specifically in the Solicitation, Bid or Contract, as applicable. The materials must be delivered to the "Ship To" address indicated on the purchase order or Solicitation, as applicable.
- **72. REPLACEMENT:** Materials or components that have been rejected by the County, in accordance with the terms of the Contract, shall be replaced by the Contractor at no cost to the County.
- **73. DAMAGES:** Any and all damages to property of the "County" that is the direct result of the Contractor, the employees of the Contractor and/or its subcontractors, agents, licensees, successors, or assigns, shall be the sole responsibility of the Contractor. The property shall be repaired to its last known condition prior to the damages and/or replaced at no cost to the County. The County shall approve any and all repairs/replacements prior to acceptance of the repairs/replacement.
- **74. PACKING SLIPS OR DELIVERY TICKETS:** All shipments shall be accompanied by Packing Slips or Delivery Tickets and shall contain the following information for each item delivered:
  - a. Purchase Order Number;
  - b. Name of Article and Stock Number;
  - c. Quantity Ordered;
  - d. Quantity Shipped;
  - e. Quantity Back Ordered; and
  - f. The Name of the Contractor.

Contractors are cautioned that failure to comply with these conditions shall be considered sufficient reason for refusal to accept the Goods.

- **75. ADDITIONAL CHARGES:** No delivery charges of any kind shall be added to any invoice; except that (i) if Goods are expressly bought F.O.B. "shipping point" under the Contract and the Contractor prepays transportation, then delivery charges shall be added to invoices; and (ii) if express delivery is authorized and substituted by the County on orders for the method specified in the Contract, then the difference between freight or mail and express charges may be added to invoice.
- **76. METHOD AND CONTAINERS:** Unless otherwise specified, Goods shall be delivered in commercial packages in standard commercial containers, so constructed as to ensure acceptance by common or other carrier for safe transportation to the point of delivery. Containers become the property of the County unless otherwise specified by bidder.

# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB B

MEETING DATE:	August 4, 2021								
AGENDA TITLE:	Fork Union Mil PA#12	itary Ac	ademy V	Vastewater Trea	tmen	t Plant Eva	uation		
MOTION(s):	I move the Board of Supervisors approve a budget transfer of \$39,870.00 from the FY22 American Rescue Plan Act Contingency line to the FY22 American Rescue Plan Act Professional Services line for the Fork Union Military Academy Wastewater Treatment Plant Evaluation.  I move the Board of Supervisors approve Project Agreement #12 between Fluvanna County and Dewberry Engineers Inc. for Fork Union Military Academy Wastewater Treatment Plant Evaluation totaling \$39,870.00, and further authorize the County Administrator to execute the agreement subject to approval as to form by the County Attorney.								
STRATEGIC INITIATIVE?	Yes X	No	If yes, list initiative(s):			CS	)		
AGENDA CATEGORY:	Public Hearing		Matter <b>K</b>	Presentation	Cons	ent Agenda	Other		
STAFF CONTACT(S):	Cyndi Toler, Pur	chasing (	Officer						
PRESENTER(S):	Cyndi Toler, Pur	chasing (	Officer						
RECOMMENDATION:	Approve								
TIMING:	Routine								
DISCUSSION:	day (GPD) and Virginia Polliv VA0024147.  The permit and of the existing operating character of the existing operating character of the existing operating character of the existing operation operation of the existing operation of the existing operation	nd discha utant Dis also inclu would lik low for the ng facility nallenges of the eva im. ERVICES onduct a trical, stra a and con ather and mit, recor rating informations	arges treatcharge Elades flow the Dewber he Country, operation, and to interest aluation with the country of th	nas a design capacited effluent to Noticed existing where the existing where the existing data including the existing	PD an evalurstand ng record in a way was the facultings, DMI gather	reek under to ES) Permit Nord 99,000 GF ation of the concilent of the conc	the lo.		

BOS2021-<u>08-04 p.448/632</u>

MENIENAS COMMETETED:	Х	Х	Х					
REVIEWS COMPLETED:	Legal	Finance	Purchasing	HR	Other			
ENCLOSURES:	Dewberry Proje	ect Agreement #12						
LEGISLATIVE HISTORY:	N/A							
POLICY IMPACT:	N/A							
FISCAL IMPACT:	Use of ARPA fu	nds for planning pr	ojects for infrastr	ucture improvem	ents			
EISCAL IMPACT:	gat	<ul> <li>6. Develop list of recommended improvements including gathering information from equipment and material suppliers.</li> <li>7. Prepare budgetary construction cost estimates for identified improvements.</li> <li>8. Develop estimated operating and maintenance requirements and costs for the existing WWTP.</li> <li>9. Develop a list of short-lived assets to determine the recommended equipment replacement reserve.</li> <li>10. Prepare draft technical memorandum to include the results of the evaluation and recommendations for the WWTP.</li> <li>11. Attend meeting with the County to review the draft technical memorandum.</li> <li>12. Revise the technical memorandum based on review comments and submit the final technical memorandum to the County.</li> </ul>						
	Qua any o 5. C eva per	ality (VDEQ) regard other permitting Conduct process ar Iluate the existing mit limits and ider	ding past notices of considerations. and hydraulic evalual WWTP's ability to atify any recomme	of violations (NOV ation of the WWT reliably meet the ended improveme	s) and P and current nts.			
	o 4. C	Coordinate with the	e Virginia Departn		021-08-04 p. ental			

#### PROJECT AGREEMENT #12

## TERM CONTRACT BETWEEN COUNTY AND ARCHITECT/ENGINEER FOR PROFESSIONAL SERVICES

## FORK UNION MILITARY ACADEMY WASTEWATER TREATMENT PLANT EVALUATION

	This Project A	greement #12 and Agreement Amendment (the Project Agree	ement") m	ıade
this _	day of _	, 2021 , between Fluvanna County,	Virginia	(the
"Coun	ty"), a political s	subdivision of the Commonwealth of Virginia, and Dewberry l	Engineers :	Inc.
(the "	Consultant"), a	New York corporation authorized to transact business in V	/irginia, is	s an
adden	dum to that TEF	RM CONTRACT BETWEEN COUNTY AND ARCHITECT	Γ/ENGINE	EER
FOR I	PROFESSIONA	L SERVICES dated the 31st day of October, 2018 (includin	g all exhib	bits,
and as	modified by any	amendments or addendums thereto, herein referred to as the "	'Agreemen	nt").
All de	fined terms in th	e Agreement shall have the same meaning in this Project Agre	eement un	less
the co	ntext used herein	n requires otherwise.		

Whereas, pursuant to the Agreement the County shall issue written task orders to the Consultant as services are needed;

Whereas, the Consultant submitted a proposal dated July 2, 2021 "Fork Union Military Academy Wastewater Treatment Plant Evaluation", attached hereto as Exhibit 1 (the "Proposal") and made a material part hereof;

Whereas, the County desires that the Consultant complete the work and services set forth in the Proposal, including, without limitation, the services described in the "Scope of Services" section therein as:

- Conduct a site visit to the existing WWTP, including an electrical, structural, and wastewater process engineer, to gather data and conduct a visual inspection of the facility.
- Gather and evaluate existing data including previous reports, permit, record drawings, O&M manuals, DMRs, utility data, and operating information.
- Prepare sampling plan as needed to gather additional data to be executed by the County and/or FUMA.
- Coordinate with the Virginia Department of Environmental Quality (VDEQ) regarding past notices of violations (NOVs) and any other permitting considerations.
- Conduct process and hydraulic evaluation of the WWTP and evaluate the existing WWTP's ability to reliably meet the current permit limits and identify any recommended improvements.
- Develop list of recommended improvements including gathering information from equipment and material suppliers.
- Prepare budgetary construction cost estimates for identified improvements.
- Develop estimated operating and maintenance requirements and costs for the existing WWTP.
- Develop a list of short-lived assets to determine the recommended equipment replacement reserve.
- Prepare draft technical memorandum to include the results of the evaluation and recommendations for the WWTP.
- Attend meeting with the County to review the draft technical memorandum.
- Revise the technical memorandum based on review comments and submit the final

technical memorandum to the County.

Whereas, the Consultant desires to perform the work described in the Proposal and this Project Agreement and agrees to complete all work and services necessary and related thereto (together referred to as the "Services" or the "Task Order").

For good and valuable consideration, the parties hereby agree as follows:

#### ARTICLE I: THE AGREEMENT

The foregoing recitations are incorporated by reference into this Project Agreement.

This Project Agreement is an addendum to and made a material part of the Agreement. The parties hereto agree that except as specifically and expressly modified hereby that Agreement remains in full force and effect and the provisions of the Agreement are incorporated herein and are a material part hereof.

#### ARTICLE II: TASK ORDER

Consultant shall provide all work and services as needed and necessary or desired to complete Services on the Task Order consistent with all provisions of this Project Agreement, Exhibit 1 and the Agreement.

The County's project manager for technical inquiries relating to this Project Agreement shall be:

Mr. Eric Dahl County Administrator 132 Main Street Palmyra, VA 22963 Phone: (434) 591-1930

E-mail: edahl@fluvannacounty.org

Billing inquiries should be directed to Cyndi Toler, Purchasing Officer, whose contact information appears below in Article VI.

#### ARTICLE III: EXHIBITS AND RESOLVING CONFLICTS

The rights and duties of the County and Consultant applicable to the County's projects under this Project Agreement are set forth in the following Agreement Documents:

- (i) This Project Agreement;
- (ii) Exhibit 1 hereto;
- (iii) The Agreement including exhibits thereto; and
- (iv) The County of Fluvanna General Terms Conditions and Instructions to Bidders and Contractors, being a portion of Attachment 1 which is attached to and a part of the Agreement.

Whenever possible, the terms of the above Agreement Documents shall be read together, however in the event of a conflict, the order of preference above shall govern which Agreement Document will control. In other words, (i) shall control over (ii) to (iii) above, and (ii) shall control over (iii).

#### ARTICLE IV: FEES

Consistent with the Proposal, the Consultant will receive a not-to-exceed fee of THIRTY-NINE THOUSAND EIGHT HUNDRED SEVENTY AND NO/100 DOLLARS (\$39,870.00); based on actual time worked and materials (and other direct costs); which shall be payable by the County, upon completion and proper invoice by the Consultant as described herein.

The flat fees are not-to exceed amounts. The hourly fees up to the not-to-exceed total per task shall be payable by the County upon proper invoice by the Consultant as described herein. The Consultant shall submit invoices to the County monthly for services actually rendered on each subtask and upon final completion. The invoice shall describe the services rendered to date with specificity. The Consultant will be paid within forty-five (45) days of receipt of a valid invoice following final acceptance of all work by the County. No invoice may be provided by the Consultant to the County until the items or services purchased have been delivered to, inspected by and accepted by the County. In no event shall the fees invoiced or due under this Project Agreement exceed \$39,870.00 total. In no event shall the final payments be made until the Project and Task Order are fully completed to the sole satisfaction of the County.

Notwithstanding anything to the contrary contained in the Proposal, the Consultant shall be paid the lower of the hourly rate for the title/type of person actually performing the work set forth the Proposal hereto or the hourly rate set forth in Exhibit 3 to the Agreement (being that Term Contract between County and Architect/Engineer for Professional Services dated October 31, 2018); up to the not-to-exceed fees for the Task Order Services set forth in this Project Agreement. For clarification, the rate charged for a "Technical Advisor" shown on Exhibit 1 as \$205 would only apply if that person was at minimum an "Engineer VIII"; the rate charged for a "Project Manager" would only apply if that person was at minimum an "Engineer VI"; and so forth consistent with or less than the rates as set forth in the Agreement. The County shall be billed for increments of an hour based on Consultant's standard procedure except as otherwise required by the Agreement.

No subcontractors may work on this Project Agreement EXCEPT that portion of the Task 3 Services for chemical analyses; and for such work the Sub consultant Services must be billable to the County AT COST WITH NO MARK UP OF ANY KIND.

The fee includes all fees, costs and charges of any kind to perform all the services and work, including supplying at its own cost and expense any necessary tools, equipment or materials, necessary or desirable for completion of the task specified.

#### ARTICLE V: TERM

Consultant shall with due diligence and dispatch assiduously pursue these Task Orders to completion, but in any event such Services and work must be completed to the sole satisfaction of the County within 4 months of execution by the County of this Project Agreement. Time being of the essence.

#### ARTICLE VI: MISCELLANEOUS

As appropriate to the context, the singular will include the plural and vice versa, and reference to one gender will include the others. This Project Agreement may be executed in one or more counterparts, each of which will be considered the Project Agreement for all purposes of proof. In addition to allowing electronic signatures upon an electronic copy of this Project Agreement, as provided by Virginia law, facsimile signatures upon any signature page will be considered to be original signatures. This Project Agreement contains the entire understanding of the parties with respect to the subject matter hereof and is to be modified only by a writing signed by the parties to this Project Agreement. This Project Agreement will be binding upon and inure to the benefit of the respective parties and their successors. This Project Agreement is not assignable by either party, except by operation of law. The legal address for the County and for the Consultant and the addresses for delivery of Notices and other documents related to the administration of this Project Agreement are as follows:

#### County:

ATTN: Cyndi Toler, Purchasing Officer Fluvanna County P.O. Box 540 Palmyra, VA 22963 Telephone (434) 591-1930 FAX (434) 591-1911

#### Consultant:

Dewberry Engineers Inc. ATTN: Richard Kincheloe

4805 Lake Brook Drive, Suite 200

Glen Allen, VA 23060 Telephone: (804) 290-7957 Facsimile: (804) 290-7928

Any party may substitute another address for the one set forth above by giving a notice in the manner required. Any notice given by mail will be deemed to be received on the fifth (5<sup>th</sup>) day after deposit in the United States mail. Any notice given by hand will be deemed to be received when delivered. Notice by courier will be deemed to have been received on the date shown on any certificate of delivery.

#### ARTICLE VII: AMERICAN RESCUE PLAN ACT OF 2021 FUNDING

WHREAS, the COVID-19 pandemic has spread worldwide, causing significant illness, loss of life, and economic disruption around the world;

WHEREAS, the federal government passed the American Rescue Plan Act (the "Act"), which provides funding for various programs including some to address the effects of the COVID-19 pandemic;

WHEREAS, part of the Act gives monetary assistance to state and local governments;

WHEREAS, subject to other requirements of the Act and applicable law, a local government may use funds provided to it under the Act to cover costs of the local government no later than December 31, 2024 to: (A) to respond to the public health emergency with respect to the Coronavirus Disease 2019 (COVID–19) or its negative economic impacts, including assistance to households, small businesses, and nonprofits, or aid to impacted industries such as tourism, travel, and hospitality; (B) to respond to workers performing essential work during the COVID–19 public health emergency by providing premium pay to eligible workers of the metropolitan city, nonentitlement unit of local government, or county that are performing such essential work, or by providing grants to eligible employers that have eligible workers who perform essential work;(C) for the provision of government services to the extent of the reduction in revenue of such metropolitan city, nonentitlement unit of local government, or county due to the COVID–19 public health emergency relative to revenues collected in the most recent full fiscal year of the metropolitan city, nonentitlement unit of local government, or county prior to the emergency; or (D) to make necessary investments in water, sewer, or broadband infrastructure.

WHEREAS, the County may use funds it receives under the Act to pay for all or part of the Services under this Project Agreement and to the extent the County uses funds it received under the Act the Consultant shall meet requirements of applicable law related to the expenditure of such funds including all details required in any invoicing, reporting, and documentation;

Therefore, the parties agree:

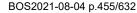
- 1. The following recitations are a material part of this Project Agreement;
- 2. The Consultant shall conform all work on the Task Order and all invoicing related thereto, to any requirements of the Act and other applicable law;
- 3. The County may be using funds provided under the Act to pay for the Services provided under this Project Agreement, and the Consultant understands the same and agrees to comply with all Act Requirements in providing the Services and in all matters relating to this Agreement. Notwithstanding any provisions to the contrary contained in this Project Agreement, the County will not pay for any Services, or portion thereof, not be completed on or prior to December 31, 2024, under any circumstances; however this shall not change any earlier completion date(s) required by this Project Agreement. Further, notwithstanding any other provision of this Agreement, the Consultant agrees that COVID-19 is not a force majeure or similar excuse for any default by or delay of Consultant under this Project Agreement;
- 4. The Services must be done in compliance with Applicable Law, Act requirements, and to Pandemic Standards (each as defined herein) and as otherwise required by this Agreement;

- 5. Pandemic Standards means consistent with the following: (i) Federal, OHSA, and Center for Disease Control regulations, laws, orders, rules, requirements, best practices, mandatory quarantines, mandatory shut-downs, and guidance as issued related to COVID-19, pandemics, or safety, and specifically, but without limitation, those guidelines relating to businesses, businesses in shared buildings, social distancing, hand-washing, and cleaning; and (ii) Commonwealth of Virginia, Virginia Department of Labor, and Virginia Department of Health regulations, laws, orders, rules, requirements, best practices, mandatory quarantines, mandatory shut-downs, and guidance as issued related to COVID-19, pandemics, or safety, and specifically, but without limitation, those guidelines relating to businesses, businesses in shared buildings, social distancing, hand-washing, and cleaning;
- 6. "Applicable Law(s)" means all applicable Federal, Commonwealth of Virginia or local laws, ordinances, statutes, rules, regulations, standards, or similar criteria, including without limitation the Act; and
- 7. Consultant shall, at his/her/their own expense, be solely responsible for protecting its employees, sub-consultants, material suppliers, and all other persons from risk of death, injury or bodily harm arising from or in any way related to the Services or the site where it is being performed ("Work Site"). In addition, Consultant agrees to act in accordance with the rules and regulations administered by Applicable Law, including and without limitation, federal law, the Act and CDC and the Virginia Department of Health guidance related to COVID-19 and OSHA. Service Provider shall be solely responsible and liable for any penalties, fines, or fees incurred.

In witness whereof the undersigned duly authorized representatives have executed this Project Agreement on the dates set forth beside their respective signatures.

Consultant: Dewberry Engineers Inc.		County: Fluvanna County	
By:_	Date:	By:	Date:
Name:		Name:	
Title:		Title:	
Approved as to form:			
Ву:			
	T ' A' NA TT C		

Fluvanna County Attorney, by Kristina M. Hofmann, Deputy Fluvanna County Attorney









July 2, 2021

Mr. Calvin Hickman **Director of Public Works** County of Fluvanna 197 Main Street Palmyra, Virginia 22963

**RE:** Proposal for Professional Engineering Services Fork Union Military Academy Wastewater Treatment Plant Evaluation

Dear Mr. Hickman:

Dewberry Engineers, Inc. (Dewberry) is pleased to submit this proposal to conduct an evaluation of the Fork Union Military Academy (FUMA) wastewater treatment plant (WWTP). Dewberry's Project Understanding, Scope of Services, and Fee have been developed based on phone and email correspondence. The Work will be performed in accordance with the Term Agreement for Professional Engineering Services, executed October 8, 2018.

#### **PROJECT UNDERSTANDING**

It is our understanding that Fluvanna County (County) is considering the possibility of acquiring the existing FUMA WWTP, located in Fork Union, Virginia. The existing WWTP has a design capacity of 60,000 gallons per day (GPD) and discharges treated effluent to North Creek under the Virginia Pollutant Discharge Elimination System (VPDES) Permit No. VA0024147. The permit also includes flow tiers for 75,000 GPD and 99,000 GPD. The County would like Dewberry to conduct an evaluation of the existing WWTP to allow for the County to gain an understanding of the condition of the existing facility, operating costs, permitting requirements, operating challenges, and to identify any necessary upgrades. The results of the evaluation will be summarized in a technical memorandum.

#### **SCOPE OF SERVICES**

The proposed Scope of Services is described below:

- 1. Conduct a site visit to the existing WWTP, including an electrical, structural, and wastewater process engineer, to gather data and conduct a visual inspection of the facility.
- 2. Gather and evaluate existing data including previous reports, permit, record drawings, O&M manuals, DMRs, utility data, and operating information.
- 3. Prepare sampling plan as needed to gather additional data to be executed by the County and/or FUMA.
- 4. Coordinate with the Virginia Department of Environmental Quality (VDEQ) regarding past notices of violations (NOVs) and any other permitting considerations.

Mr. Calvin Hickman Proposal for Professional Engineering Services Fork Union Military Academy Wastewater Treatment Plant Evaluation July 2, 2021 Page 2 of 3

- 5. Conduct process and hydraulic evaluation of the WWTP and evaluate the existing WWTP's ability to reliably meet the current permit limits and identify any recommended improvements.
- 6. Develop list of recommended improvements including gathering information from equipment and material suppliers.
- 7. Prepare budgetary construction cost estimates for identified improvements.
- 8. Develop estimated operating and maintenance requirements and costs for the existing WWTP.
- 9. Develop a list of short-lived assets to determine the recommended equipment replacement reserve.
- 10. Prepare draft technical memorandum to include the results of the evaluation and recommendations for the WWTP.
- 11. Attend meeting with the County to review the draft technical memorandum.
- 12. Revise the technical memorandum based on review comments and submit the final technical memorandum to the County.

#### **SCHEDULE**

Dewberry proposes to submit the draft technical memorandum within 4 months of the notice to proceed date.

#### **FEES**

Dewberry proposes to perform the scope of service described herein for a lump sum fee of \$39,870.

#### **CLARIFICATIONS**

- 1. All available data and documents needed for this evaluation will be provided by the County and/or FUMA.
- 2. If additional sample data is needed for the evaluation, Dewberry will develop a sampling plan, which will be executed and paid for by the County and/or FUMA.

#### **EXCLUSIONS**

- 1. Topographic or boundary survey.
- 2. Geotechnical services, soil testing, or materials testing.
- 3. Pilot or bench scale studies.
- 4. Environmental survey or assessments/reports.
- 5. Preparation and submittal of permit applications and/or obtaining new or modified permits.
- 6. Design of proposed improvements.



Mr. Calvin Hickman Proposal for Professional Engineering Services Fork Union Military Academy Wastewater Treatment Plant Evaluation July 2, 2021 Page 3 of 3

We look forward to the opportunity to serve Fluvanna County on this project. If you have any questions, or require additional information, please feel free to contact us.

Sincerely,

**Dewberry Engineers Inc.** 

Danylo A. Villhauer, P.E. Associate Vice President

Attachment A: Manpower and Fee Estimate



# FLUVANNA COUNTY FORK UNION MILITARY ACADEMY WWTP EVALUATION FEE ESTIMATE FOR ENGINEERING SERVICES JULY 2, 2021

#### HOURS DEDICATED TO SUBTASK

	TECHNICAL	PROJECT	<b>ELECTRICAL</b>	STRUCTURAL	STAFF	REIMBURSABLE/	TOTAL
PROJECT TASKS	ADVISOR	MANAGER	ENGINEER	<b>ENGINEER</b>	<b>ENGINEER</b>	SUBCONSULTANT	COST
	205.00	160.00	175.00	175.00	110.00		
Site Visit	3	3	8	8		\$250	
Gather and evaluate existing information	1	4	2	2	6		
Prepare sampling plan	1	2					
Coordinate with VDEQ	2	4					
Conduct process and hydraulic evaluation	2	20			12		
Develop list of recommended improvements	2	8	8	4	16		
Develop budgetary cost estimates for improvements	1	4	4	4	8		
Develop estimated O&M requirements and costs	1	8	2	2	16		
Develop list of short lived assets and replacement reserve	1	2	1		12		
Prepare draft memorandum	2	12	4	4	60		
Attend review meeting	2	2					
Revise technical memorandum and submit final	1	2	2		4		
						40-0	400.070
TOTAL	19	71	31	24	134	\$250	\$39,870

## FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB C

MEETING DATE:	August 4, 20	21						
AGENDA TITLE:	FY22 Pay Ra	tes and Cla	ssificatio	ons				
MOTION(s):	I move to ap	prove the	FY22 Pa	ny Rates and Cla	ssifications, as	presented.		
STRATEGIC INITIATIVE?	Yes	No XX		If yes, list initiativ	ve(s):			
AGENDA CATEGORY:	Public Hearin			Presentation	Consent Agenda	Other		
STAFF CONTACT(S):	Donna Snow,	Donna Snow, Human Resources Manager						
PRESENTER(S):	Donna Snow,	Donna Snow, Human Resources Manager						
RECOMMENDATION:	Approval							
TIMING:	Current							
DISCUSSION:	<ul><li>pay band</li><li>The FY22 the 2021</li><li>The revision approved</li></ul>	s for approv Pay Rates a federal cost on also inco in the FY22 no addition	ral. nd Classi of living orporates adopted	ed with a schemate fications Schemate adjustment. Is the position charted budget requested as a re	tic has been adju	sted to reflect		
FISCAL IMPACT:	N/A							
POLICY IMPACT:	None							
LEGISLATIVE HISTORY:	None							
ENCLOSURES:	FY22 Pay Rate	es and Class	ifications	Markup				
REVIEWS COMPLETED:	Legal	Fina	nce	Purchasing	HR XX	Other		

Fluvanna	County	DRAFT August 4, 2021	Mid-Range 25	% above Min; Max !	50% above Min	* 2,184 hrs annually incl. 208 hrs scheduled OT			
			Full	-Time Hourly R	ates	Full-Time	e Annual Pay (E	Expected)	
Pay Band	Class	Position Title	Minimum	Mid-Range	Maximum	Minimum	Mid-Range	Maximum	
5	1450	Treasurer Clerk	\$12.16	\$15.20	\$18.23	NA	NA	NA	
	1612	Registrar Clerk							
	3461	Convenience Ctr Worker							
	4131	Facilities Assistant							
	8851	Library Clerk							
	4090	Camp Counselor							
6	4132	Museum Attendant	\$12.82	\$16.03	\$19.24	NA	NA	NA	
	4065	Park Maintenance Worker							
7	2210	Assistant Registrar	\$14.18	\$17.73	\$21.27	\$29,499	\$36,873	\$44,248	
	3150	Building Services Worker							
	3171	Grounds Maintenance Worker I							
	8831	Library Assistant I							
8	3172	Grounds Maintenance Worker II	\$14.69	\$18.36	\$22.03	\$30,552	\$38,190	\$45,828	
9	1411	Deputy Treasurer I	\$15.20	\$18.99	\$22.79	\$31,606	\$39,507	\$47,408	
	1521	Deputy Commissioner I							
	1811	Deputy Clerk I							
	3611	Utilities System Operator I (Trainee)							
	4112	Active Seniors & Therapeutic Recreation Coordinator							
	8832	Library Assistant II							
New	8833	Children's Program Specialist (Library)							
10	3151	Maintenance Technician	\$15.70	\$19.63	\$23.55	\$32,659	\$40,824	\$48,989	
	3152	Grounds Maintenance Technician							
	3180	Facilities Maintenance Technician							
	<del>6211</del>	Communications Officer (911 Center) (move PB11)							
	<del>6221</del>	Communications Officer, PT (911 Center) (move PB11)			*	<del>\$34,292</del>	<del>\$42,865</del>	<del>\$51,438</del>	

Fluvanna County		DRAFT August 4, 2021	Mid-Range 25	% above Min; Max	50% above Min	* 2,184 hrs annually incl. 208 hrs scheduled OT			
		Fu		-Time Hourly F	Rates	Full-Time Annual Pay (Expected)			
Pay Band	Class	Position Title	Minimum	Mid-Range	Maximum	Minimum	Mid-Range	Maximum	
11	1051	Administrative Program Specialist	\$16.57	\$20.71	\$24.85	\$34,455	\$43,069	\$51,683	
	1052	Administrative Assistant							
	1092	Administrative Assistant, PT							
New	1093	Children's Services Act Programs Assistant							
New	1094	Law Enforcement Support Technician							
	1250	Human Resources Assistant							
	1321	Financial Services Technician							
	1420	Deputy Treasurer II							
	1531	Deputy Commissioner II							
	1821	Deputy Clerk II							
	3531	Utilities System Operator II							
	4113	Recreation Programs & Special Events Coordinator							
	4114	Athletics & Special Events Coordinator							
	6211	Communications Officer (911 Center) *							
	6221	Communications Officer, PT Temp (911 Center) *			*	\$36,178	\$45,223	\$54,267	
	7400	Equipment & Fleet Maintenance Technician							
12	1430	Deputy Treasurer III	\$17.48	\$21.85	\$26.21	\$36,350	\$45,438	\$54,526	
	1511	Deputy Commissioner III							
	1831	Deputy Clerk III							
	3181	Facilities Maintenance Specialist							
	3371	Grounds Supervisor							
	3391	Buildings Supervisor							
New 7.1	3532	Utilities System Operator III							
	3631	Utlities Specialist (move PB13)							
	4115	P&R Services Specialist							
	6212	Communications Team Lead*			*	\$38,168	\$47,710	\$57,252	
13	1081	Paralegal/Legal Assistant	\$18.44	\$23.05	\$27.66	\$38,350	\$47,937	\$57,525	
	2111	Code Inspector - Code Enforcement Officer							
	3431	Convenience Center Manager - Recyle Coordinator							
	3631	Utlities Specialist							
14	1330	Financial Services Specialist	\$19.45	\$24.31	\$29.18	\$40,459	\$50,574	\$60,688	
	1541	Deputy Commisioner of the Revenue IV							
	2211	Code Inspector - Building & Site Inspector							
	5130	Planner/GIS Technician							

Fluvanna	Fluvanna County DRAFT August 4, 2021		Mid-Range 25	Mid-Range 25% above Min; Max 50% above Min			* 2,184 hrs annually incl. 208 hrs scheduled OT			
			Full	Full-Time Hourly Rates			Full-Time Annual Pay (Expected)			
Pay Band	Class	Position Title	Minimum	Mid-Range	Maximum	Minimum	Mid-Range	Maximum		
·	6251	Communications Supervisor (911 Center)*			*	\$42,482	\$53,102	\$63,723		
15	1122	IT Systems Technician	\$20.52	\$25.65	\$30.78	\$42,684	\$53,355	\$64,026		
	2112	Code Inspector - E&SC Plans Reviewer								
16	1381	Purchasing Officer	\$21.55	\$26.93	\$32.32	\$44,818	\$56,023	\$67,228		
	2351	Senior Planner								
	6281	Communications Operations Coordinator (E911)*			*	\$47,059	\$58,824	\$70,589		
17	3550	Water System Manager	\$22.62	\$27.91	\$33.94	\$47,059	\$58,053	\$70,589		
	3670	Project Manager, PT/Temp								
New	####	Accountant								

Fluvanna	uvanna County DRAFT August 4, 2021		Mid-Range 25	% above Min; Max	50% above Min	* 2,184 hrs annually incl. 208 hrs scheduled OT			
			Full	-Time Hourly F	Rates	Full-Time	e Annual Pay (I	Expected)	
Pay Band	Class	Position Title	Minimum	Mid-Range	Maximum	Minimum	Mid-Range	Maximum	
40	1001	E an time Assistant / Clark to the Board	¢22.00	ć20.64	624.22	647.644	Ć50 544	674.447	
18	1091	Executive Assistant / Clerk to the Board	\$22.89	\$28.61	\$34.33	\$47,611	\$59,514	\$71,417	
(Exempt)	1351	CSA Coordinator							
	1384	Management Analyst I							
	1551	Chief Deputy Commissioner of the Revenue							
	1711	Victim/Witness Manager							
	1851	Chief Deputy Clerk							
25:	2510	Chief Deputy Treasurer							
19	1385	Management Analyst II	\$24.26	\$30.33	\$36.39	\$50,468	\$63,085	\$75,701	
(Exempt)	9410	Emergency Management Coordinator							
20	1600	Director of Elections/General Registrar (move PB27)	\$25.72	\$32.15	\$38.58	\$53,496	\$66,870	\$80,244	
(Exempt)	2450	Economic Development Coordinator							
	3680	Assistant Public Works Director							
	7510	Assistant Public Works Director- Utilities							
21	1130	Human Resources Manager	\$27.26	\$34.08	\$40.89	\$56,705	\$70,882	\$85,058	
(Exempt)	1150	Assistant County Administrator							
	2250	Building Official							
	6291	Director of Communications (911 Center)							
	8800	Library Director							
22	1120	Director of Information Technology	\$28.90	\$36.12	\$43.35	\$60,108	\$75,135	\$90,162	
(Exempt)									
23	4290	Director of Parks and Recreation	\$30.63	\$38.29	\$45.95	\$63,714	\$79,643	\$95,571	
(Exempt)									
24	1390	Director of Finance (move PB 25)	\$32.47	\$40.59	\$48.70	\$67,537	\$84,421	\$101,306	
(Exempt)	2000	Director of Community Development							
	3690	Director of Public Works							
25	1390	Director of Finance	\$34.42	\$43.02	\$51.63	\$71,589	\$89,487	\$107,384	
(Exempt)									

Fluvanna County		DRAFT August 4, 2021	Mid-Range 25	Mid-Range 25% above Min; Max 50% above Min				* 2,184 hrs annually incl. 208 hrs scheduled OT			
			Full	Full-Time Hourly Rates				Expected)			
Pay Band	Class	Position Title	Minimum	Mid-Range	Maximum	Minimum	Mid-Range	Maximum			
26	1750	Assistant Commonwealth's Attorney	\$36.48	\$45.60	\$54.72	\$75,885	\$94,856	\$113,827			
(Exempt)											
27	1590	Commissioner of the Revenue	\$38.67	\$48.34	\$58.01	\$80,438	\$100,547	\$120,657			
(Exempt)	1600	Director of Elections/General Registrar									
	2500	Treasurer									
28			\$40.99	\$51.24	\$61.49	\$85,264	\$106,580	\$127,896			
(Exempt)											
29			\$43.45	\$54.31	\$65.18	\$90,380	\$112,975	\$135,570			
(Exempt)											
30			\$46.06	\$57.57	\$69.09	\$95,803	\$119,753	\$143,704			
(Exempt)											
31	1890	Clerk of Circuit Court	\$48.82	\$61.03	\$73.23	\$101,551	\$126,939	\$152,326			
(Exempt)											
32			\$51.75	\$64.69	\$77.63	\$107,644	\$134,555	\$161,466			
(Exempt)											
33	1790	Commonwealth's Attorney	\$54.86	\$68.57	\$82.29	\$114,103	\$142,628	\$171,154			
(Exempt)											
	Special	Seasonal Time Keepers		\$16.00	Per Game						
	Special	Seasonal Referees		\$28.00	Per Game						

#### FLUVANNA COUNTY BOARD OF SUPERVISORS

#### **BCC APPOINTMENTS STAFF REPORT**

TAB D

MEETING DATE:	August 4, 2021					
AGENDA TITLE:	Soard, Commission, and Committee Appointments/Reappointments					
MOTION:	I move the Board of Supervisors approve the following Board, (appointment(s)/reappointment(s) with terms as presented:	move the Board of Supervisors approve the following Board, Commission, or Committee				
Board/Commission	Board/Commission/Committee Appointee/Reappointee Begins Term Ends Term					
Fluvanna Partnersh	ip for Aging – Cunningham District	Lois Williams	08/04/2021	12/31/2021		

DISCUSSION:	- Fluvanna Partnership for Aging – Unexpired term beginning 01/01/2020, vacated by Nan Weikert on 05/11/2021.
ENCLOSURES:	Candidate Application

BCC VACANCIES AND APPLICANTS								
BCC Vacancies	Applicants	Appt	District	Current BCC Appointments / Other Notes				
Fluvanna Partnership for Aging –	Lois Williams	Appt	Cunningham	Vacant position beginning 8/04/2021				
Cunningham District								



### APPLICATION TO SERVE ON BOARDS/COMMISSION/COMMITTEES

#### **County of Fluvanna**

Applicants are considered as vacancies occur and your application will be kept on file for three years.

Fluvanna County does not discriminate on the basis of race, color, national origin, sex, religion, age, or disability in employment or the provision of services. Before completing the application, please review the membership requirements for the Board, Commission, or Committee for which you are interested. Applicants who do not meet membership requirements will not be put forward for consideration.

Name:	Election	Columbia	Cunningham	Fork Union
	District:	Palmyra	Rivanna	Other
EXPERIENCE/PROFESSIONAL EXPERTISE/EDUCATION (Ple resume/CV.):	ase provides date	es of education an	d experience. You m	ay also provide a
CURRENT OR PRIOR SERVICE ON BOARDS/COMMISSIONS	5/OR COMMITTEI	ES:		
CIVIC ACTIVITIES AND MEMBERSHIPS (Roles with fratern	al, business, chur	ch, or social group	s – please provide d	ates):
REASON(S) FOR WANTING TO SERVE FLUVANNA COUNTY	<b>/</b> :			

#### Fluvanna County Board, Committee, and Commission Attendance Policy

(Approved June 17, 2015)

- 1. BCC members shall attend at least two-thirds of all scheduled meetings in each calendar year while serving.
- 2. The Chairperson of the board, commission, or committee shall notify the Clerk to the Board of Supervisors of any absences exceeding this policy.
- 3. The Clerk shall report these findings to the Board of Supervisors, typically in closed session.
- 4. Appointees who do not meet the attendance requirement without a valid reason(s) may be deemed to have rendered an implied resignation of that appointment.
- 5. The Board may choose to accept the resignation and appoint another person to fill the appointed position. The Board may also override the implied resignation and extend the appointment, if extenuating circumstances so dictate.
- 6. This requirement shall apply to all boards, commissions, or committees listed on the attached application form, provided however, that if State or County Ordinance addresses attendance requirements in an alternative manner, such law shall prevail.

Ver. May 2021 Page **1** of **2** 

## PLEASE INDICATE BELOW THE BOARDS, COMMISSIONS, OR COMMITTEES (BCC) ON WHICH YOU WISH TO SERVE.

Х	ВСС	Х	ВСС	Х	ВСС
	Agricultural/Forestal District Advisory Committee		Finance Board		Piedmont Virginia Community College (PVCC) Board
	Board of Equalization (BOE)		Fluvanna Partnership for Aging Committee (FPA)		Planning Commission (PC)
	Board of Zoning Appeals (BZA)		Fork Union Sanitary District (FUSD) Advisory Committee		Region Ten Community Services Board
	Building Code of Appeals Board		James River Water Authority (JRWA)		Rivanna River Basin Commission
	Central Virginia Regional Jail (CVRJ) Authority		JAUNT Board		Social Services Board
	Columbia Task Force (CARE)		Jefferson Area Board of Aging (JABA) Advisory Council		Thomas Jefferson Planning District Commission (TJPDC)
	Community Policy & Management Team (CPMT)		Jefferson Area Board of Aging (JABA) Board of Directors		Thomas Jefferson Water Resources Protection Foundation
	Economic Development Authority (EDA)		Library Board of Trustees		
	Economic Develop. & Tourism Advisory Council (EDTAC)		Monticello Area Community Action Agency (MACAA)		
	Family Assessment and Planning Team (FAPT)		Parks & Recreation Advisory Board (RAB)		

#### Submit by email (<u>clerk@fluvannacounty.org</u>) or mail to: County of Fluvanna, Attention: Clerk, Board of Supervisors, PO Box 540, Palmyra, VA 22963

By signing below you are indicating that you have read and understand the Fluvanna County BCC Attendance Policy and that you agree to abide by the Bylaws of any Board, Commission, or Committee to which you may be appointed.

In accordance with Virginia Code §2.2-3705.1, by submitting this application, it is presumed that you are providing your personal contact information to be used for communicating with the County, and unless otherwise indicated by you, your personal contact information will not be shared publicly.

	your personal co	mact information will not	be shared publicly.
Applicant's Signature	(Typing name below se	rves as digital signature)	Date
Mailing Address (includin	g City, State, & ZIP)		Physical Address (if different)
Years Lived in Fluvanna	Phone #	Alternate Phone #	Email Address
		Office Use Only	
Application Received C	n:	Application Received	By:
Acknowledgement Sen	t:		
Renewal Date:		Remarks:	
Renewal Date:			
Renewal Date:			
Renewal Date:			

Ver. May 2021 Page **2** of **2** 

#### Lois Ann Williams, Ed.D. 2436 Ruritan Lake Road Scottsville, Virginia 24590 434-962-2069

bichon3@comcast.net

**Current Position:** Owner, C&I Consulting, Mathematics Education Consultant since 2009.

#### **Education:**

- Ed.D., Curriculum and Instruction with focus on mathematics education, University of Virginia, May 2001
- Ed.S., Mathematics Education, University of Virginia, August 1992
- M.Ed., Curriculum and Instruction, University of Virginia, August 1981
- B.A., Elementary Education and Communication Arts, SUNY at Plattsburgh, New York, May 1978

#### **Curriculum Experience:**

- K-12 mathematics curriculum consultant to the Ministry of Education for The Bahamas, through the Inter-American Development Bank, 1998-1999. This was a one-year position to study data and revise the mathematics curriculum for The Bahamas.
- Middle School Mathematics Specialist, Virginia Department of Education, (2004-2009)
  - Responsible for the 6-8 mathematics curriculum including aligning assessment items with curriculum, leading the state standards revision process in 2016 for grades 6-8 and aligning the Virginia Standards with the Common Core Curriculum.
- Mathematics curriculum consultant with edCount, LLC:
  - Evaluate the degree of overlap between the 2008 Puerto Rico mathematics standards and the CCSS; develop curriculum for the Department of Education in Puerto Rico; revise current curriculum to blend with CCSS; write K-8 enhanced curriculum guide to reflect revised curriculum (2009 – 2014); and
  - Revise K-12 common core curriculum for the Clerc Center at Gallaudet University, using the Understanding By Design template, 2009-2013); provide guidance to teachers and administration on implementing the mathematics Common Core curriculum (2012-2016).

- Deliver professional development on implementing the CCSS to teachers and administrators in Puerto Rico (2012 – 2014)
- Deliver professional development on implementing the CCSS to teachers and administrators at the Clerc Center (2012 - 2016)

#### **Publications:**

- Decoding the Common Core State Standards: 6-8. Corwin Press, April 2016.
- Your Mathematics Standards Companion: What they mean and how to teach them: 6-8. Corwin Press, 2018.
- The Mathematics Lesson Planning Handbook: K-2. Corwin Press, 2018.
- The Mathematics Lesson Planning Handbook: 3-5. Corwin Press, 2018.
- The Mathematic Lesson Planning Handbook: 6-8. Corwin Press, 2019.

#### **Teaching Experience:**

K-8

Albemarle County Schools, Charlottesville, Virginia (1980 -2004) Mathematics from K- Algebra 1

#### University

- Develop and teach course at College of William and Mary, Early Childhood Instruction in Mathematics, Summer 2014
- Develop and co-teach course at College of William and Mary, <u>Alternative Assessment in Mathematics (middle school)</u>, Summer 2013, MSP grant project
- Adjunct faculty, University of Virginia, Mathematics Outreach, <u>Teaching Mathematics to Diverse Populations</u>, 2009-2011
- Adjunct Faculty, College of William and Mary, Williamsburg, Virginia, <u>Mathematics Methods for K-8 Teachers</u>, Fall 2009 and Spring 2010
- Regional Faculty, Mary Baldwin College, Charlottesville and Richmond, Virginia
  - Adult Degree Program, <u>Mathematics for K-8 Teachers</u> (<u>MAT156 and MAT 158</u>), 2001-present
  - Master of Arts in Teaching Program, <u>Inquiry into</u> <u>Mathematics (IN601)</u>, 2002-2020
- o University of Virginia, Charlottesville, Virginia
  - <u>Teaching Elementary Mathematics (EDIS 520)</u>, coteaching/planning for a K-5 faculty, 1997

#### **Administration:**

- Co-planner and grant manager for 3 Virginia Mathematics and Science Partnership grants (MSP) for the College of William and Mary, 2009-2013.
- Virginia Science, Technology, Engineering and Mathematics (STEM)
   Coordinator, Virginia Department of Education, January 2008 –
   August 1, 2009
  - Provided leadership for the 2009 revision of the Virginia Mathematics Standards of Learning
- Middle School Mathematics Specialist for Virginia, Virginia Department of Education, 2004 – 2009
  - Provide leadership for the revision of the 2009 Standards of Learning
  - Provide leadership in the development of curriculum materials for the Algebra Readiness Initiative
  - o Coordinate the Algebra Readiness Initiative
  - Created Virginia's first online professional development library for 6-8 mathematics. Videos appeared on iTunes University.
  - Prepare a comparison of Virginia Standards of Learning and the CCSS
- Mathematics Teaching Specialist/Coordinator K-12, Albemarle County Schools, 1992-1998

#### **Selected Consulting Experiences:**

- International Facilitation Fellow, The Charles A. Dana Center, University of Texas at Austin. An ongoing project to deliver professional development to teachers in the department of defense schools world-wide on the Common Core State Standards in mathematics.
- Mathematics consultant for middle school in warning, Cumberland County Schools, (2014 – 2015).
- Consult for Norfolk City Public Schools:
  - Develop a 2-year Algebra I curriculum for special education students and review teacher common assessments, Norfolk City Public Schools, 2013.
  - Lead middle school teachers in unit and lesson planning for the 2015-16 year.
- Consult with a primary mathematics leadership group, Hopewell City Schools, Hopewell, Virginia, 2001-2003.
- Review Department of Defense end-of-year test data for Dahlgren School, Dahlgren, VA, and provide follow-up professional development experiences. (2002)

 Review middle school mathematics manuscripts for Corwin Press, assorted education titles including mathematics coaching, 2000 – 2013.

#### **Selected Awards/Grants:**

- Virginia Middle School Mathematics Teacher of the Year, awarded by the Virginia Council of Teachers of Mathematics, 2002.
- Virginia Semi-finalist for the Presidential Award for Excellence in Mathematics Teaching, 1992.
- Recipient of the Jesse Ball DuPont Fellowship from the University of Virginia School of Professional and Continuing Education, 1986.
- Fulbright Scholar to Edinburgh, Scotland, 1982-1983.

BOS2021-08-04 p.477/632 Ver. 2018

# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB E

MEETING DATE:	August 4, 20	21					
AGENDA TITLE:	FY22 Capital I	mproveme	nts Plan (	CIP) Debt Issuanc	е		
MOTION(s):	N/A						
STRATEGIC INITIATIVE?	Yes	No X		If yes, list initiativ	ve(s):		
AGENDA CATEGORY:	Public Hearin	g Action	Matter	Presentation X	Cons	ent Agenda	Other
STAFF CONTACT(S):	Eric Dahl, Cou	ınty Admini	strator				
PRESENTER(S):	Eric Dahl, Cou	ınty Admini	strator a	nd Sean Ekiert, Fii	nancia	l Advisor, Ra	aymond James
RECOMMENDATION:	Staff recomm	ends optior	n #1 belo	w.			
TIMING:	Routine						
DISCUSSION:	CIP projects. through #13. Advisor and E  1. Perm a	An enclosed After discus After discus After discus After discus After discus Annual Finar (\$5,750,0 issue an financing that desi componer projects order to draw down interest of held in evehicles VPSA Fin financing efficient timing componer for the componer for	I chart resising the el, the following as some purch 2000). Ou RFP for both the form of the ents of the structure listed as lock in the function on the function of the function of the function of the ents on the function of the function of the function of the ents of th	d in the FY22 Bud flects a list of all a funding needs of lowing two finance oon as possible, liase Financial advisor anks to provide fight radio system ferent terms (7 years financing, in order. This financing #7 through #13 or the bond proceed Il amount immediathe bank until parts of school Projects in likely offers the for financing the scions, the school by well instead of with the scions with the scions of the school by well instead of with the scions of the scions of the scions of the school by well instead of with the scions of the scions of the scions of the scions of the school by well instead of with the scions of the scient of the scions of	spprove the Cocing or Equipment would inancire. In the ear, 10 der to could in the ane Coul	red CIP projections are becoming and becoming and becoming and becoming and becoming and becoming to be so for the equation of the cost of fundamer chases could be proversed to the cost of fundamer chases could be proversed to the cost of fundamer chases could be proversed to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of fundamer chases could be proved to the cost of the cost of fundamer chases could be proved to the cost of the	icles the County to the 2016 rould illustrate for different County's include the readsheet. In tkely have to egin paying nd proceeds suipment and e VPSA pooled ds and most nts. Subject to d potentially be

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- increasing the VPSA amount to \$3,771,000. VPSA would allow the school buses to amortized over different terms than the other projects, if desired. VPSA also allows some customization of principal payments, so we could request that no principal payments be due until FY2025 to take advantage of the drop off in County's debt service that year. Applications are due by August 30 for the VPSA Fall Pool (funds available in November), or by early February for the VPSA Spring Pool (funds available in May).
- c. VRA Financing for County Admin/DSS projects (\$16,500,000). VRA offers attractive financing for up to 30-year term, and will allow some customization of amortization schedule if we want to try to avoid principal payments until FY2025. Will need to discuss that point with VRA to confirm. Key issue on these projects is timing it is recommended to having a pretty good handle on project costs (at least for the new construction) and timeline before doing permanent financing. VRA offers Spring, Summer and Fall pools, so we would have opportunities throughout the year to participate. What may be necessary would be for the County to use its own cash to pay for design and preliminary costs, to be reimbursed from bond proceeds when the financing is done. It is recommended the Board adopt a Reimbursement Resolution to ensure project costs initially paid from County funds could be reimbursed with tax-exempt bond proceeds.
- 2. <u>Interim Financing to cover project costs initially, with Permanent Financing using County Lease Revenue Bonds once project costs/timing are confirmed:</u>
  - a. Bank Line of Credit available for Equipment & Vehicles, School Projects, and Preliminary County Admin/DSS Design Costs (up to \$10,000,000). Our Financial Advisor would work with the County to issue an RFP for banks to provide interim financing that the County could draw down as needed over the next 12-18 months to pay for various capital projects, which could include all of the equipment/vehicles, the school projects, and preliminary design costs for the County Admin/DSS projects. Interest rate would either have to be a variable rate (likely less than 1.00% currently, but could rise in the future) or at a fixed rate established with each drawdown. It would be structured with interest only until final maturity, which would set at a relatively short date (2 to 3 years), with the ability to prepay at any time from the proceeds of a permanent financing.
  - b. Public Sale of County Lease Revenue Bonds through the EDA to Permanently Finance All Projects (up to \$25,000,000 or more if needed). Once timing and costs for all major projects were known, the County could issue Lease Revenue Bonds based on the County's own creditworthiness/ratings. This would be used to pay off the Line of Credit described above, and finance construction costs for County Admin/DSS projects. This approach would involve greater issuance costs than approach 1 above, but would provide the County with complete flexibility with respect to amortization

	C.	structure and timing of the bond sale. Our financial advisor would create specific amortization structures for each project, so that the equipment would be amortized over the desired terms (7 and 10 years) while other projects would have longer amortization, with interest-only periods as desired by the County. This would be structured with a Master Lease structure that the County could use in the future for additional financings. This would require the County to draft disclosure for official statement, work with bond counsel on financing documents, work with the financial advisor on credit ratings, and likely hire an underwriter for the bonds.  c. OPTION - VPSA Financing for School Projects (\$2,750,000). If preferred, the School Projects could be handled separately from everything else through a VPSA financing as described above.						
FISCAL IMPACT:	N/A							
	,							
POLICY IMPACT:	N/A							
LEGISLATIVE HISTORY:	N/A	N/A						
ENCLOSURES:	FY22 Debt Issua	FY22 Debt Issuance Project Chart						
	Legal	Finance	Purchasing	HR	Other			
REVIEWS COMPLETED:	Х	Х	-					

#### **Annual Debt Service**

Project #	Project	Description	Amount	Interest	Term	Payment	Approach
1	New County Administration Building	New Construction & design	5,476,560.00	3.00%	30	279,410.03	Either VRA or Public Sale of County
2	New Dept. of Social Services Building	New Construction & design	7,364,400.00	3.00%	30	375,726.23	Lease Revenue Bonds.
3	Renovate Old Admin Building to Courts	Reno, Minor construction & design	1,642,356.00	3.00%	30	83,791.79	Design/Planning from Fund Balance
4	Renovate Old DSS to Various Uses	Renovation & design	2,016,684.00	3.00%	30	102,889.72	(to be reimbursed) or Line of Credit
	Subtotal		16,500,000.00			841,817.77	(to be reimbursed) of Line of Credit
5	Abrams Academy - School	Building Renovation	1,250,000.00	2.60%	20	80,943.29	VPSA - Fall Pool (apply Aug, funding
6	Carysbrook Elem School	HVAC Replacement	1,500,000.00	2.60%	20	97,131.95	in Nov) or Spring Pool (apply Feb,
	Subtotal		2,750,000.00			178,075.24	funding in May)
7	School Buses	10 Buses	1,021,000.00	2.75%	10	118,170.25	Include in VPSA or Equipment
8	Parks & Rec - PG Park	Athletic Field Lights	685,000.00	2.60%	20	44,356.92	Dank Loace Durchase Financing
9	Fire & Rescue	Engine, Tanker, Ladder Truck, others	2,971,000.00	2.75%	10	343,862.71	Bank Lease Purchase Financing (Permanent Financing) or Line of
10	Public Works Equipment Building	Equip. Storage Building	93,000.00	2.75%	10	10,763.79	Credit (Interim Financing) with
11	Major Public Works Equip.	Tractor, Skidsteer, Backhoe, etc.	355,000.00	2.75%	10	41,087.60	`
12	Sheriff's Vehicles	7 Patrol Vehicles	300,000.00	2.50%	7	47,248.63	Permanent Financing from Public
13	County Vehicles	6-7 Trucks/Vehicles	325,000.00	2.50%	7	51,186.01	Sale of County Lease Revenue Bonds. Athletic Field Lights could
	Subtotal		4,729,000.00			538,505.66	go with County Admin Bldg

Total 25,000,000.00 1,676,568.92

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# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB F

MEETING DATE:	August 4, 2	021					
AGENDA TITLE:	Regional Cig	arette Tax Bo	oard Upd	ate			
MOTION(s):	N/A						
STRATEGIC INITIATIVE?	Yes	No X		If yes, list initiativ	ve(s):		
AGENDA CATEGORY:	Public Heari		Matter	Presentation X	Consent Agenda	Other	
STAFF CONTACT(S):	Eric Dahl, Co	unty Admini	strator				
PRESENTER(S):	Eric Dahl, Co	unty Admini	strator				
RECOMMENDATION:	N/A	N/A					
TIMING:	Routine						
DISCUSSION:	Cigarette Ta  The Virg counties beginnir  In April 2 its mem cigarette  May 5, 2 Participa  Spring 2 a region on-going  July 202 Agreeme  Draft Or 2021  County 0	x Board to Coinia General to impose of g July 1, 202 2021, the Thober localities tax board. 2021 – Fluvarating In Regional cigarette to g costs for regent for localitidinance – proce Adoption Request Authous Public Hearin Code Amendo	ollect and Assembligarette in to determina Country on a Country of the country of	ody ax Workgroup revicipating in Region to localities for co Hearing required: n to Advertise – A ember 15 efore Jan 1, 2022) ertise a Public Hea	Collected ion in 2020 that a up to 40 cents per istrict Commission forming/participal rvisors adopted a tration reviews strategies provides scenarion views Draft Ordin hal Cigarette Tax ponsideration in Au	authorizes all or pack, on reached out to ting in a regional Resolution In a for establishing s for start-up and ance and Board	

	<ul> <li>Composed of one representative from each member jurisdiction at the Boards creation, and one representative from those jurisdictions later added with the consent of the Tax Board. Chief Administrative Officer for the jurisdiction shall be the Board representative for the jurisdiction.</li> <li>An Administrator will oversee day-to-day operations of the Board         <ul> <li>Additional staff and TJPDC staff may also provide administrative support</li> </ul> </li> <li>Regional Board will disburse tax revenue to member jurisdictions on a monthly basis</li> </ul>					
FISCAL IMPACT:	N/A					
POLICY IMPACT:	N/A					
LEGISLATIVE HISTORY:	N/A					
ENCLOSURES:	<ul> <li>Cigarette Stamp, Tax and Enforcement Flow Chart – Regional Board</li> <li>Resolution of Interest (adopted May 5, 2021)</li> <li>Virginia Code § 58.1-3830. Local cigarette taxes authorized; use of dual die or stamp to evidence payment.</li> <li>Virginia Code § 58.1-3832.1. Regional cigarette tax boards.</li> </ul>					
REVIEWS COMPLETED:	Legal	Finance <b>X</b>	Purchasing	HR	Other	

Code of Virginia
Title 58.1. Taxation
Subtitle III. Local Taxes
Chapter 38. Miscellaneous Taxes
Article 7. Cigarette Tax

## § 58.1-3830. Local cigarette taxes authorized; use of dual die or stamp to evidence payment

A. Any locality is authorized to levy taxes upon the sale or use of cigarettes. The governing body of any locality that levies a cigarette tax and permits the use of meter impressions or stamps to evidence its payment may authorize an officer of the local or joint enforcement authority to enter into an arrangement with the Department of Taxation under which a tobacco wholesaler who so desires may use a dual die or stamp to evidence the payment of both the local tax and the state tax, and the Department is hereby authorized to enter into such an arrangement. The procedure under such an arrangement shall be such as may be agreed upon by and between the authorized local or joint enforcement authority officer and the Department.

- B. Any county cigarette tax imposed shall not apply within the limits of any town located in such county where such town now, or hereafter, imposes a town cigarette tax. However, if the governing body of any such town shall provide that a county cigarette tax, as well as the town cigarette tax, shall apply within the limits of such town, then such cigarette tax may be imposed by the county within such town.
- C. The maximum tax rate imposed by a locality on cigarettes pursuant to the provisions of this section shall be as follows:
- 1. If such locality is (i) a city or town that, on January 1, 2020, had in effect a rate not exceeding two cents (\$0.02) per cigarette sold or (ii) a county, then the maximum rate shall be two cents (\$0.02) per cigarette sold.
- 2. If such locality is a city or town that, on January 1, 2020, had in effect a rate exceeding two cents (\$0.02) per cigarette sold, then the maximum rate shall be the rate in effect on January 1, 2020.

Code 1950, § 58-757.27; 1960, c. 392, § 27; 1962, c. 473; 1977, c. 595; 1984, c. 675; 2020, cc. 1214, 1263; 2021, Sp. Sess. I, c. 61.

The chapters of the acts of assembly referenced in the historical citation at the end of this section(s) may not constitute a comprehensive list of such chapters and may exclude chapters whose provisions have expired.

1

7/28/2021 12:00:00

Code of Virginia
Title 58.1. Taxation
Subtitle III. Local Taxes
Chapter 38. Miscellaneous Taxes
Article 7. Cigarette Tax

#### § 58.1-3832.1. Regional cigarette tax boards

#### A. As used in this section:

"Member locality" means a locality that elects to become a member of a regional cigarette tax board and have its local cigarette tax administered by the board.

"Region" means the group of localities for which the regional cigarette tax board administers local cigarette taxes.

"Regional cigarette tax board" means a board established by a group of at least six member localities pursuant to their powers under this article, Chapter 13 (§ 15.2-1300 et seq.) of Title 15.2, and the Regional Cooperation Act (§ 15.2-4200 et seq.), with the purpose of administering local cigarette taxes on a regional basis subject to the provisions of this section.

- B. A regional cigarette tax board shall have the following duties:
- 1. Providing for the use of a uniform meter impression or stamp as evidence of payment of any local cigarette tax within the region.
- 2. Entering into an arrangement, on behalf of or in cooperation with its member localities, with the Department pursuant to the provisions of subsection A of § 58.1-3830, for the use of a dual die or stamp as evidence of payment of any applicable local and state tax.
- 3. Providing a single point of contact for a stamping agent authorized under this article or Chapter 10 (§ 58.1-1000) to remit local cigarette taxes due to any member locality.
- 4. Providing a discount to a stamping agent as compensation for accounting for the tax due under this article. The discount shall be in the amount of two percent of the tax otherwise due.
- 5. Distributing any local cigarette taxes collected by the board to the appropriate member locality.
- 6. Enforcing all local cigarette tax ordinances within the region.
- 7. Promoting uniformity of cigarette tax ordinances among its member localities.
- 8. To the extent possible, encouraging uniformity of cigarette tax rates among its member localities.
- 9. Accomplishing any other purpose that helps promote the uniform administration of local cigarette taxes throughout the region.

2021, Sp. Sess. I, c. 61.

The chapters of the acts of assembly referenced in the historical citation at the end of this section(s) may not constitute a comprehensive list of such chapters and may exclude chapters

1

7/28/2021 12:00:00

whose provisions have expired.

# COUNTY

#### **BOARD OF SUPERVISORS**

County of Fluvanna Palmyra, Virginia

#### RESOLUTION No. 12-2021

## A RESOLUTION IN PARTICIPATING IN REGIONAL CIGARETTE TAX ADMINISTRATION

WHEREAS, the 2020 General Assembly approved, and the governor signed into law, legislation that allows Virginia counties to enact a local cigarette tax of up to 40 cents per pack, effective July 1, 2021; and

WHEREAS, SB 1326, adopted by the 2021 General Assembly and signed into law by the governor, encourages local cigarette stamping and tax collection through regional cigarette tax boards; and

WHEREAS, the bill defines a "regional cigarette tax board" as one established by a group of at least six member localities, pursuant to their authority under the joint exercise of powers (§ 15.2-1300 et seq.) and Regional Cooperation Act (§ 15.2-4200 et seq.) provisions of the Code of Virginia; and

**WHEREAS**, the Thomas Jefferson Planning District Commission (TJPDC) was duly established in 1972 pursuant to the Code of Virginia; and

WHEREAS, a key part of the mission of the TJPDC is to lead development of solutions for the region's critical issues by helping member governments identify such issues and finding collaborative approaches to address them; and

WHEREAS, the TJPDC staff, in discussion with its member localities, has been examining how a regional cigarette tax board could function in the broader Central Virginia region; and

WHEREAS, the establishment of a regional cigarette tax board would promote the uniform administration of local cigarette taxes throughout the region for those localities desiring to participate in such a board;

**NOW THEREFORE BE IT RESOLVED**, that the Fluvanna County Board of Supervisors expresses its interest in participating in a regional cigarette tax board being pursued by the TJPDC; and

**BE IT FURTHER RESOLVED**, that the Fluvanna County Board of Supervisors authorizes the County Administrator to proceed with participating in discussions with the TJPDC and other localities in the broader region on the formation of a regional cigarette tax board; and

**BE IT FURTHER RESOLVED**, that any decision by the Fluvanna County Board of Supervisors to become a member of any regional cigarette tax board so established must be approved by the Fluvanna County Board of Supervisors.

	AYE	NAY	ABSTAIN	ABSENT	MOTION	SECOND
Mozell H. Booker, Fork Union District	X	1115 3511		2 2	X	
Patricia B. Eager, Palmyra District	×					X
Anthony P. O'Brien, Rivanna District	X					
John M. Sheridan, Columbia District	X					
Donald W. Weaver, Cunningham District	X					

Attest:

John M. Sheridan, Chair

Fluvanna County Board of Supervisors

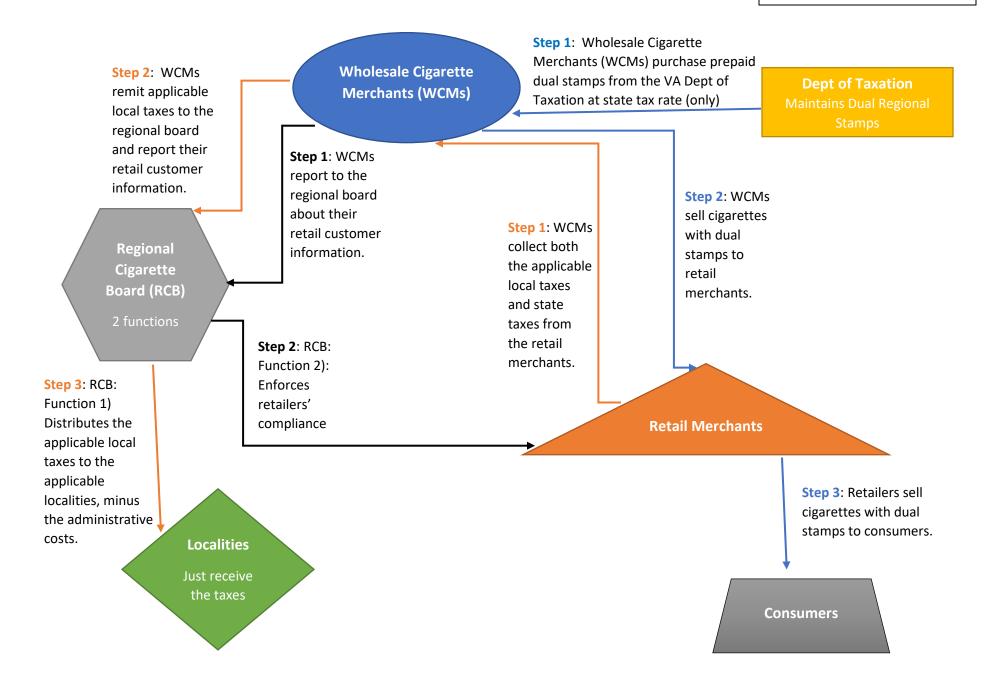
#### **Cigarette Stamp, Tax and Enforcement Flow Chart**

Administered in a regional board

Blue line: stamp route

Orange line: cigarette tax route

Black line: enforcement route



# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB G

MEETING DATE:	August 4, 2021							
AGENDA TITLE:	VDOT: Transportation Alternatives Program (TAP) Grant Funding Request							
MOTION(s):	N/A							
STRATEGIC INITIATIVE?	Yes X	No		If yes, list initiative(s):		C7: Palmyra Village Streetscape Project		
AGENDA CATEGORY:	Public Heari	ng Action	Matter	Presentation X	Conse	ent Agenda	Other	
STAFF CONTACT(S):	Douglas Miles, Community Development Director							
PRESENTER(S):	Douglas Miles, Community Development Director / Eric Dahl, County Administrator							
RECOMMENDATION:	N/A							
TIMING:	Routine							
DISCUSSION:	The TAP Program is intended to help grant fund community based projects such as sidewalks and enhance the transportation experience by improving both the cultural and historical aspects of a locality's transportation infrastructure and seeks to strengthen the local economy and further improve the quality of life for its residents.  Transportation Alternatives Program (TAP) Grant request for VDOT funding to be able to construct sidewalks and make other improvements on Stone Jail Street (SR 1004) and Court Square to enhance and to improve the Palmyra Village Streetscape Area.  The TAP Grant application process began on July 1, 2021 and if this Board supports the grant, it will assist Fluvanna County Staff to continue in the TAP Grant application process.							
FISCAL IMPACT:	Fluvanna County would have a potential 20% match if we are awarded TAP funding. The County's project match is estimated at \$268,091 as the 20% of the \$1,340,456 total VDOT estimated construction costs of the street removal, sidewalk installation and public accessibility and safety enhancements for Fluvanna residents and tourists							
POLICY IMPACT:	N/A							
LEGISLATIVE HISTORY:	The Fixing America's Surface Transportation (FAST) Act was signed into federal law in December of 2015 and has been extended until October of 2021 for one (1) year.							
ENCLOSURES:	VDOT Stone Jail Street and Court Square Sidewalk Conceptual Sketch – May 2021							
REVIEWS COMPLETED:	Legal		ance <b>X</b>	Purchasing		HR	Other <b>X</b>	

















Virginia Department of Transportation Culpeper District Design Unit

Stone Jail Street (S.R. 1004) and Court Square Sidewalk May 2021

#### Legend

Concrete Sidewalk
Concrete Curbing or Islands

Proposed ROW

Existing ROW (from GIS)

Proposed Drainage Easement

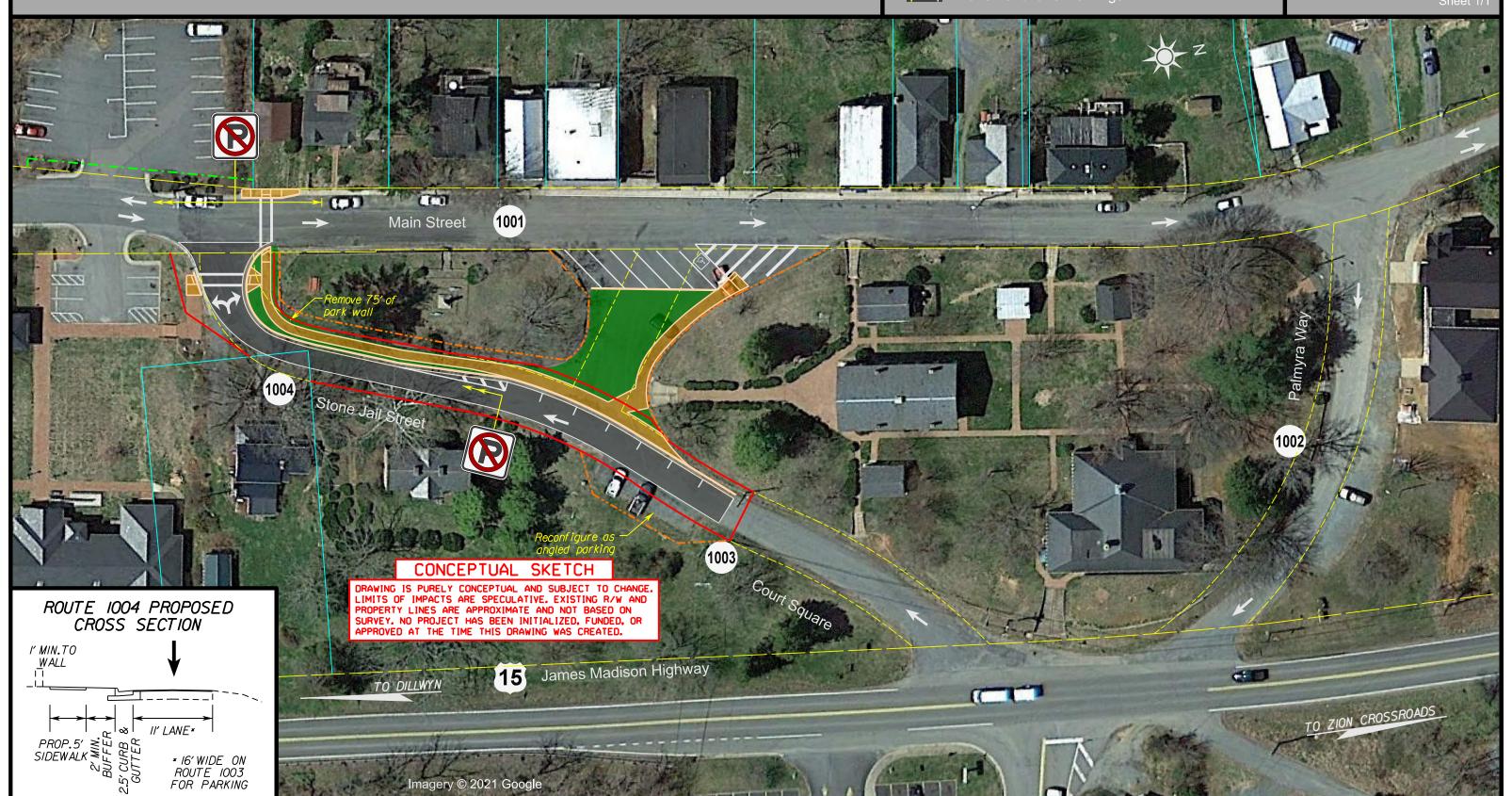
Approx. Temp. Easement (grading limits T.B.D.)

Pavement/Lane Markings

Location: Fluvanna County

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#### CONCEPT DESIGN & ESTIMATE MEMORANDUM — CULPEPER DISTRICT L&D

Route 1004 (Stone Jail Street) and Court Square Sidewalk				
	Palmyra, Fluvanna County			
APPLICATIO	N INFORMATION	DRAWING OVERVIEW		
Funding	TAP FY2023			
Applicant	Fluvanna County			
District ID	2021TAP-1004-1001	To the State ®		
Portal ID	T.B.D.			
Tier/Phases	Tier 1 PE/RW/CN			
Expected NEPA	PCE to CE	6		
L&D P.O.C.	Justin Warfield			
Resident P.O.C.	Bethel Kefyalew	ROTE OA PROPOSED OKSS SECTION White is required to the section of		
Design By	District L&D	15 January Modern Replanty		
Estimate By	District L&D	TOTAL STATE OF THE		
REVIEW & APPROVAL		Updated: 5/17/2021		
District Project Development Engineer Signature:		Digitally signed by Cooley Gregory txb64758 DN: CN=Cooley Gregory txb64758, OU=VDOT, OU=End-Users, OU=COV-Users, DC=cov, DC=virginia, DC=gov Date: 2021.05.17.15:28:57.04'00'		

PROPOSED ESTIMATE			TE	PROPOSED SCHEDULE		
Phase	Base	%	Total	Phase (Task)	Target Date	
PE	\$450,000	5%	\$472,500	PE Start (12)	12/1/2022	
RW/UT	\$110,000	15%	\$126,500	RW Start (52)	4/9/2025	
CN (CEI)	¢465 000	25%	¢744.000	CN Start (80)	9/26/2025	
CN (Cont)	\$465,000	35%	\$744,000	CN End (91)	2/10/2026	
Total 2021 Estimate (Uninflated)			\$1,343,000			

#### **SCOPE DESCRIPTION**

- Construct sidewalk and curb/gutter along west side of Route 1004 (Stone Jail Street) from Route 1001 (Main Street) to Route 1003 (Court Square). Approximately 75' of wall around Civil War Park will be removed to improve access to the park.
- At the south end of the project, construct curb ramps and crosswalks to existing sidewalk across Stone Jail Street and Main Street.
- Demolish Route 1003 (Court Square) from Route 1004 (Stone Jail Street) to Route 1001 (Main Street). Establish angle parking on Main Street and construct sidewalk from new parking to Stone Jail Street. Remaining space will be reverted to green space adjacent to Civil War Park.
- Narrow Route 1004 (Stone Jail Street) to construct curb and gutter and sidewalk. Route 1004 will remain wider north of the park to allow for on-street parking. Post Routes 1003/1004, 1001, and 1002 in a loop as one-way roads, running counterclockwise.

• Prohibit parking in the vicinity of the Route 1001 and Route 1004 intersection to improve two-way travelway width and provide turning space for single unit trucks.

#### **ASSUMPTIONS AND RISKS**

#### **Scope Assumptions:**

- Identified Problems to Address:
  - Improve pedestrian connectivity between new and old Courthouse areas and the Civil War Park.
  - o Improve traffic flow on existing narrow streets in Palmyra.
- Note: Proposed scope is currently anticipated as the best way to address existing problems at this location, subject to further traffic analysis, environmental review, and public feedback.
- Traffic Analysis: Not applicable
- **Design Standard:** Pedestrian facility design and parking shall be in accordance with the Road Design Manual, Appendix A(1). Modifications to existing roadways shall be in accordance with AASHTO's Geometric Design of Low-Volume Roads.
- Design Speed:
  - All roadway speeds are assumed 25 mph (either posted or statutory).
- **Design Vehicle:** Modifications to existing roadways shall accommodate an SU-30 truck for all turning movements.
- **Typical Section:** See concept drawing for typical section.

#### **Roadway Risks & Assumptions:**

- Proposed modifications to existing roadways will not increase capacity and will not make
  existing conditions worse. It is assumed that design waiver/exceptions will not be required
  for existing substandard conditions, such as cross slope, shoulder width, etc. However,
  exceptions will be sought if necessary.
- Roadway improvements will be limited to narrowing of Route 1004 to accommodate pedestrian improvements. Mill & overlay of the full roadway width may be needed.
- Both angle and parallel on-street parking are proposed. Angle parking is acceptable due to the low volumes and speeds. A handicapped space may be designated at the end of the angled parking where a large paved buffer zone is proposed.
- Existing parallel parking along Route 1003, closer to Route 15, is shown for clarity. However, the use of some of these spaces may be difficult due to the adjacent retaining wall.

#### Bicycle/Pedestrian Risks & Assumptions:

- A buffer strip waiver will be required on the project for the use of a 2' buffer strip. Concerns are minimal due to the low speeds and the limited signage.
- No separate bicycle facilities are proposed. An exception to providing accommodations is appropriate because environmental or social impacts outweigh the need for such accommodations, and the purpose and scope of the project do not facilitate the provision of such accommodations. Additional widening would impact historic properties and parkland. Bicycles should be able to comfortably mix with traffic due to the low volumes and speeds. The exception will need to be documented and approved as the project is developed. Alternatively, sharrows or other treatments could be considered.

 Crosswalk markings are shown for clarity, but crosswalks must be reviewed and may be unmarked in accordance with IIM-TE-384.

#### **Hydraulic Risks & Assumptions:**

• Per the District Hydraulic Engineer on 4/13/2021, the disturbed area is 0.2 Ac. which is much less than the 1 Ac. threshold for the application of the SWM Regulations. SWM facilities are not anticipated to be required for this project.

#### **Maintenance of Traffic Risks & Assumptions:**

• Street closures may be a cost effective option to consider if design progresses.

#### **Traffic Control Devices Risks & Assumptions:**

• Parallel parking spaces are shown on the drawing for clarity, but may not be marked after construction.

#### **Environmental Risks & Assumptions:**

- The Historic Resources in the project area will directly impact the NEPA document level. If it is determined that the project will have an adverse effect to historic resources we will then be required to complete a CE NEPA document. Section 4(f) could go from de minimis to Programmatic Section 4(f) document. The CEDAR GIS layers also indicated that the area is protected under a Conservation Easement and there were hits for hazardous materials that will need investigation to confirm no impacts. So considering the submitted concept, I would anticipate a minimum of a \$55,000 if we were able to get this to a "No adverse effect" to historic resources, PCE and maybe 4(f) de minimis up to \$75,000 if we need to coordinate for more involved impacts. After further discussion of the risks and expectations, the Environmental section agrees that an environmental coordination estimate of \$50,000 is reasonable for this project.
- This is not a particularly complicated project from a design perspective, but it is located in a very sensitive area pertaining to cultural resources. This area surrounding the CH complex is in an area that is listed on the National Register of Historic Places which heightens the level of scrutiny and coordination necessary for coordinating with stakeholders and receiving an effect determination. The Civil War Park also contributes to the significance of the registered NRHP district. The overlying historic easement (held by the DHR Board) also provides another layer of complexity that we don't normally see on projects of this type, and requires a separate process (beyond the Section 106 compliance) to successfully navigate.
- Some design issues that may come into play in the agency coordination is lighting (if any, suggest making as low profile as possible), and the removal of the section of the wall.
   Another potential design issue is in the case of any street furniture that may be included as a part of the design. These elements (if any) should fit aesthetically with the character of the existing NRHP listed resource here.
- Removal of the existing park wall was requested by the County in order to improve access to
  the park. However, if there is opposition to removing the wall that arises from the
  environmental coordination process, the design may need to be evaluated to minimize or
  avoid impacting the wall.

#### Materials/Geotechnical Risks & Assumptions:

• Due to the scope of the project, conceptual materials recommendations were not requested.

#### **Right of Way Risks & Assumptions:**

- Per discussion with the Resident Engineer this project is being initiated by the County, and it is in their interest to donate any land needed. The project primarily benefits the abutting County property. Any risk to VDOT that the County would request compensation is low, and the budgetary impact would fall back on the County. It is assumed that all right of way and easements will be donated, with no compensation made to the County. The only costs associated with R/W acquisition should be any administrative costs borne by VDOT. Contentious negotiations are not anticipated, so attorney fees and likewise should be minimal.
- It is assumed that impact to the historic society property would be avoided, and any work must stay within the prescriptive easement.

#### **Utilities Risks & Assumptions:**

Utility impacts were reviewed by the Regional Utilities Coordinator



### SYIP PROJECTS DETAILED PROJECT COST ESTIMATE SUMMARY (Version: March 2020)

	(Version: March 2020)							
Portal ID:         TBD         Project UPC:         N/A           Prepared By:         J. Warfield         Milestone         Creation/Pre Scope								
Reviewed By:	Rose Dat		5/12/2021					
County/City/Town:	Fluvanna C		Tier Level	1				
Preliminary Engir	_	5	15 1 16 15 1	. (4)				
Project Estimate Com Discipline	Source	Base (\$)	osed Project Cost Estima Contingency (%)	Total				
Roadway	Culpeper Tool	\$ 186,636	5.00%	\$195,968				
Hydraulics	Culpeper Tool	\$ 43,591	5.00%	\$45,770				
In-plan Utilities	Culpeper Tool	\$ -	0.00%	\$0				
Traffic	Culpeper Tool	\$ 37,200	5.00%	\$39,060				
Structures/Bridges	Culpeper Tool	\$ -	0.00%	\$0				
Materials/Geotech	Culpeper Tool	\$ 18,140	5.00%	\$19,047				
Survey	Culpeper Tool	\$ 69,314	5.00%	\$72,779				
Environmental	Culpeper Tool	\$ 50,000	5.00%	\$52,500				
Right of Way	Culpeper Tool	\$ 22,400	5.00%	\$23,520				
Other	Culpeper Tool	\$ 26,000	5.00%	\$27,300				
	VDOT Oversight Costs	0	0.00%	\$0				
PE Base Estimate Date (X)	Total PE Phase Estimate X/XX/XXXX)	\$ 453,281 5/12/2021	5.00%	\$475,945				
PE Phase Dates (XX/XX/XXXX)	Start Date	12/1/2022	End Date	4/9/2025				
Right-of-Way &	<b>Utilities Phase</b>	6						
Discipline	Source	Base (\$)	Contingency (%)	Total				
Right-of-Way Acquisition	Pre-Scoping Plans	\$49,830	10.00%	\$54,813				
Out-of-Plan Utilities (power, cable, gas, etc.)	Pre-Scoping Plans	\$58,516	20.00%	\$70,219				
VDOT Oversight Total RW Phase Est		\$0 \$108,346	0.00% <b>15.40%</b>	\$0 \$125,032				
RW Base Estimate Date (X	5/17/2021	13.40%	Ų123,032					
RW Phase Dates (XX/XX/XXXX) Start Date		4/9/2025	End Date	0/26/2025				
		7/3/2023	Liid Date	9/26/2025				
Construction Phase	7							
Construction Phase  Discipline	7 Source	Base (\$)	Contingency (%)	Total				
Construction Phase  Discipline  Mobilization/Constr. Survey	Source Culpeper Tool	Base (\$) \$40,381	Contingency (%) 20.52%	<b>Total</b> \$48,665				
Construction Phase Discipline Mobilization/Constr. Survey MOT	Source Culpeper Tool Culpeper Tool	\$40,381 \$32,133	Contingency (%) 20.52% 15.00%	<b>Total</b> \$48,665 \$36,953				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway	Source Culpeper Tool Culpeper Tool Culpeper Tool	\$40,381 \$32,133 \$200,130	Contingency (%) 20.52% 15.00% 23.83%	Total \$48,665 \$36,953 \$247,819				
Construction Phase Discipline Mobilization/Constr. Survey MOT Roadway Hydraulics	Source Culpeper Tool Culpeper Tool Culpeper Tool Culpeper Tool	\$40,381 \$32,133 \$200,130 \$95,100	Contingency (%) 20.52% 15.00% 23.83% 25.00%	Total \$48,665 \$36,953 \$247,819 \$118,875				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities	Source Culpeper Tool Culpeper Tool Culpeper Tool Culpeper Tool Culpeper Tool Culpeper Tool	Base (\$) \$40,381 \$32,133 \$200,130 \$95,100 \$0	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0				
Construction Phase Discipline Mobilization/Constr. Survey  MOT Roadway Hydraulics In-plan Utilities Traffic	Source  Culpeper Tool	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317				
Construction Phase Discipline Mobilization/Constr. Survey MOT Roadway Hydraulics In-plan Utilities Traffic Structures/Bridges	Source Culpeper Tool	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0				
Construction Phase Discipline Mobilization/Constr. Survey  MOT Roadway Hydraulics In-plan Utilities Traffic Structures/Bridges Earthwork/Geotech	Source Culpeper Tool	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401	Contingency (%)  20.52%  15.00%  23.83%  25.00%  0.00%  15.00%  25.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges	Source Culpeper Tool	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251				
Construction Phase Discipline Mobilization/Constr. Survey MOT Roadway Hydraulics In-plan Utilities Traffic Structures/Bridges Earthwork/Geotech Environmental/Soundwalls	Source Culpeper Tool	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401	Contingency (%)  20.52%  15.00%  23.83%  25.00%  0.00%  15.00%  25.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders	Source Culpeper Tool	\$0 \$75,401 \$0 \$0 \$0 \$75,401	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other	Source Culpeper Tool Total Bid Items	Base (\$) \$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401 \$0 \$0 \$9	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$5557,881				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination State Forces	Source Culpeper Tool Source Tool Culpeper Tool Source Tool Source Tool Source Tool Total Bid Items 5.% See CN Estimate See CN Estimate	\$0 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16% 0.00% 15.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination  State Forces  State Police	Source Culpeper Tool Source Total Bid Items 5.% See CN Estimate	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401 \$0 \$0 \$452,986 \$22,649 \$0	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16% 23.16% 0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination State Forces	Source Culpeper Tool Source Tool Culpeper Tool Culpeper Tool Total Bid Items 5.% See CN Estimate See CN Estimate See CN Estimate See CN Estimate	\$0 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16% 0.00% 15.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination  State Forces  State Police  Contract Requirements (Incentive/Disincentive; 5% max)	Source Culpeper Tool Source Total Bid Items 5.% See CN Estimate See CN Estimate	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401 \$0 \$452,986 \$22,649 \$0 \$5,100 \$0	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16% 23.16% 0.00% 15.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865 \$0				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination  State Forces  State Police  Contract Requirements	Source Culpeper Tool Source Total Bid Items 5.% See CN Estimate	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$95,841 \$0 \$75,401 \$0 \$0 \$452,986 \$22,649 \$0 \$5,100 \$0 \$6,795	Contingency (%)  20.52%  15.00%  23.83%  25.00%  0.00%  15.00%  0.00%  23.16%  0.00%  23.16%  0.00%  23.16%  0.00%  23.16%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865 \$0 \$8,368 \$0 \$139,470				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination State Forces State Police  Contract Requirements (Incentive/Disincentive; 5% max)  Construction Engineering	Source Culpeper Tool See CN Estimate	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401 \$0 \$452,986 \$22,649 \$0 \$5,100 \$0 \$6,795	Contingency (%)  20.52%  15.00%  23.83%  25.00%  0.00%  15.00%  0.00%  23.16%  0.00%  23.16%  0.00%  0.00%  0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865 \$0 \$8,368 \$0				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination  State Forces State Police  Contract Requirements (Incentive/Disincentive; 5% max)  Construction Engineering (Inspection)	Source Culpeper Tool Total Bid Items 5.% See CN Estimate See CN Estimate See CN Estimate See CN Estimate Inspection (5) VDOT or Locality (\$) VDOT Oversight (\$) Total CEI Otal CN Phase Estimate	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401 \$0 \$452,986 \$22,649 \$0 \$5,100 \$0 \$6,795 \$0 \$113,247 \$0	Contingency (%)  20.52%  15.00%  23.83%  25.00%  0.00%  15.00%  0.00%  23.16%  0.00%  23.16%  0.00%  23.16%  0.00%  23.16%	\$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$557,881 \$27,894 \$0 \$5,865 \$0 \$8,368 \$0				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination State Forces State Police  Contract Requirements (Incentive/Disincentive; 5% max)  Construction Engineering (Inspection)	Source Culpeper Tool Total Bid Items 5.% See CN Estimate See CN Estimate See CN Estimate See CN Estimate L:5% Environmental Inspection (\$) VDOT or Locality (\$) VDOT Oversight (\$) Total CRI Total C	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$9,841 \$0 \$75,401 \$0 \$452,986 \$22,649 \$0 \$5,100 \$0 \$6,795 \$0	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16% 0.00% 15.00% 0.00% 23.16% 0.00% 23.16% 0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865 \$0 \$8,368 \$0 \$139,470 \$0 \$139,470				
Construction Phase  Discipline  Mobilization/Constr. Survey  MOT  Roadway  Hydraulics  In-plan Utilities  Traffic  Structures/Bridges  Earthwork/Geotech  Environmental/Soundwalls  Other  Incidental-Claims & Work Orders (% of Bid Items; 5-10%max)  Railroad Flagging/Coordination  State Forces  State Police  Contract Requirements (Incentive/Disincentive; 5% max)  Construction Engineering (Inspection)	Toulpeper Tool Culpeper Tool Total Bid Items 5.% See CN Estimate See CN Estimate See CN Estimate See CN Estimate L:5% Environmental Inspection (\$) VDOT or Locality (\$) VDOT Oversight (\$) Total CEI otal CN Phase Estimate X/XX/XXXXXI XXX/XXXXXI XXXXI XXX/XXXXXI XXXXI XXXXI XXXXI XXXXI XXXXI XXXXI XXXXI XXXI XXXI XXXXI XXXI XXXXI XXXI	\$40,381 \$32,133 \$200,130 \$95,100 \$0 \$95,100 \$0 \$75,401 \$0 \$0 \$452,986 \$22,649 \$0 \$5,100 \$0 \$6,795 \$0 \$113,247 \$0 \$600,777	Contingency (%) 20.52% 15.00% 23.83% 25.00% 0.00% 15.00% 0.00% 25.00% 0.00% 23.16% 0.00% 15.00% 0.00% 23.16% 0.00% 23.16% 0.00%	Total \$48,665 \$36,953 \$247,819 \$118,875 \$0 \$11,317 \$0 \$94,251 \$0 \$0 \$557,881 \$27,894 \$0 \$5,865 \$0 \$8,368 \$0 \$139,470 \$0 \$139,470				

### **CULPEPER CONCEPT ESTIMATE WORKBOOK**

#### **Culpeper District**

Rev:	5/	21/	20
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PROJECT INFORMATION				
Route 1004 and Court Square Sidewalk, Palmyra				
App. ID or UPC	TBD			
County	Fluvanna			
Estimate Date	5/12/2021			
Estimate Compiler	J. Warfield			
Reviewed By	J. Rose			
PE Estimate By	J. Warfield			
PE Estimate Date	5/12/2021			
RW Acq. Estimate By	T. Atkins			
Utility Estimate By	M. Comer			
RW Estimate Date	5/17/2021			
CN Estimate By	J. Warfield			
CN Estimate Date	5/12/2021			
Other Remarks				

PROJECT ESTIMATE								
	Uninflated	% Cont. &	\$ Cont. &	Uninflated				
	Base	CEI	CEI	Total				
Total Estimate	\$1,026,508	30.6%	\$313,948	\$1,340,456				
PE Estimate	\$453,281	5.0%	\$22,664	\$475,945				
RW Property Acq.	\$49,830	10.0%	\$4,983	\$54,813				
RW Utility Reloc.	\$58,516	20.0%	\$11,703	\$70,219				
RW Estimate Total	\$108,346	15.4%	\$16,686	\$125,032				
CN Estimate	\$464,881	59.1%	\$274,597	\$739,478				
-Contingency		34.7%	\$161,351					
-CEI		24.4%	\$113,247					

PROJECT SCHEDULE			
PE Start Date	12/1/2022		
RW Start Date	4/9/2025		
CN Start Date	9/26/2025		
CN Finish Date	2/10/2026		

TIER	
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#### **CONCEPTUAL CONSTRUCTION ESTIMATING TOOL**

**Culpeper District** 

Rev: 5/21/20

PROJECT INFORMATION						
Route 1004 and Court Square Sidewalk, Palmyra						
County Fluvanna						
Estimator Name	J. Warfield					
Section/Company Culpeper L&D						
Estimate Date	5/12/2021					
Other Remarks						
Total CN Estimate \$739,478						

Estimator data	
Calculated data	
Descriptive	

Follow these steps:
1. Enable macros & active content.
<ol><li>Enter project information on this tab.</li></ol>
2. Fill out Quantity Calculations tab. Document
assumptions and risks. Enter custom pay
quantities as need for each section.
3. Fill out Unit Prices tab and document price
sources. Use Culpeper Unit Cost Norms only for
typical Culpeper intersection improvement
projects for pay items with similar quantities.
4. Review this tab again and enter contingencies
based on risk and the estimate quality.
5. If using multiple workbooks for different areas
of the project, enter bid sub-totals in the main
book. Verify CEI and other contract items.
6. Review entire estimate for completion and
accuracy. Preferably by another person.

TOTAL SUMMARY	Base Estimate	Conting. %	Conting.	Total	% of	Override
			Amount	Estimate	Contract	% of Con.
Grand Total (No Inflation)	\$600,777	23.1%	\$138,702	\$739,478		
Construction Claims/W.O.	\$22,649	23.2%	\$5,245	\$27,894	5%	
CEI	\$113,247	23.2%	\$26,224	\$139,470	20%	25%
Incentives	\$6,795	23.2%	\$1,573	\$8,368	1.5%	
Other State Forces	\$5,100	15.0%	\$765	\$5,865		
State Police	\$0	0.0%	\$0	\$0		
Railroad Forces	\$0	0.0%	\$0	\$0		
Contract Total	\$452,986	23.2%	\$104,895	\$557,881		
Mobilization	\$36,255	20.2%	\$7,318	\$43,573		
Construction Survey	\$4,126	23.4%	\$966	\$5,092		
CN Bid Sub-total (All areas)	\$412,605	23.4%	\$96,610	\$509,216		
CN Bid Sub-total (2nd Workbk)	\$0	0.0%	\$0	\$0	not used	
CN Bid Sub-total (3rd Workbk)	\$0	0.0%	\$0	\$0	not used	

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#### **Quantity Calculations**

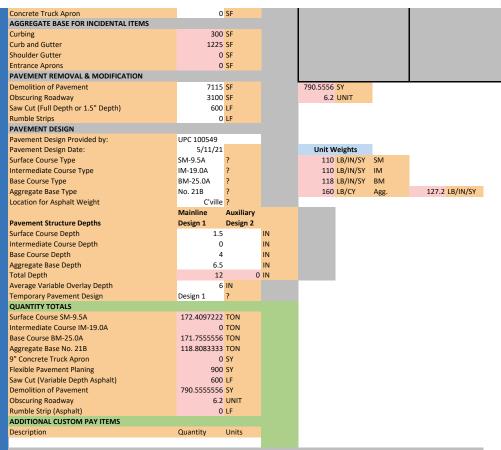
Route 1004 and Court Square Sidewalk, Palmyra

J. Warfield

Fluvanna 5/12/2021 Rev: 5/21/20
Update Workbook:

#### **EARTHWORK ITEMS** EARTHWORK TYPICAL SECTIONS QUANTITY CALCULATIONS Cut Area Fill Area RMC Area Description Section Drainage Length Width Depth Slope (W) (D) (G:1) SF SF SF 12 Sidewalk Widen Fill Half Sect Curbing 380 10 1 4:1 16 Court Square New Fill Full Sect Curbing 65 50 1 2.1 24 27 18 0 EARTHWORK ADJUSTMENTS Clearing and Grubbing Area 1000 SF SUMMARY CALCULATIONS Anticipated Unsuitable % Cut Vol Fill Vol RMC Vol 5 % Anticipated % Excavation that is Rock 0 % Shrinkage CY 282.963 163.5185 212.2222 Temporary Grading N/A 0.85 CALCULATED QUANTITIES Regular Excavation 613.4259259 CY Borrow Excavation 524.5620915 CY 0 CY Fill- New Alignment Rock Excavation RECP EC-3 Type 3 for Slope Protection (>2:1) Use the above Calculated Quantities? RECOMMENDED INCIDENTALS *₽* Retaining Wall Area (for Alternative Walls) 0 SF RM-2 Retaining Wall (for Gravity Wall) 0 CY RM-3 Retaining Wall (for Gravity Wall) 0 CY Fill-Widening Retaining Wall Excavation (for Gravity Wall) 0 CY Porous Backfill (for Gravity Wall) 0 CY Guardrail 0 LF **Guardrail Terminals** 0 EA Handrail 0 LF QUANTITY TOTALS Clearing and Grubbing 0.022956841 AC Regular Excavation 613.4259259 CY W Borrow Excavation 524.5620915 CY Rock Excavation 0 CY RECP EC-3 Type 3 for Slope Protection 0 SY ADDITIONAL CUSTOM PAY ITEMS Description Quantity Units ADDITIONAL COMMENTS AND ASSUMPTIONS **DRAINAGE ITEMS** LUMP SUM DRAINAGE ITEMS Hydraulics Estimate Provided by: S. Ikenberry Hydraulics Estimate Date: 5/7/21 Drainage estimate provided from Hydraulics= \$95,100 LS Above number includes SWM? N/A Above includes Erosion/Sediment Control? Yes Separate cost for Erosion/Sediment Control= \$7,000 LS Above includes Large Culverts? N/A Above includes Nutrient Credits? Total Hydraulics CN Cost \$95,100 LS Normal Drainage Items Cost \$88,100 LS ADDITIONAL CUSTOM PAY ITEMS Quantity Units ADDITIONAL COMMENTS AND ASSUMPTIONS

VEMENT ITEMS				QUANT	ITY CALCUL	ATIONS				
AVEIVIENT TIENS			9	M Area	SM Depth	SM Vol.	IM Area	IM Depth	IM Vol.	вм
ROADWAY PAVEMENT				SY	IN	TON	SY	IN	TON	SY
full Depth Mainline Pavement (Design 1)	475	SF		52.77778	1.5	4.354167	52.77778	0	0	52
Full Depth Shoulders	0	SF		0	1.5	0	0	0	0	
Remove BM from Shoulders?	No	?								
Full Depth Auxiliary Pavement (Design 2)	0	SF		0	0	0	0	0	0	
Mill & Overlay	8100	SF		900	3	148.5	900	0	0	
Femporary Pavement	0	SF		0	1.5	0	0	0	0	
NTRANCES										
Commercial Entrances/Parking Lots	0	SF		0	1.5	0	0	0	0	
Private Entrance Method?	Area	?								
Private Entrances (Asphalt Only)	1600	SF		177.7778	2	19.55556	177.7778	0	0	17
MISCELLANEOUS PAVEMENTS										
Shared Use Path	0	SF		0	2	0	0	0	0	



Private entrance is to reconfigure parking at north end of project.

AGGREGATE BASE FOR CONCRETE ITEMS Uption of Correte Curb
rb Type ngth of Concrete Curb ngth of Curb & Gutter ngth of Curb & Gutter 350 LF Curb & 300 SF 12 4 IN ngth of Curb & Gutter 350 LF Curb & 300 SF 12 4 IN ngth of Curb & Gutter 350 LF Curb & 300 SF 12 4 IN ngth of Curb & Gutter 0 LF Shider G 0 SF 10 4 IN ngth of Asphalt Curb a of Sign Island & Concrete Median 0 SF Pavement Design 0 SF  Dewalk a of Sidewalk 2700 SF  Dewalk a of Sidewalk 2700 SF  Determine Stairs (Total for Project) 12 LF L
ngth of Concrete Curb ngth of Curb & Gutter ngth of Curb & Gutter 350 LF Curb & 300 SF 12 4 IN ngth of Shoulder Gutter ngth of Shoulder Gutter ngth of Shoulder Gutter ngth of Shoulder Gutter ngth of Shoulder & 0 LF Shider G 0 SF 10 4 IN ngth of Asphalt Curb 0 0 LF Aprons 0 SF 7 6 IN ea of Sign Island & Concrete Median 0 SF Pavement Design Design 1 ?  Total Depth  12 IN  Design 1 ?  Total Depth  12 IN  Design 1 ?  Total Depth 12 IN  Design 1 ?  Total Depth 12 IN  Design 1 ?  Total Depth 13 IN  Design 1 ?
Ingth of Curb & Gutter Ingth of Shoulder Gutter Ingth of Shoulder Gutter Ingth of Shoulder Gutter Ingth of Shoulder Gutter Ingth of Asphalt Curb Ingth
ngth of Shoulder Gutter ngth of Asphalt Curb  o
ngth of Asphalt Curb as of Sign Island & Concrete Median of SF Pavement Design Design 1 ? Total Depth  12 IN  13 IN  14 IF Total Depth  15 IN  16 IN  17 IN  18 IN  18 IN  19 IN  19 IN  19 IN  10 IF IN  10 IN  11 IN  12 IN  13 IN  14 IF IN  15 IN  16 IN  17 IN  18 IN  19 IN  19 IN  19 IN  10 IF IN  11 IN  12 IN  13 IN  14 IF IN  15 IN  16 IN  17 IN  18 IN  18 IN  19 IN  19 IN  10 IP IN  10 IF IN  11 IN  11 IN  12 IN  13 IN  14 IF IN  15 IN  16 IN  17 IN  18 IN  18 IN  19 IN  19 IN  10 IP IN  10 IF IN  10 IF IN  11 IN  11 IN  12 IN  13 IN  14 IF IN  15 IN  16 IN  17 IN  18 IN  18 IN  19 IN  19 IN  10 IP IN  10 IP IN  10 IF IN  10
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ivate Entrance Method?  a of Concrete Entrance Aprons  DEWALK  ea of Sidewalk  are of Sidewalk  Eartical Height of Stairs (Total for Project)  Certage Stairway Width  Certage
pea of Concrete Entrance Aprons  DEWALK  as of Sidewalk  armber of CG-12 Curb Cut Ramps  5 EA  retical Height of Stairs (Total for Project)  2 LF  rerage Stairway Width  14 LF  amber of Steps  4 EA  ass A3 Concrete  2.28525 CY  sinforcing Steel  airs Handrail (Type 1)  menities and Furniture  Use custom below  LFETY BARRIER  JAMPH OF EA  Bashworthy Terminals  ailing Terminals  0 EA  ailing Terminals  0 EA  removal of Existing Guardrail  concrete Median Barrier Length (Flat Median)  burcrete Median Barrier Length (Flat Median)  concrete Med. Barrier (Up to 3' Grade Diff.)  concrete Med. Barrier (Up to 3' Grade Diff.)  destrian Handrail on Retaining Wall  diditional Pedestrian Handrail  0 LF  cocked Handrail
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destrian Handrail on Retaining Wall 0 LF diditional Pedestrian Handrail 0 LF cycle Handrail 0 LF
lditional Pedestrian Handrail 0 LF cycle Handrail 0 LF
cycle Handrail 0 LF
oven Wire Fencing / Limited Access Fence 0 LF
ood Board Fencing 0 LF
pacted Mailboxes 1 EA
earing Parcels/Demolition of Buildings/Etc \$0 LS
JANTITY TOTALS
ertical Curb CG-2 200 LF
ountable Curb CG-3 0 LF
ertical Curb & Gutter CG-6 350 LF
ountable Curb & Gutter CG-7 0 LF

Modified Shoulder Gutter	0	SY
Asphalt Curb MC-3B	0	LF
Concrete Median MS-1A	0	SY
Concrete Entrance CG-9D	0	SY
4" Sidewalk	300	SY
CG-12 Detectable Warning Surface	11.11111111	SY
Class A3 Concrete (for Stairs)	2.28525	CY
Reinforcing Steel (for Stairs)	0	LBS
Handrail Type 1 (for Stairs)	10	LF
Handrail Type 2 (for Pedestrians)	0	LF
Handrail Type 3 (for Bicycles)	0	LF
Guardrail GR-MGS1	0	LF
Guardrail Terminal GR-MGS2	0	EA
Guardrail Trailing Terminal GR-MGS3	0	EA
Guardrail Fixed Object Attachment GR-FOA	0	EA
Removal of Existing Guardrail	0	LF
Concrete Median Barrier MB-7	0	LF
Concrete Median Barrier MB-8A	0	LF
Impact Attenuators IA-1 (TL-3)	0	EA
Woven Wire Fence (FE-W1) + 50% Increase	0	LF
Wood Board Fencing	0	LF
Mailbox Post, Single	1	EA
Clearing Parcels/Demolition of Buildings/Etc	\$0	LS
ADDITIONAL CUSTOM PAY ITEMS		
Description	Quantity	Units
Wheel Stops	-	EA
Demo. Conc. Wall	75	LF

#### STRUCTURE & BRIDGE ITEMS

RETAINING WALL		
	None	
Retaining Wall Type	None	
BRIDGES		
PERMANENT BRIDGES		
Number of Bridge Structures		0 EA
Bridge Engineer's Estimate for Perm. Bridges		\$0 LS
TEMPORARY BRIDGES		
Number of Temporary Bridges		0 EA
Bridge Engineer's Estimate for Temp. Bridges		\$0 LS
QUANTITY TOTALS		
Permenant Bridges		\$0 LS
Temporary Bridges		\$0 LS
Concrete Retaining Wall (RW-2)		0 CY
Conc. Retaining Wall Live Load (RW-3)		0 CY
Retaining Wall Excavation		0 CY
Porous Backfill for Wall		0 CY
Alternative Retaining Wall		0 SF
ADDITIONAL CUSTOM PAY ITEMS		0 31
Description	Quantity	Units
ADDITIONAL COMMENTS AND ASSUMPTIONS		

#### TEMPORARY TRAFFIC & CONSTRUCTION ITEMS

MOT Estimate Method	Percent		
Maintenance of Traffic Percentage	9	%	
Maintenance of Traffic Total Cost	\$32,133	LS	
ADDITIONAL TRAFFIC CONTROL			
Estimated Cost for Police Patrols	\$0	LS	
Temporary Signalization	\$0	LS	
TEMPORARY CONSTRUCTION ITEMS			
Months of Field Office	0	MO	
Temporary Sheet Piling	0	SF	
Temporary Concrete Barrier (MB-7D)	0	LF	
Temporary Impact Attenuators	0	EA	
Temporary Grading and Pavement should be include	ed in their		
respective sections above.			
ADDITIONAL CUSTOM PAY ITEMS			
Description	Quantity	Units	

Contract Sub-Total \$357,038

#### ADDITIONAL COMMENTS AND ASSUMPTIONS

#### PLANTING ITEMS

Area of land to be seeded	5000	SF
Landscaping Estimate Method	\$ Estimate	
Landscaping Cost Estimate	\$15,000	LS
Landscaping Estimate Provided by:	J. Warfield	

Landscaping Estimate Date:		
Area of land to be seeded	0.114784206	AC
Assumed normal seeding rate	160	LB/AC
QUANTITY TOTALS		
Regular Seed	22.95684114	LB
Overseeding	18.36547291	LB
Temporary Seed	11.47842057	LB
Topsoil Class A (2" Depth)	0.114784206	AC
Lime	0.40174472	TON
Fertilizer N	7.532713499	LB
Fertilizer P	15.065427	LB
Fertilizer K	7.532713499	LB
HECP Type 3 (assumed for average slope)	1250	SY
Landscaping	\$15,000	LS
ADDITIONAL CUSTOM PAY ITEMS		
Description	Quantity	Units

Lanscaping cost added as possible environmental mitigation for historic/park land

#### PERMANENT TRAFFIC CONTROL DEVICE ITEMS

Signing Estimate Method Percent Signing Percentage Contract Sub-Total \$347,197 \$6,944 LS Signing Base Cost Additional Overhead Signing PAVEMENT MARKINGS Pavement Markings Estimate Method Length of 4" Pavement Marking Lines 799 LF <- Does not include RPMs, symbols, bars. Adjust contingency. 4" Type B1 Pavement Marking SIGNALS Signal Estimate \$0 LS Signal Estimate Provided by: Signal Estimate Date: LIGHTING Lighting Estimate \$0 LS Lighting Estimate Provided by: Lighting Estimate Date: ITS COMPONENTS ITS Estimate \$0 LS ITS Estimate Provided by: ITS Estimate Date: ADDITIONAL CUSTOM PAY ITEMS Description Quantity Units Handicapped Symbol Marking 1 EA

#### ADDITIONAL COMMENTS AND ASSUMPTIONS

#### **IN-PLAN UTILITIES**

\$0 LS \$0 LS Water Service Estimate ADDITIONAL CUSTOM PAY ITEMS Quantity

#### ADDITIONAL COMMENTS AND ASSUMPTIONS

#### **ENVIRONMENTAL MITIGATION CONSTRUCTION**

Noise wall area Stream or Wetland Restoration \$0 LS Contaminated Soil Disposal / Tank Removal \$0 LS ADDITIONAL CUSTOM PAY ITEMS Quantity Units

#### ADDITIONAL COMMENTS AND ASSUMPTIONS

#### **NON-BID INCIDENTAL COSTS**

PROPERTY IMPACTS		
R/W Monuments	17	EA
Estimated Cost for Police Patrols	\$0	LS
Railroad Flagging and Construction (Force Ac't)	\$0	LS
ADDITIONAL CUSTOM PAY ITEMS		
Description	Quantity	Units

BOS2021-	-08-04  n	519/632

**Unit Cost Entry** 

Rev: 5/21/20

Route 1004 and Court Square Sidewalk, Palmyra

J. Warfield

Fluvanna 5/12/2021

	GRADING ITEMS					Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$75,401
00111	Clearing and Grubbing	0.022957 AC	\$500,000	Recent Projects		\$11,478
00120	Regular Excavation	613.4259 CY	\$70	Bid Tab Review		\$42,940
00136 or 00140	Borrow Excavation	524.5621 CY	\$40	Bid Tab Review		\$20,982
	DRAINAGE ITEMS					Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$95,100
LS	Roadway General Drainage	1 LS	\$88,100	Itemized		\$88,100
LS	Erosion & Sediment Control	1 LS	\$7,000	Itemized		\$7,000
	PAVEMENT ITEMS		. ,			Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$97,770
	Aggr. Base Matl. Ty. I No. 21B	118.8083 TON	\$60	Bid Tab Review		\$7,129
10628	Flexible Pave. Planing 0"-2"	900 SY	\$15	Bid Tab Review		\$13,500
10635	Asphalt Conc. Ty. SM-9.5A	172,4097 TON		Bid Tab Review		\$31,034
10642	Asphalt Concrete Ty. BM-25.0A	171.7556 TON		Bid Tab Review		\$27,481
11070	Saw-Cut Asph Conc. (Variable Depth)	600 LF		Bid Tab Review		\$4,800
24400	Obscuring Roadway	6.2 UNIT		Bid Tab Review		\$4,340
24430	Demolition of Pavement (Flexible)	790.5556 SY		Bid Tab Review		\$9,487
24430	ROADWAY INCIDENTAL ITEMS	730.3330 31	712	Did Tab Neview		Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$78,926
	Standard or Radial CG-2	200 LF		Bid Tab Review	Remarks	\$7,000
	Standard or Radial CG-6	350 LF		Bid Tab Review		\$17,500
13108	CG-12 Detectable Warning Surface	11.11111 SY		Bid Tab Review		\$5,556
13215	——————————————————————————————————————	11.11111 3Y		Bid Tab Review		\$3,500
13220	Mailbox Post, Single	300 SY		Bid Tab Review		\$30,000
13252	Hydraulic Cement Concrete Sidewalk 4" Concrete Class A-3 Misc. (for Stairs)	2.28525 CY		Culpeper Norm		\$4,571
		2.26323 Cf				
25002	Handrail HR-1 Type 1 (Stairs)	7 EA		Culpeper Norm		\$2,500
24500	Wheel Stops			Bid Tab Review		\$2,450
24500	Demo. Conc. Wall	75 LF	\$120	Bid Tab Review		\$9,000
	STRUCTURE & BRIDGE ITEMS					Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$0
	TEMPORARY TRAFFIC & CONSTRUCTION ITEMS					Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$32,133
LS	General Maintenance of Traffic	1 LS	\$32,133			\$32,133
	PLANTING ITEMS					Estimate
Item Code	Description	Quantity Units	Unit Cost	Price Source	Remarks	\$23,434
LS	Landscaping	1 LS		Bid Tab Review		\$15,000
27012	Topsoil Class A 2"	0.114784 ACRE		Bid Tab Review		\$3,444
27101	Temporary Seed	11.47842 LB	\$40	Bid Tab Review		\$459
27102	Regular Seed	22.95684 LB	\$40	Bid Tab Review		\$918
27103	Overseeding	18.36547 LB		Bid Tab Review		\$551
27112	Hydraulic Erosion Control Product Type 3	1250 SY	\$2	Bid Tab Review		\$2,500
27230	Fertilizer Nitrogen - N	7.532713 LB	\$10	Bid Tab Review		\$75
27231	Fertilizer Phosphorous - P	15.06543 LB	\$10	Bid Tab Review		\$151
27232	Fertilizer Potassium - K	7.532713 LB	\$10	Bid Tab Review		\$75
27250	Lime	0.401745 TON	\$650	Bid Tab Review		\$261
	TRAFFIC CONTROL DEVICE ITEMS					Estimate

Culpeper
Unit Norm
\$80000 with 0.3 AC
\$50 with 2000 CY
\$35 with 2000 CY
Culpeper
Cost Norm
#N/A
#N/A
Culpeper
Cost Norm
\$40 with 2000 TON
\$6 with 3000 SY
\$110 with 800 TON
\$105 with 800 TON
\$7 with 1500 LF
\$3000 with 3 UNIT
\$12 with 2000 SY
Culpeper
Cost Norm
\$35 with 200 LF
\$39 with 2000 LF
\$530 with 4 SY
\$220 with 2 EA
\$90 with 200 SY
\$1500 with 3 CY
\$250 with 20 LF
#N/A
#N/A
Culpeper
Cost Norm
Culpeper
Cost Norm
#N/A
Culpeper
Cost Norm
#N/A
\$11000 with 1.5 ACRE
\$16 with 150 LB
\$20 with 300 LB
\$8 with 240 LB
\$0.9 with 16000 SY
\$4 with 100 LB
\$4 with 200 LB
\$4 with 100 LB \$650 with 5 TON
Culpeper
cuipeper

Item Code	Description	Quantity Units	Unit Cost Price Sour	ce Remarks	\$9,841
LS	Signing	1 LS	\$6,944		\$6,944
54032	Type B Class I Pavement Line Marking 4"	799 LF	\$3 Bid Tab Re	view	\$2,397
54632	Handicapped Symbol Marking	1 EA	\$500 Bid Tab Re	view	\$500
	UTILITY ITEMS				Estimate
Item Code	Description	Quantity Units	Unit Cost Price Sour	ce Remarks	\$0
	ENVIRONMENTAL MITIGATION ITEMS				Estimate
Item Code	Description	Quantity Units	Unit Cost Price Sour	ce Remarks	\$0
	NON-BID INCIDENTAL ITEMS				Estimate
Item Code	Description	Quantity Units	Unit Cost Price Sour	ce Remarks	\$5,100
13212	R/W Monument RM-2	17 EA	\$300 Culpeper N	lorm	\$5,100

Cost Norm
#N/A
\$1.7 with 6000 LF
#N/A
Culpeper
Cost Norm
Culpeper
Cost Norm
Culpeper
Cost Norm
\$300 with 15 EA

\$347,197	Roadway Sub-total
\$357,038	Disruptive Construction Sub-total
\$389,171	Project Construction Sub-total
\$412,605	Contract Quantity Total
\$5,100	Non-bid Total
\$417.705	Total Item Cost

PROJECT	INFORMATION					
Route 1004 and Cour	t Square Sidewall	k, Palmyra				
Estimate Date	5/12/20	021				
Estimator Name	J. Warfield					
County	Fluvan	na				
Project Length	400 LF					
Estimated # Sheets	1	Sheets				
Project Tier	Tier 1					
# of Connections	2					
# of Prop. Bridges	0	Bridges				
Survey Length	2400	LF				
In-House Rate	80	\$/HR				
Survey Rate	140	\$/HR				
Consultant Rate	150	\$/HR				
Other Remarks						
	•					

#### **CONCEPTUAL PE ESTIMATING TOOL**

Culpeper District Rev: 3/6/20



Estimator data Calculated data Estimate totals

Note: The accuracy of this tool has been verified with very few projects. The total estimate provided should be checked using another method, such as comparison with similar projects.

See the hidden tab "PE Data" for hour sources.

Avoid using the "Simple" level for low-hours tasks.

WARNING: PROJECT LENGTH < 2000', TOTAL

HAS BEEN REVIEWED BY:

J. Warfield

TOTAL	L CALCULATIONS						GRAND	TOTAL	\$475,945
	Inflation/Yr	Inflation/Yr 2%		2020	Start PE	2020	Inflation	0.0%	\$0
							Contingency	5%	\$22,664
							Total		\$453,281
Remarks									

ROAD DESIGN/PR						Subtotal	\$186,636		
# of Public Meetings	2								
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	Total Cost
Road Plans	Consultant	Moderate	1050	2100	/Mile	1209	900	\$150	\$135,000
TMP Plans	Consultant	Simple	150	300	/Mile	173		\$150	\$25,909
Project Mgmt	District	Moderate	225	450	/Mile	259		\$80	\$20,727
Public Meetings			2	Meetings		\$/Mtg		\$2,500	\$5,000
Miscellaneous Cost									
Remarks	Road design hou	irs reduced	due to simpli	city and sm	all size of pi	oject (redu	ction to base he	ours).	

HYDRAL	JLICS DESIGN							Subtotal	\$43,591
Urban vs. Rural	Urban								
# of Prop. Bridges	0								
# of BMPs	0								
# of Large Culverts	0								
Floodplain Encroach.	No								
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	Total Cost
Hydr. Design	Consultant	Moderate	150	800	/Mile	211		\$150	\$31,591
E&SC Design	Consultant	Moderate	40	40	/Sheet	80		\$150	\$12,000
SWM Design	Consultant	Moderate	0	160	/BMP	0		\$150	\$0
Bridge H&HA	Consultant	Moderate	0	250	/Bridge	0		\$150	\$0
River Mech.	Consultant	Moderate	225	0	/Proj.	0		\$150	\$0
Nutrient Credits									\$0
Miscellaneous Cost									
Remarks									

TRAFFIC CONT	ROL DEVICE DESI	GN						Subtotal	\$22,500
# of Signals	0								
Signals in MOT	0								
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	Total Cost
Sign/PM Plans	Consultant	Moderate	100	50	/Sheet	150		\$150	\$22,500
Signal Plans	Consultant	Moderate	95	180	/Signal	0		\$150	\$0
Lighting Plans	Consultant	None	0	0	/Sheet	0		\$150	\$0
ITS Plans	Consultant	None	0	0	/Sheet	0		\$150	\$0
Miscellaneous Cost									
Remarks									

SI	JRVEY							Subtotal	\$69,314
# Utilities	5	Lines							
LF Utility in Limits	2000	LF							
LF Utility Survey	12000	LF							
# of Test Holes	2.5	Holes							
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	<b>Unit Price</b>	Total Cost
Base Survey									\$35,000
Subsurface Utility	Consultant	Moderate	0	65	/Mile	148		\$140	\$20,682
RW Sheets	Consultant	Moderate	25	500	/Mile	63		\$150	\$9,432
Test Holes	Consultant	Moderate	10	8	/Hole	30		\$140	\$4,200
Miscellaneous Cost									
Remarks									

ENVIRONMENTAL								Subtotal	\$50,000
Designer Level I		Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	Total Cost	
Environmental Costs									\$50,000
Miscellaneous Cost									
Remarks									

STRUCT	URAL DESIGN							Subtotal	\$0
# of Prop. Bridges	0	Bridges							
Length of Ret. Wall	0	ft							
Length of Noise Wall	0	ft							
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	<b>Unit Price</b>	Total Cost
Structural Design									\$0
Noise Walls	Consultant	Moderate	60	300	/Sheet	0		\$150	\$0
Retaining Walls	Consultant	Moderate	60	300	/Sheet	0		\$150	\$0
Miscellaneous Cost									
Remarks									

MATERIALS/GE	OTECHNICAL DES	IGN						Subtotal	\$18,140
Length of Walls	0	ft							
Cuts/Fills > 25'?	No								
# of Large Culverts	0	Culverts							
# of BMPs	0	Ponds							
# of Prop. Bridges	0	Bridges							
# of Soil Borings	2	Borings							
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	Total Cost
Materials Engineer	Consultant	Simple	40	10	/Sheet	50		\$150	\$7,500
Soils Investigation	Consultant	Moderate	60	8	/Boring	76		\$140	\$10,640
Miscellaneous Cost									

UTILI	TY DESIGN							Subtotal		\$0
# of In-Plan Utilities	0	utilities								
Default Length	400	ft/utilty								
Override Length		ft/utilty								
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	<b>Total Cost</b>	
Utility Design	Consultant	Moderate	60	0	/Mile	0		\$150		\$0
Miscellaneous Cost										
Remarks										

LANDSO	APE DESIGN							Subtotal		\$0
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	<b>Total Cost</b>	
Landscape Design	Consultant	None	0	0	/Mile	0		\$150		\$0

Miscellaneous Cost	
Remarks	

TRAFF	IC STUDIES							Subtotal	\$14,700
# of Intersections	2	intx							
# of Interchanges	0	intx							
Study Complete?	No								
Interchange Report?	Done or N/A								
	Designer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	<b>Unit Price</b>	Total Cost
Update Traffic Study	Consultant	Moderate	25	12	/Intx	0		\$150	\$0
IJR/IMR	Consultant	Moderate	0	400	/Intx	0		\$150	\$0
Full Traffic Study	Consultant	Moderate	50	24	/Intx	98		\$150	\$14,700
Miscellaneous Cost									
Remarks									

PLAN REVIEW	V/COORDINATIO	N						Subtotal	\$48,400
Roundabout?	No								
Railroad Impact?	No								
	Reviewer	Level	Base Hrs	Hrs/Unit	Unit	Total Hrs	Override Hrs	Unit Price	Total Cost
Right of Way	District	Moderate	80	60	/Sheet	140		\$80	\$11,200
<b>Utility Coordination</b>	District	Moderate	80	60	/Sheet	140		\$80	\$11,200
Railroad Review	Consultant	Moderate	100	30	/Sheet	0		\$150	\$0
Traffic Eng. Review	District	Moderate	60	15	/Sheet	75		\$80	\$6,000
Construction	District	Moderate	60	15	/Sheet	75		\$80	\$6,000
C.O. Review	Central Office	Moderate	60	15	/Sheet	0		\$80	\$0
Roundabout Comm.	Central Office	Moderate	80	0	/Rnd'bt	0		\$80	\$0
Programming	District	Moderate	100	0	/Sheet	100		\$80	\$8,000
V.E. Study	District	Moderate	240	0	/Proj	0		\$80	\$0
L&D Rev./Approval	District	Moderate	60	15	/Sheet	75		\$80	\$6,000
Miscellaneous Cost						•			
Remarks									

MISCELLA	NEOUS ITEMS			Subtotal	\$0
Item #1					
Item #2					
Item #3					
Item #4					
Item #5					
Remarks					



### **Project Cost Estimating System**



	VDOT				VDOT						
	Project No	o.:		** N	IISSING DATA	4 **					
	A. EL		RICA	\L							
	Computed or User	RW or Const		Type of Pole	No Entry Required	Number of Poles	Rural or Urban	Percent VDOT	Total Cost	to RW Project	to Const Project
A B	Computed Computed	RW RW			·		Rural Rural	100% 100%	\$0 \$0	\$0 \$0	\$0 \$0
C D	Computed Computed	RW RW					Rural Rural	100% 100%	\$0 \$0	\$0 \$0	\$0 \$0
	Distribution								\$0	\$0	\$0
	Computed or User	RW or Const		Type of Pole	No Entry Required	Number of Poles	Rural or Urban	Percent VDOT	Total Cost	to RW Project	to Const Project
E F	Computed Computed	RW RW	1	Single Phase		2	Rural Rural	100% 100%	\$13,729 \$0	\$13,729 \$0	\$0 \$0
G H	Computed Computed	RW RW					Rural Rural	100% 100%	\$0 \$0	\$0 \$0	\$0 \$0
l J	Computed Computed	RW RW					Rural Rural	100% 100%	\$0 \$0	\$0 \$0	\$0 \$0_
		n - Under	aroun	d - by Linear Foot				<u> </u>	\$13,729	\$13,729	\$0
	Computed or User	RW or Const	<b>J</b>	Type of Service	No Entry Required	Total Length(ft)		Percent VDOT	Total Cost	to RW Project	to Const Project
K	Computed	RW	] [	OI Service	rtequiled	Lengui(II)		100%	\$0	\$0	\$0
M	Computed Computed	RW RW						100% 100%	\$0 \$0	\$0 \$0	\$0 \$0
N	Computed	RW						100%	\$0 \$0	\$0 <b>\$0</b>	\$0 \$0
	Distribution Computed	n - Under	groun	d - by Pole Equivale  Equivalent Type	nt No Entry	Equiv.#		Percent	Total	to RW	to Const
0	or User Computed	Const	n (	of Pole	Required	of Poles	1	VDOT 100%	Cost \$0	Project \$0	Project \$0
Р	Computed	RW						100%	\$0	\$0	\$0
Q R	Computed Computed	RW RW						100% 100%	\$0 \$0	\$0 \$0	\$0 \$0
	Distribution	n - Condu	it for	Underground Electr	ical				\$0	\$0	\$0
	Computed or User	RW or Const		Type of Service	No Entry Required	Total Length(ft)		Percent VDOT	Total 	to RW Project	to Const Project
S T	Computed Computed	RW RW						100%	\$0 \$0	\$0 \$0	\$0 \$0_
			groun	d - Manholes					\$0	\$0	\$0
	Computed or User	RW or Const	_	Size / Price Range of Manhole	No Entry Required	Number of MH's		Percent VDOT	Total Cost	to RW Project	to Const Project
U	Computed	RW	] [	Of Maintole	rtequiled	OI WII S		100%	\$0	\$0	\$0
V W	Computed Computed	RW RW						100% 100%	\$0 \$0	\$0 \$0	\$0 \$0
Х	Computed	RW	<u> </u>					100%	\$0 \$0	\$0 <b>\$0</b>	\$0 \$0
V	Misc. Elect	ricai Cosi		Electrical Costs Character	d to DW Droin to		\$5,000		TOTAL ELECTRICAL	Total to RW Proj	Total to Const Proj
Y Z				Electrical Costs Charged lectrical Costs Charged to			φυ,συσ		\$18,729	\$18,729	\$0

	B. TELEPH	ONE	<b>5</b>							
	Aerial - Copper Wire Computed RW or		Time of Cable	No Estad	Number		Percent	Total	to RW	to Co
	Computed RW or or User Const		Type of Cable (Pair Cable)	No Entry Required	of Poles		VDOT	Cost	Project	Pro
Α	Computed RW		400	riodanoa	2		100%	\$11,044	\$11,044	
В	Computed RW						100%	\$0	\$0	
С	Computed RW	_					100%	\$0	\$0	
D	Computed RW						100%	\$0	\$0	
								\$11,044	\$11,044	
	Aerial - Fiber Optic Computed RW or		Type of Cable	No Entry	Number		Percent	Total	to RW	to Co
	or User Const		(Optical Fiber)	Required	of Poles		VDOT	Cost	Project	Pro
Е	Computed RW		36	rtoquilou	2		100%	\$11,343	\$11,343	
F	Computed RW						100%	\$0	\$0	
G	Computed RW						100%	\$0	\$0	
Н	Computed RW						100%	\$0	\$0	
								\$11,343	\$11,343	
	Underground - Copp	er Wire		N. E.						
	Computed RW or or User Const		Type of Cable (Pair Cable)	No Entry Required	Total Length(ft)		Percent VDOT	Total Cost	to RW Project	to C
	Computed RW	Г	400	rvedalled	200		100%	\$4,400	\$4,400	Pr
J	Computed RW		100		200		100%	\$0	\$0	
K	Computed RW						100%	\$0	\$0	
-	Computed RW						100%	\$0	\$0	
								\$4,400	\$4,400	
	Underground - Fiber	Optic								
	Computed RW or		Type of Cable	No Entry	Total		Percent	Total	to RW	to C
Л	or User Const Computed RW		(Optical Fiber)	Required	Length(ft)	ı	100%	Cost	Project \$0	Pro
1	Computed RW						100%	\$0 \$0	\$0 \$0	
Ö	Computed RW						100%	\$0	\$0	
P	Computed RW						100%	\$0	\$0	
								\$0	\$0	
	Underground - Copp	er Wire								
	Computed RW or		Type of Cable	No Entry	Total		Percent	Total	to RW	to C
	or User Const Computed RW		(Pair Cable)	Required	Length(ft)	ı	100%	Cost \$0	Project \$0	Pr
<b>}</b>	Computed RW						100%	\$0 \$0	\$0 \$0	
}	Computed RW						100%	\$0	\$0	
	Computed RW						100%	\$0	\$0	
								\$0	\$0	
	<b>Underground - Fiber</b>	Optic -								
	Computed RW or		Type of Cable	No Entry	Total		Percent	Total	to RW	to C
	or User Const		(Optical Fiber)	Required	Length(ft)		100%	Cost \$0	Project \$0	Pr
J /	Computed RW Computed RW						100%	\$0 \$0	\$0 \$0	
۷	Computed RW						100%	\$0	\$0	
(	Computed RW						100%	\$0	\$0	
								\$0	\$0	
	Manholes for UG Tel	ephone	e Service							
	Computed RW or			No Entry			Percent	Total	to RW	to C
,	or User Const		Item	Required	Quantity		VDOT	Cost	Project	Pr
Y Z	Computed RW	_	Telephone Manhole Telephone Manhole				100%	\$0 \$0	\$0 \$0	
	Computed RW	_	releptione Mannole				10076	\$0	\$0	
	Misc. Telephone Cos	sts								
								TOTAL TELEPHONE	Total to RW Proj	Total to Co
Α		Misc. T	elephone Costs Charged	d to RW Project:		\$5,000				Proj
			,							
	N	lisc. Tele	phone Costs Charged to	Const. Project:				\$31,787	\$31,787	
3	IV									

C. CATV							
Aerial CATV	Type of Service	No Entry Required	Number of Pole Att'mnts	Percent VDOT 100% 100% 100% 100%	Total Cost \$0 \$0 \$0	Project \$0 \$0 \$0	to Const Project \$0 \$0 \$0
Underground CATV	Type of Service	No Entry Required	Total Length(ft)	Percent VDOT 100% 100% 100%	\$0  Total  Cost  \$0  \$0  \$0  \$0  \$0	to RW Project \$0 \$0	to Const Project \$0 \$0 \$0
Power Units	Item  CATV Power Supply  CATV Power Supply	No Entry Required	Quantity	Percent VDOT 100% 100%	\$0 Total Cost \$0 \$0	to RW Project \$0	to Const Project \$0 \$0
misc. GATV COSCS	Misc. CATV Costs Charged to				TOTAL CATV	Total to RW Proj \$0	Total to Const Proj \$0
D. WATER  Water Line Computed RW or or User Const Computed Const	Diameter of Water Pipe (in)	No Entry Required	Total Length(ff)	Percent VDOT 100% 100% 100% 100%	Total Cost \$0 \$0 \$0 \$0	Project \$0 \$0 \$0 \$0	to Const Project \$0 \$0 \$0 \$0
Misc. Water Costs  E	Misc. Water Costs Charged to	_		ĺ	TOTAL WATER	Total to RW Proj	Total to Const Proj \$0
E. SANITAR  Sewer Line  Computed RW or or User Const  Computed Const  Computed Const  Computed Const  Computed Const  Computed Const  Computed Const	Diameter of Sewer Pipe (in)	No Entry Required	Total Length(ft)	Percent VDOT 100% 100% 100%	Total Cost \$0 \$0 \$0	Project \$0 \$0	to Const Project \$0 \$0
				100%	\$0 \$0		\$0 \$0

(7,7),73		GA	S / PROPANE							
Cor	tribution Emputed RW or For User Const Emputed RW	i I	Diameter of Gas Line (in)	No Entry Required	Total Length(ft)	]	Percent VDOT 100%	Total Cost	Project \$0	to Const Project \$0
C Cor	omputed RW omputed RW omputed RW	8					100% 100% 100%	\$0 \$0 \$0 \$0	\$0 \$0	\$0 \$0 \$0 <b>\$0</b>
Cor	nsmission omputed RW or or User Const		Diameter of Gas Line (in)	No Entry Required	Total Length(ft)		Percent VDOT	Total Cost	to RW	to Const Project
F Cor	omputed RW omputed RW omputed RW omputed RW						100% 100% 100% 100%	\$0 \$0 \$0 \$0 \$0	\$0 \$0	\$0 \$0 \$0 \$0
_	c. Natural Gas / F	Propa	ne Costs				10070	\$0		\$0
l J			c. Gas / Pro Costs Charged Gas / Pro Costs Charged to	-				PROPANE \$0		Proj \$0
Andre San Company	PETROLE	UM								
A Cor	nsmission computed RW or cor User Const computed RW		Diameter of Gas Line (in)	No Entry Required	Total Length(ft)	]	Percent VDOT 100%	Total Cost	Project \$0	to Const Project \$0
C Cor	omputed RW omputed RW omputed RW	3					100% 100% 100%	\$0 \$0 \$0 \$0	\$0 \$0	\$0 \$0 \$0 <b>\$0</b>
20	c. Petroleum Cos							TOTAL PETROLEUM	Total to RW Proj	Total to Const
E F	N		. Petroleum Costs Charged to etroleum Costs Charged to	-				\$0	\$0	\$0
A Production	CELLULA									
A	•	To	otal Cellular Costs Charge					TOTAL CELLULAR	Total to RW Proj	Total to Const Proj
В	ADDITION	700.000	COSTS	Const. Project:				\$0	\$0	\$0
Comments			Add	ditional Utili	ty Costs to	Right-of-Way Project	:			\$8,000
Comments				ditional Utili	ty Costs to	Construction Project				
Comments	s:		Add	itional Utilit	y Costs to	Utility Owners/Others				
				TOTAL UTIL	LITY COST - I	RIGHT-OF-WAY PROJECT				\$58,516
					·-	ONSTRUCTION PROJECT TILITY OWNER / OTHERS				<b>\$0</b>
			G			TY COSTS (PCES)				\$58,516
										Version 10.10

Γ			st Estimating OF-WAY ESTI			BOS2021-0	8-04 p.530/632
	Project No	).:	** MIS	SING DATA	k*		
	VDOT Construction Distric	t :	C	ULPEPER		# 7	
	Select Project Area Real Estate Costs	s:		Average		$\neg$	
	Define Project Land Use Characteristics	=	Agricultu			=	
	•		Residen				
	Instructions: Please fill-in all applicable White Boxes		Indust		4000/	_	
	or make a choice from the Drop-down Lists	_	Commerc	ciai :	100%	_	
	Enter the Approximate Number of Parcels on the Project :				100 /0		
1	. LAND VALUE						
	Total Right-of-Way Project Length (ML + Connection		ft	E . D: 1 . ()4/	Computed RW Cos		\$5.75
-Way	Average width of Existing R Average width of Proposed R		ft ft	Enter Right-of-Wa	y Estimator's Right-o	of-Way Cost per sq ft :	
Prop. Right-of-Way	Total area of all additional Prop. Right-of-Wi		sf	Enter	total sq ft (override		
Rig		<u> </u>		0	sq ft =	0.000 Ac.	
op.	Approx. % of Prop. CL			of Exist. CL	(E : 1 O		100%
٦	Approx. % of Prop. CL be Approx. % of Prop. CL greate		· · · · · · · · · · · · · · · · · · ·	& ft from Exist. CL	of Exist. CL		
-	Average Width of parallel Temporary Easements Lo		l ft		omp. Temp. Ease. C	Cost / sa ft =	\$1.44
Temp. Ease.	Total Length of parallel Temporary Easements Le		ft		y Estimator's Temp.		· · · · · ·
<u>е</u>	Average Width of parallel Temporary Easements Rig		ft			per sq ft :	
Tem	Total Length of parallel Temporary Easements Rig	ıht	ft		total sq ft (override		
F	T ( I A ( All D ) I ( All C) F			0	sq ft =	0.000 Ac.	
ase.	Total Area of All Replacement Utility Easemer AND Select % of RW Cost for Util. Eas		sf		Comp. Utility Ease. Co st's. Utility Ease. Co		\$0.00
:: ∐	OR	· ·		0	sq ft =	0.000 Ac.	
∞   ∵	Total Number of Replacement Easements Require	ed	ea		omp. Perm. Ease. C		\$4.60
Perm. & Util. Ease.	T. 1 (100 )	. —			st's. Perm. Ease. Co		
ے "	Total area of All Permanent Easemer		sf	0	sq ft =	0.000 Ac.	
L	COST OF LAND (Iter		\$0				
2	BUILDING VALUE		oon comparison to similar, <u>roject Area,</u> enter the Num		ntial Dwellings	Co	omputed:
			Cost Residential Dwellings		1		\$0
			rately Low Cost Dwellings				\$0 \$0
		C. Avera	age Cost Residential Dwell	ings:			\$0
			rately High Cost Dwellings Cost Residential Dwellings				\$0 \$0
		L. High			al Dwelling Cos	40.1	\$0
					ial Dwelling Cos		φυ
	Enter the total estimated of	ost of ALL					
		No Comp	uted Costs Available	e. Use User De	fined Costs Be	low:	
		Estin	nator's Total Comme				
3	OTHER IMPROVEMENTS				R IMPROVEMENT	<del></del>	
					provements Cos provements Cos		\$0 64,550
	. DAMAGES		Estillator S	Total Other lift	Jovernents COS	, w. ,	7-7,000
4		lowe all Aff	eted by Damas	) o majo ele r			
	the state of the s		cted by Damages to F pact of Damages to F		М	oderately H	igh
	Amicipated Relati		ate Number of Parcel		IVI	0	.9.1
		mputed Co	st of Damages to Re	emainder :		\$0	
			ost of Damages to R	emainder :		\$2,000	
	TOTAL ACQUISITIONS (Items # 1 - 4) \$6,550						

A DAMANIOTO A TIME OF THE PARTY	BOS2021-08-04 p.531/6
5. ADMINISTRATIVE SETTLEMENTS	
Anticipated % of Parcels Affected by Administrative Settlements :	50%
Anticipated Relative Cost Impact of Administrative Settlements :	
Approximate Number of Parcels Affected :	1
Computed Cost of Administrative Settlements :	\$0
Estimator's Total Cost of Administrative Settlements :	\$3,280
. CONDEMNATION INCREASES	
Anticipated % of Parcels Affected by Condemnation Increases :	
Anticipated Relative Cost Impact of Condemnation Increases :	
Approximate Number of Parcels Affected :	0
Computed Cost of Condemnation Increases :	<b>\$0</b>
Estimator's Total Cost of Condemnation Increases :	
ADMINISTRATIVE COSTS & INCIDENTAL EXPENSES	
Anticipated Relative Cost Impact of Admin. Costs & Incidental Expenses :	
Computed Administrative Costs & Incidental Expenses :	\$0
Estimator's Total Administrative Costs & Incidental Expenses :	\$40,000
	Ψ-τυ,υυυ
DEMOLITION CONTRACTS	
Anticipated Relative Cost Impact of Demolition Contracts:	
Computed Costs of Demolition Contracts :	\$0
Estimator's Total Cost of Demolition Contracts :	
. HAZARDOUS MATERIALS REMOVAL	
Anticipated Number of Demolished Buildings Requiring Asbestos Removal :	
Anticipated Relative Cost of Asbestos Removal from Demolished Buildings:	
Anticipated Number of Other Hazardous Materials Removal Sites :	
Anticipated Relative Cost Impact of Other Hazardous Materials Removal :	
Computed Cost of Hazardous Materials Removal :	\$0
Estimator's Total Costs of Hazardous Materials Removal :	
0. PROPERTY MANAGEMENT	
Anticipated Relative Cost Impact of Property Management :	
Computed Costs of Property Management :	\$0
Estimator's Total Cost of Property Management :	<b>4</b> 0
TOTAL OTHER ITEMS (Items # 5 - 10) \$43,280	
TOTAL OTHER (Remo # 0 - 10) \$45,200	
1. RELOCATION ASSISTANCE	
Residential Relocation Costs:  Anticipated Relative Cost Impact of Residential Relocation Expenses:	
Computed Residential Relocation Costs:	\$0
Estimator's Total Residential Relocation Costs :	Ψ0
Commercial Relocation Costs:	
Note: No Computed Costs Available. Use User Defined Costs Below:	
Estimator's Total Comm/Indust Relocation Costs :	
Total Displacements: Farms:	
Families: Non-Profit:	
	=
Businesses: Personal Property Only:	
TOTAL RELOCATION ASSISTANCE (Item # 11) \$0	

			S2021-08-04 p.532/632	
12. YEAR OF RIGHT-OF-WAY AUTHORIZATION	FY2030	FY2030		
13. MANUAL INFLATION RATE	3.00%			
	Today's Cost	Factor	Inflated Cost	
SUB-TOTAL RIGHT-OF-WAY COSTS	\$49,830	30.48%	\$65,017	
UTILITY COSTS TO RIGHT-OF-WAY PROJECT *	(PCES) \$0	24.67%	\$0	
TOTAL RIGHT-OF-WAY COSTS	(PCES) \$49,830		\$65,017	
* Utility Data display requires completion of Ut	ilities Estimate Worksheet (tab below)			
COMMENTS:				
	See Comments Tab.			
RW-238 Data :	Right-of-Way Estimate Date :	05	/17/21	
	Based on Approved / Unapproved Plans ?:	Unapproved Plans		
	Participating Cost / Non-Participating Cost ? :	Non-Parti	cipating Cost	
	Today's Date :	05	/17/21	
© Virginia Department of Transportation 2005	Revised 01/04/21		Version 10.10	

UPC: \*\*\*\*



### Project Cost Estimating System COMMENTS



stimate based on unapproved sketch with 1 parcel being impacted.  M said project will not impact Tax Map # 30A-A-35. They will stay	TSA-RW	05/06/21
M said project will not impact Tax Map # 30A-A-35. They will stay		05/06/21
the prescriptive easement.	TSA-RW	05/06/21
nere is no utility easement at this time.	TSA-RW	05/06/21
arcel owned by the county.	TSA-RW	05/06/21
ue to the unknowns a contingency of 40% is suggested. Covernseen improvements and the utility easement.	TSA-RW	05/06/21
w Admin, Court costs and P.E costs are on line 7.	TSA-RW	05/06/21
ax Map# 30A-A-26 was added to the project.	TSA-RW	05/12/21
er the PM only estimated for Admin Cost for VDOT to run the oject. Did not pay for any Fee areas and easements areas.	TSA-RW	05/17/21
nly improvements paid for are the brick sidewalk, curb/gutter, ood sign with landscaping and information billboard.	TSA-RW	05/17/21
יו יו	pere is no utility easement at this time.  Arcel owned by the county.  The to the unknowns a contingency of 40% is suggested. Cover seen improvements and the utility easement.  The Admin, Court costs and P.E costs are on line 7.  The PM only estimated for Admin Cost for VDOT to run the object. Did not pay for any Fee areas and easements areas.  The Interpolation of the project of the PM only estimated for Admin Cost for VDOT to run the object. Did not pay for any Fee areas and easements areas.	ricel owned by the county.  It is to the unknowns a contingency of 40% is suggested. Cover seen improvements and the utility easement.  It is A-RW  It is to the unknowns a contingency of 40% is suggested. Cover seen improvements and the utility easement.  It is A-RW  It is A-RW  It is A-RW  It is A-RW  It is a contingency of 40% is suggested. Cover seen improvements and the utility easement.  It is A-RW  It is A-RW  It is a contingency of 40% is suggested. Cover seen improvements and the utility easement.  It is A-RW

# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB H

MEETING DATE:	August 4, 2021									
AGENDA TITLE:	County Broadband Update									
MOTION(s):	N/A									
STRATEGIC INITIATIVE?	Yes X		No	1	If yes, list initiativ	e(s):		A2		
AGENDA CATEGORY:	Public Hearing Actio		Action	Matter Presentation		Consent Agenda		Other		
					хх					
STAFF CONTACT(S):	Bryan Rotha	mel,	, Econom	nic Develo	opment Coordinat	or				
PRESENTER(S):	Bryan Rotha	mel,	, Econom	nic Develo	opment Coordinat	or				
RECOMMENDATION:	N/A									
TIMING:	Routine	Routine								
DISCUSSION:	<ul> <li>Firefly F footprin</li> <li>Fluvanns fiber brown</li> <li>Firefly was to comp</li> </ul>	<ul> <li>Firefly Fiber is currently working on bringing fiber broadband to the entire CVEC footprint.</li> <li>Fluvanna County entered an MOU with Dominion and Firefly to study expanding fiber broadband to the Dominion Energy service territory.</li> <li>Firefly will return August 18 with final presentation and required County match to complete the program.</li> <li>Shentel Wireless is expanding Beam fixed wireless broadband in the Kents Store</li> </ul>								
FISCAL IMPACT:	None									
POLICY IMPACT:	None									
LEGISLATIVE HISTORY:	-4/8/2021 Fluvanna BOS approved an MOU with Dominion, REC and Firefly Fiber to study bringing broadband to underserved areas of the County.									
ENCLOSURES:	-Firefly presentation -Presentation on Beam									
DEVIEWS COMPLETED.	Legal		Fina	ince	Purchasing		HR	Other		
REVIEWS COMPLETED:								X		

## FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB I

MEETING DATE:	August 4, 2021									
AGENDA TITLE:	Fluvanna County Arts Council Memorandum of Understanding Review and Renewal									
MOTION(s):	N/A									
STRATEGIC INITIATIVE?	Yes No X  If yes, list initiative(s):									
AGENDA CATEGORY:	Public Hear	ing	Action	Matter	Presentation X	Cons	ent Agenda	Other		
STAFF CONTACT(S):	Kelly Belanger Harris, Assistant County Administrator									
PRESENTER(S):	Kelly Belanger Harris, Assistant County Administrator									
RECOMMENDATION:										
TIMING:	Normal									
DISCUSSION:	The Fluvanna County Arts Council has been in an agreement with the County regarding the use of the Carysbrook Performing Arts Center since at least 1994. The MOU was last updated in 2008. Subsequent to a proposal from the Arts Council to expand offerings at the Performing Arts Center and to assume more control over the scheduling of the space, staff began a review of the existing agreement. Staff would like to discuss proposed changes with the Board to determine appropriate direction.									
FISCAL IMPACT:	None									
POLICY IMPACT:	None									
LEGISLATIVE HISTORY:	None									
ENCLOSURES:	Policy 9.4 – Carysbrook Performing Arts Center Use									
REVIEWS COMPLETED:	Legal Finance Purchasing HR Other X									

## FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB J

MEETING DATE:	August 4, 2021									
AGENDA TITLE:	Adoption of the Fluvanna County Board of Supervisors July 7, 2021 Meeting Minutes.									
MOTION(s):	I move the meeting minutes of the Fluvanna County Board of Supervisors Regular Meeting on Wednesday, July 7, 2021, be adopted.									
STRATEGIC INITIATIVE?	Yes	No		If yes, list initiativ	/e(s):					
	Public Heari	X ng Act	ion Matter	Presentation	Consent Agenda	Other				
AGENDA CATEGORY:	T donc Tream	ig Act	ion Matter	rresentation	XX	Other				
STAFF CONTACT(S):	Caitlin Solis,	Caitlin Solis, Clerk to the Board								
PRESENTER(S):	Eric Dahl, County Administrator									
RECOMMENDATION:	Approve									
TIMING:	Routine	Routine								
DISCUSSION:	None.									
FISCAL IMPACT:	N/A	N/A								
POLICY IMPACT:	N/A	N/A								
LEGISLATIVE HISTORY:	None									
ENCLOSURES:	Draft Minutes for July 7, 2021.									
DEVIEWS COMPLETED	Legal		inance	Purchasing	HR	Other				
REVIEWS COMPLETED:						Х				

FLUVANNA COUNTY BOARD OF SUPERVISORS
REGULAR MEETING MINUTES
Fluvanna County Library, 214 Commons Blvd.
Palmyra, VA 22963
July 7, 2021

July 7, 2021 Regular Meetings at 4:00pm and 7:00pm

MEMBERS PRESENT: Tony O'Brien, Rivanna District, Vice Chair

Mozell Booker, Fork Union District Patricia Eager, Palmyra District

Donald W. Weaver, Cunningham District

ABSENT: John M. (Mike) Sheridan, Columbia District, Chair

ALSO PRESENT: Eric M. Dahl, County Administrator

Kelly Belanger Harris, Assistant County Administrator

Fred Payne, County Attorney

Caitlin Solis, Clerk for the Board of Supervisors

#### 1 - CALL TO ORDER, PLEDGE OF ALLEGIANCE, & MOMENT OF SILENCE

At 4:00pm, Vice Chair O'Brien called to order the Regular Meeting of July 7, 2021. After the recitation of the Pledge of Allegiance, a moment of silence was observed.

#### 3 - ADOPTION OF AGENDA

By consensus of the Board of Supervisors, the Agenda for the July 7, 2021 Regular Meeting of the Board of Supervisors was adopted.

#### **4 - COUNTY ADMINISTRATOR'S REPORT**

Mr. Dahl reported on the following topics:

Announcements and Updates:

- Employee Promotion Kimberly Becker, Financial Services Specialist, Finance Department, Started June 7th
- New Employee Amanda Galloway, Assistant Commonwealth Attorney, Commonwealth's Attorney, Started July 1<sup>st</sup>
- June Summer Camps (Ages 7 13)
  - Youth kayaking on Lake Monticello maximum participants 14 day
    - We start at Beach 4 and paddle to either Beach 5 or Beach 2 and then back to Beach 4. Parents drop-off 8:45am and pick-up noon.
    - Program runs Mondays, Wednesdays, and Fridays.
    - Served 63 children in 5 sessions maxing out 2 of the sessions.
  - Youth disc golf at Pleasant Grove Park maximum participants 20 day
    - We start on the porch of the Farm Heritage Museum and walk to the disc golf course playing 18 holes. Parents drop-off 8:45am and pick-up noon.
    - Program runs on Tuesdays.
    - Served 17 children in 1 session, the other got rained out.
  - Youth hiking at Pleasant Grove Park maximum participants 20 day
    - We start on the porch of the Farm Heritage Museum and walk to the disc golf course playing 18 holes. Parents drop-off 8:45am and pick-up noon.
    - Program runs on Thursdays.
    - Served 15 children in 2 sessions.
- Spotlight on Business Fluvanna Health Clinic
  - Ribbon Cutting & Open House will be July 17, 4 pm
  - Located on Route 53, 2611 Thomas Jefferson Parkway
  - Open 8 am to 5 pm, by appointment only.
    - Can schedule appointments online
  - Services offered: Primary Care, sports/work physicals, telehealth, & sick visits
    - Rapid tests such as COVID-19 antigen, strep, influenza, mono, etc.
  - FluvannaHealthClinic.com or 434-423-4311

#### **Board of Supervisors Minutes**

- Economic Development Strategic Plan
  - The Economic Development Strategic Plan will begin this month once contract is completed.
  - The first step is individual interviews with each Board of Supervisors member, via Zoom. We can coordinate to use the Morris Room to facilitate these meetings, if desired.
  - The company handling the strategic plan is Platinum PR from Maryland. Sandy Dubay, the CEO, will be leading

our plan creation. Their proposal was the only proposal to meet the budget of \$10,000.

- Recently Kim Constantino was awarded the Thomas Jefferson EMS Council award for Outstanding Contribution in Telecommunications.
  - County Administrator on vacation, July 8-12 Kelly Harris, Assistant County Administrator will serve as Acting.

#### **Next BOS Meetings:**

Day	Date	Time	Purpose	Location
Wed	Aug 4	4:00 PM	Regular Meeting	Library
Wed	Aug 18	7:00 PM	Regular Meeting	Library
Wed	Sep 1	4:00 PM	Regular Meeting	Library
Wed	Sep 15	7:00 PM	Regular Meeting	Library

#### **5 - PUBLIC COMMENTS #1**

At 4:10pm, Vice Chair O'Brien opened the first round of Public Comments.

- Perrie Johnson, 229 Pine Lane, introduced the new Fluvanna County School Superintendent, Peter Gertz.
- Mr. Gertz spent the remainder of the time introducing himself giving the Board a quick overview of the upcoming school year. The post-COVID plan includes getting students back in the classrooms and reenergizing their will to learn.

With no one else wishing to speak, Chair Sheridan closed the first round of Public Comments at 4:16pm.

#### **7 - ACTION MATTERS**

Small Purchase Policy Update - Cyndi Toler, Purchasing Officer

Updated legislation requires us to review and adjust our Small Purchasing Policy

- Major changes:
  - 4.4.1. Authorization- add text
    - Notwithstanding the foregoing, small purchasing procedures for any transportation-related construction may only be used when the estimated aggregate cost or sum of all phases is not expected to exceed \$25,000.00.
  - 4.4.3.M General Policies- Additional description of protected Classes
    - o , marital status, sexual orientation, gender identity, status as a service disabled veteran,
  - 4.4.3.N General Policies- department name change
    - Small Business and Supplier Diversity instead of Department of Minority Business Enterprise.
  - 4.4.5. Small Procurement Methods- Sections related to receiving quotes above \$25,000 added language
    - Notwithstanding the foregoing, small purchases of transportation-related construction may only be used when the estimated aggregate cost or sum of all phases is not expected to exceed \$25,000.00.
  - 4.4.7.B Contract Requirements- Additional language regarding History
    - o Adopted: Board of Supervisors, November 20, 2002
    - o Amended to include procurement of professional services: February 18, 2004
    - o Amended to include compliance with immigration law provision: October 1, 2008
    - Amended to increase professional services threshold to \$50,000 in compliance with §2.2-4303 (H) of the Code of Virginia: September 16, 2009.
    - Amended to be incorporated into the County's Procurement Policies and Procedures: April
       3 2013
    - o Amended to allow one quote for Small Cooperative Procurements September 20, 2017.
- Additional changes to the policy involve the increase of the maximum Small Purchase thresholds now allowed by the State.
- The state now allows Small Purchase Procedures to apply on Purchases up to \$200,000
- The County Currently has a maximum threshold of \$50,000
- With a higher maximum threshold procurement in the county will be more efficient and save time and money by avoiding official solicitations for smaller items and projects.

#### **Board of Supervisors Minutes**

• The state does not set guidelines on levels and required quotes; that decision is left to the discretion of the locality.

Required Quotes	Current Threshold	Staff Recommended Threshold
1 Quote	\$0.00 - \$3,000.00	\$0.00 - \$5,000.00
2 Quote	\$3,000.01 - \$20,000.00	\$5,000.01 - \$30,000.00
3 Quote	\$30,000.00 - \$50,000.00	\$30,000.01 - \$60,000.00
4 Quote	\$30,000.00 - \$50,000.00	\$60,000.00 - \$100,000.00
Formal Solicitation Required	>\$50,000.00	>\$100,000.00, or >\$80,000 for Professional Services

	I move the Boar	I move the Board of Supervisors approve the updated Small Purchase Policy to				
	include an incre	ase in purchasin	g thresholds to:			
	• \$0.00 -	\$5,000.00 (1 quo	ote)			
MOTION:	• \$5,000.	01 - \$30,000.00 (	(2 quotes)			
W.G.T.G.T.	• \$30,000	0.01 – \$60,000.00	0 (3 quotes)			
	• \$60,000	• \$60,000.00 – \$100,000.00 (4 quotes)				
	<ul> <li>&gt;\$100,000.00, or &gt;\$80,000 for Professional Services (Formal Solicitation)</li> </ul>					
	Thereby increasing the County Administrators signature authority to \$100,000.					
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver	
ACTION:	Motion	Second				
VOTE:	Yes	Yes	Yes	Absent	Yes	
RESULT:			4-0			

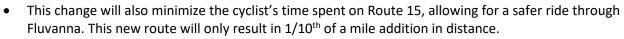
Letter of Support - Rerouting the Transamerica Bike Route — Bryan Rothamel, Economic Development Coordinator

• This change in routing of Bicycle Route 76 is proposed as adding great value and assistance to cyclists biking through Fluvanna county, as well as county residents and businesses themselves.

• Currently, the section on Route 15 lacks in providing cyclists with key points of interest and resources, such

as lodging, camping, food, and activities. The current section bypasses the Historic Village of Palmyra including local businesses who could greatly assist the cyclists in their journey.

- This section on Route 15 was also listed as a safety concern by the Thomas Jefferson Planning District Commission, and a re-route will allow for a safer trail with decreased traffic encounters.
- If granted approval, the new route section through the Historic Village of Palmyra will increase the cyclist's interaction with local businesses and resources, and exhibit many historical points of interest. Additionally, this change will increase Fluvanna residents' engagement with cyclists and stimulate public awareness.
- The proposed change is displayed in green on the illustration.



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MOTION:	I move to approve the letter of support for changing the routing of US Bicycle Route 76, the TransAmerica, from its current section on Route 15 to the new				
	section through	section through Historic Palmyra Village.			
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver
ACTION:		Motion			Second
VOTE:	Yes	Yes	Yes	Absent	Yes
RESULT:			4-0		

#### 7A - BOARDS AND COMMISSIONS

None.

**PARKS & RECREATION** 

#### 8 - PRESENTATIONS

Fluvanna Regional Affordable Housing Plan – Christine Jacobs, Interim Executive Director of TJPDC9 – Ms. Jacobs gave the Board of Supervisors a overview of the Thomas Jefferson Planning District Commission's plan for a regional approach to affordable housing including, Central Virginia

Regional Housing Partnership members, planning for housing affordability from 2018 to the present, key takeaways from regional and Fluvanna County data, and Planning District 10's Regional Housing Plan vision for the future.

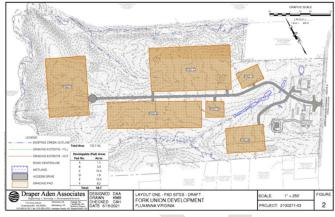
Fork Union Industrial Park - Bryan Rothamel, Economic Development Coordinator

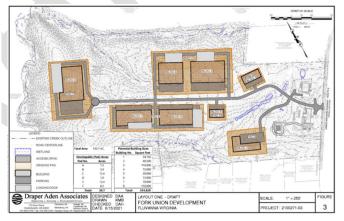
- In January 2021 the Board approved Draper Aden to study the Fork Union Property:
  - 51 A 129A: 90 acres (includes Fork Union Vol. Fire Department)
  - 51 A 129: 10 acres (includes Fluvanna Community Center)
  - 51 A 130: 8.793 acres
  - 51 A 138: 15 acres
  - 51 A 139: 10 acres

### Since then Draper Aden has done:

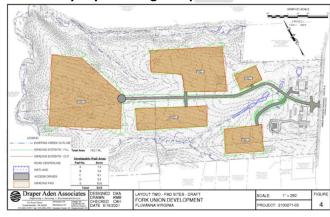
- Boundary survey
- Topographic survey
- Phase I Environmental Site Assessment (ESA I)
- Waters of the US Delineation Determination
- Cultural Resources Review
- Threatened & Endangered Species Review
- Preliminary Master Plan Development

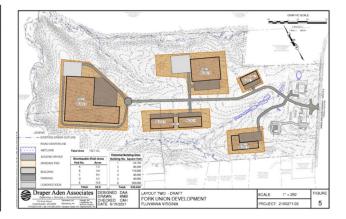
#### Preliminary Layout Design – Option 1:





#### Preliminary Layout Design - Option 2:





#### Things for Draper Aden to complete next:

- Preliminary geotechnical exploration
- Corps of Engineers acceptance of water delineation
- Preliminary Engineering Report (PER)
- Master plan development finalization
- Traffic impact analysis

#### Things for the County to complete next:

#### **Board of Supervisors Minutes**

- Rezoning (after TIA is complete)
- Name of the park
- Marketing of the park
- Discuss with developers

#### Long range plans:

- Engineer the park
- Install road
- Determine sewer solution
- Sell parcels

#### **CONSENT AGENDA**

The following items were approved under the Consent Agenda for July 7, 2021:

Minutes of June 16, 2021 - Caitlin Solis, Clerk to the Board

Resolution Recognizing Nathaniel Joseph Capps— Eagle Scout — Caitlin Solis, Clerk to the Board of Supervisors Fluvanna Partnership for Aging Bylaws Update — Aaron Spitzer, Director of Parks and Recreation

Accounts Payable Report for April 2021 – Tori Melton, Management Analyst

Accounts Payable Report for May 2021 – Tori Melton, Management Analyst

FY21 Department of Social Services Share of the Cost Allocation Funds – Tori Melton, Management Analyst & Kim Mabe, Social Services Director

Zion Crossroads Water and Sewer Fund Capital Budget Carryover – Eric Dahl, County Administrator

FY21 Energy Project Supplemental Appropriation – Eric Dahl, County Administrator

ZXR Waterline Extension - Additional Design Services PA#10 - Cyndi Toler, Purchasing Officer

ZXR Waterline Extension - Bidding, Construction Administration, and Inspection PA#11 – Cyndi Toler, Purchasing Officer

ZXR Sargent Corp Change Order 4 – Cyndi Toler, Purchasing Officer

Virginia Department of Emergency Management FY23 E-911 PSAP Education Program Grant Award – Michael R. Grandstaff, Sheriff's Office Staff; Sheriff Eric B. Hess, Sheriff

	Approve the consent agenda, for the July 7, 2021 Board of Supervisors meeting, and to ratify Accounts Payable and Payroll for April 2021, in the amount of				
MOTION:					
	\$2,895,738.01 and May 2021, in the amount of \$1,664,549.54.				
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver
ACTION:	Second				Motion
VOTE:	Yes	Yes	Yes	Absent	Yes
RESULT:			4-0		

#### **10 - UNFINISHED BUSINESS**

Mrs. Booker asked for an update on Fluvanna County COVID-19 vaccination numbers.

#### **11 - NEW BUSINESS**

Mrs. Eager mentioned a citizen's request for a VDOT speed study on Diamond Road to get the 45mph speed limit reduced.

#### 13 - CLOSED MEETING

MOTION:	At 5:53pm, move the Fluvanna County Board of Supervisors enter into a closed meeting, pursuant to the provisions of Section 2.2-3711 A.1, A.3, A.6, A.7, A.8 & A.19 of the Code of Virginia, 1950, as amended, for the purpose of discussing Personnel, Real Estate, Investment of Funds, Litigation, Legal Matters and Public Safety.				
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver
ACTION:		Second			Motion
VOTE:	Yes	Yes	Yes	Absent	Yes
RESULT:			5-0		

	At 7:02pm, move Closed Meeting be adjourned and the Fluvanna County Board							
	of Supervisors convene again in open session and "BE IT RESOLVED, the Board of							
	Supervisors doe	s hereby certify	to the best of ea	ch member's kno	wledge (i) only			
MOTION:	public business	matters lawfully	exempted from	open meeting re	quirements			
WICTION.	under Section 2	.2-3711-A of the	Code of Virginia	, 1950, as amend	ed, and (ii) only			
	such public business matters as were identified in the motion by which the							
	closed meeting	was convened w	ere heard, discu	ssed, or consider	ed in the			
	meeting."							
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver			
ACTION:	Second				Motion			
VOTE:	Yes	Yes	Yes	Absent	Yes			
RESULT:			4-0					

#### 6 - PUBLIC HEARING

Proposed Amendment to County Code to add Section 8-7, Employment of off duty Deputy Sheriffs – Eric Dahl, County Administrator and Eric Hess, Fluvanna County Sheriff

- This ordinance permits deputy sheriffs to apply to the Sheriff for approval to work off-duty.
- The Sheriff will have the authority to approve or deny the request, and may create reasonable rules, regulations and conditions for working off-duty. Deputies will only perform security, traffic-control, and other law enforcement functions.
- An application process and employment agreement will ensure the off-duty work does not interfere with a deputy's duties to the County or ability to respond to an emergency.
- The private employer will be required to demonstrate that they are appropriately insured and add the County and Sheriff's Office to their policy.
- The proposed hourly rate for off-duty employment by deputy sheriffs is \$45.00 per hour; \$40.00 is to compensate the deputy, and \$5.00 of the rate is to compensate the Sheriff's Office and covers administrative expenses associated with the program.

At 7:05pm, Vice Chair O'Brien opened the Public Hearing. With no one wishing to speak, Vice Chair O'Brien closed the Public Hearing at 7:05pm.

MOTION:	Adopt an amen	Adopt an amendment of the off duty Deputy Sheriffs of Chapter 8 of the County				
	Code, by adding Section 8-7, Employment of off duty Deputy Sheriffs.					
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver	
ACTION:		Motion			Second	
VOTE:	Yes	Yes	Yes	Absent	Yes	
RESULT:			4-0			

ZMP 21:03 Perkins and Orrison – Douglas Miles, Community Development Director Public Hearing Rezoning Request

ZMP 21:03 Perkins and Orrison – A Conditional Rezoning from the B-1, Business, General to the I-1, Industrial, Limited District on 16.2 +/- acres of Tax Maps 5 Section 17 Parcels 1 and 1A. The subject properties are located within the northeast quadrant of Richmond Road (Rte 250) and Edgecomb Road (SR 689) and are in the Zion Crossroads Community Planning Area and the Columbia Election District.



#### Rezoning Plan (not proffered plan)

- The applicant's consultant has prepared a Rezoning
Plan to illustrate the required site design
requirements contained within the Zoning Ordinance
to include a five (5) foot sidewalk and ten (10) foot landscaping area along Edgecomb Road; a twentyfive (25) foot landscaping area along Richmond Road and also the same along the rear property line.

#### Transportation Planning Design

- A VDOT commercial entrance analysis will be required to determine the necessary site entrance improvements to support proposed I-1 development. The site entrance shown into this site exceeds the VDOT standards for commercial entrances for the full size tractor-trailer trucks that are expected to be at distribution center uses.
- There will be no truck traffic from the site turning right onto Edgecomb Road and a right turn taper is warranted per the VDOT methodology. A right turn taper is warranted out along Route 250 onto Edgecomb Road and site already includes a right turn taper and turn lane. This site entrance it was associated with the building across Edgecomb Road that will soon house Stewart Tool Co. from Sacramento, CA.

#### Planning Staff Recommendation

- Limitation on I-1 uses to include no Self-storage facilities on the property
- Quality site design requirements and transportation planning improvements

#### Planning Commission Meeting

- Applicant also proffered out: Car washes, Indoor shooting ranges, and Temporary Wood Storage facilities in the I-1 District
- Planning Commission recommended Approval 5-0 with proffered conditions

#### I-1 Zoning Excluded Land Uses

**Board of Supervisors Minutes** 

July 7, 2021

- <u>BY RIGHT</u>: Car washes (PC), Flea markets, Self-storage facilities, Shooting ranges indoors (PC) and Wood storage temporary (PC) / PC = added on June 8th
- <u>SUP USES</u>: Amusements commercial, Manufactured home sales & Solid waste material recovery

At 7:05pm, Vice Chair O'Brien opened the Public Hearing. With no one wishing to speak, Vice Chair O'Brien closed the Public Hearing at 7:05pm.

MOTION:	Approve ZMP 21:03, a request to amend the Fluvanna County Zoning Map with respect to approximately 16.2 +/- acres of Tax Maps 5, Section 17, Parcels 1 and					
	•	1A, to conditionally rezone the same from B-1, Business, General to I-1, Industrial, Limited with proffered conditions dated June 24, 2021.				
AAEAADED.		•	ı			
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver	
ACTION:	Second	Motion				
VOTE:	Yes	Yes	Yes	Absent	Yes	
RESULT:			4-0			

#### **Proffered Conditions:**

The purpose of the I-1, Limited Industrial Zoning District, is "to permit certain light industries. The limitations ... are imposed to protect and foster adjacent residential property while permitting certain light industries to locate near a labor supply." The applicant has proffered out these I-1 by right land uses as a part of their conditional rezoning of the subject properties:

<u>Commercial Uses:</u> Flea markets, Self-storage facilities, Car washes and Shooting ranges, indoor; Miscellaneous Uses: Wood storage, temporary; Industrial Uses: Solid Waste collection facilities Bold = land uses added under the June 24, 2021 statement.

These I-1 land uses by Special Use Permit (SUP) have been proffered out in this rezoning case:

<u>Commercial Uses:</u> Amusements, commercial and Manufactured home sales; Industrial Uses: Solid waste material recovery facilities

#### 12 - PUBLIC COMMENTS #2

At 7:28pm, Vice Chair O'Brien opened the second round of Public Comments. With no one wishing to speak, Vice Chair O'Brien closed the second round of Public Comments at 7:28pm.

#### 14 - ADJOURN

MOTION:	Adjourn the regular meeting of Wednesday, July 7, 2021 at 7:29pm.				
MEMBER:	Mrs. Booker	Mrs. Eager	Mr. O'Brien	Mr. Sheridan	Mr. Weaver
ACTION:	Second				Motion
VOTE:	Yes	Yes	Yes	Absent	Yes
RESULT:			4-0		

ATTEST:	FLUVANNA COUNTY BOARD OF SUPER	VISORS
Caitlin Solis	John M. Sheridan	
Clerk to the Board	Chair	

### FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB K

MEETING DATE:	August 4, 2021								
AGENDA TITLE:	Amendment Scout	Amendment to Resolution Recognizing Nichols Coleman Thornton – Eagle Scout							
MOTION(s):	Court of Hor	move the Fluvanna County Board of Supervisors amend the Eagle Scout Court of Honor date in Resolution 13-2020 entitled "Recognizing Nichols Coleman Thornton for Award of Eagle Scout Status."							
STRATEGIC INITIATIVE?	Yes	No XX	-	If yes, list initiativ	ve(s):				
	Public Hearing		Matter	Presentation	Consen	nt Agenda	Other		
AGENDA CATEGORY:					)	хх			
STAFF CONTACT(S):	Caitlin Solis, C	lerk to the	Board of	Supervisors					
PRESENTER(S):	Eric Dahl, Cou	Eric Dahl, County Administrator							
RECOMMENDATION:	Approve	Approve							
TIMING:	Routine	Routine							
DISCUSSION:	March 18, 20 Resolution 13	Resolution 13-2020 recognizing Mr. Thornton's Eagle Scout Status was approved on March 18, 2020 but the ceremony was canceled due to the COVID-19 pandemic. Resolution 13-2020 has been amended to reflect the rescheduled Eagle Scout ceremony on July 31, 2021.							
FISCAL IMPACT:	N/A	N/A							
POLICY IMPACT:	N/A								
LEGISLATIVE HISTORY:	N/A								
ENCLOSURES:	AMENDED RE	AMENDED RESOLUTION 13-2020							
	Legal	Fina	ance	Purchasing		HR	Other		
REVIEWS COMPLETED:	N/A	N	/A	N/A	N	N/A	N/A		



## BOARD OF SUPERVISORS County of Fluvanna Palmyra, Virginia

#### **RESOLUTION 13-2020**

#### A RESOLUTION RECOGNIZING NICHOLAS COLEMAN THORNTON AWARD OF EAGLE SCOUT STATUS

The Fluvanna County Board of Supervisors adopted the following resolution on Wednesday, March 18, 2020:

**WHEREAS**, the Boy Scouts of America was incorporated by Mr. William D. Boyce on February 8, 1910; and

WHEREAS, the Boy Scouts of America was founded to promote citizenship, training, personal development and fitness of individuals; and

**WHEREAS**, Nicholas Coleman Thornton has completed all the requirements for becoming an Eagle Scout; and

WHEREAS, Nicholas has been examined by an Eagle Scout Board of Review and deemed worthy of the Eagle Scout award; and

**WHEREAS**, Boy Scout Troop 138 will convene an Eagle Scout Court of Honor on July 31, 2021 at Saints Peter and Paul Catholic Church, Palmyra, VA; and

**WHEREAS**, the Fluvanna County Board of Supervisors fully supports the programs of the Boy Scouts of America and recognizes the important services they provide to the youth of our Country.

**NOW, THEREFORE BE IT RESOLVED** that the Fluvanna County Board of Supervisors joins Nicholas' family and friends in congratulating him on his achievements, the award of Eagle Scout status and acknowledges the good fortune of the County to have such an outstanding young man as one of its citizens.

**THE FOREGOING RESOLUTION WAS DULY AND REGULARLY ADOPTED** by the Fluvanna County Board of Supervisors at a regular meeting of the Board held on the 18th day of March 2020, by the following vote:

SUPERVISORS	AYE	NAY	ABSTAIN	ABSENT	MOTION	SECOND
Mozell H. Booker, Fork Union District	X					
Patricia B. Eager, Palmyra District	X					
Anthony P. O'Brien, Rivanna District	X					X
John M. Sheridan, Columbia District	X					
Donald W. Weaver, Cunningham District	X				X	

Attest:	
John M. Sheridan, Chair	
Board of Supervisors	

## FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB L

MEETING DATE:	August 4, 20	)21					INDL		
AGENDA TITLE:	Job Descripti Operator II	Job Description updates for Utility System Operator I (Trainee) and Utilities System Operator II							
MOTION(s):		I move the Board of Supervisors to approve the updated Job Descriptions for a Utility System Operator I and II.							
STRATEGIC INITIATIVE?	Yes	No X	)	If yes, list initiation	ve(s):				
	Public Hearin	ng A	ction Matter	Presentation	Conse	ent Agenda	Other		
AGENDA CATEGORY:						x			
STAFF CONTACT(S):	Donna Snow	, HR M	anager						
PRESENTER(S):	Donna Snow	, HR M	anager						
RECOMMENDATION:	Approve the	Approve the job description update for Utility System Operator I and II							
TIMING:	Routine								
DISCUSSION:	Request to update the requirements of current job descriptions for Utility System Operator I and Utility System Operator II, changing the requirements of a Class III to Class IV or higher Commonwealth of Virginia Sewage Operators License. This change better reflects the current requirements for all utility systems operated by the County.								
FISCAL IMPACT:	None	None							
POLICY IMPACT:	None								
LEGISLATIVE HISTORY:	None								
ENCLOSURES:	Job Descripti Job Descripti	Job Description - Utility System Operator I (redlined) Job Description - Utility System Operator I (Final) Job Description - Utility System Operator II (redlined) Job Description - Utility System Operator II (Final)							
	Legal		Finance	Purchasing		HR	Other		
REVIEWS COMPLETED:						X			

### FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB M

MEETING DATE:	August 4, 20	August 4, 2021						
AGENDA TITLE:	Utilities Syst	Utilities System Operator III Job Desription						
MOTION(s):		I move the Board of Supervisors to approve the Job Description for a Utilities System Operator III						
STRATEGIC INITIATIVE?	Yes	No X		If yes, list initiativ	/e(s):			
AGENDA CATEGORY:	Public Heari	ng Action	Matter	Presentation	Consent Agend	Other		
AGENDA CATEGORY.					Х			
STAFF CONTACT(S):	Donna Snow	, HR						
PRESENTER(S):	Donna Snow	, HR						
RECOMMENDATION:	Approve the job description for Utilities System Operator III							
TIMING:	Immediate	Immediate						
DISCUSSION:	The Utilities System Operator III is one of the approved FY22 Staffing positions that was approved by the Board of Supervisors.							
FISCAL IMPACT:	Accounted for in FY22 budget							
POLICY IMPACT:	None							
LEGISLATIVE HISTORY:	None							
ENCLOSURES:	Utilities System Operator III Job Description							
REVIEWS COMPLETED:	Legal	Fin	ance	Purchasing	HR	Other		
VENIEMS COMBLETED:					Х			



## Fluvanna County, Virginia Department of Public Utilities Job Description

UTILITIES SYSTEM OPERATOR III				
Job Class #:	3632			
Pay Grade:	12			
Category:	Full-Time (with benefits)			
FLSA Status:	Non-Exempt			
Reports To:	Assistant Public Works Director of Utilities			

#### **SUMMARY**

Performs intermediate skilled work in the operation, maintenance, and repair of water & sewer treatment plants, pump stations and piping systems, and related equipment and appurtenances; does related work as required. Work is performed under minimal supervision.

This position is classified as Essential Personnel and may be called upon to work during weather closures and emergencies.

#### **ESSENTIAL FUNCTIONS**

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. These are intended as illustrations of the various types of work performed. The omission of specific duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position:

- Operates, maintains, and repairs equipment associated with wastewater treatment plants, drinking water treatment plants, pumping stations, and piping systems.
- Monitors the proper functioning of water/sewer pumps, motors, bar screens, chlorinators, filters, chemical feed systems, and other process equipment; makes adjustments as necessary to maintain proper flow quality of water/sewage. Reports problems to supervisor.
- Adds, or adjusts feed rates of, chemicals to water/sewage as necessary; notes and records readings of meters and indicators.
- Collects samples at designated points, performs chemical tests and records results; properly prepares samples, and delivers them to testing laboratories.
- Performs routine plant monitoring and makes corrective adjustments to processes as needed; performs preventive maintenance on equipment and pumps; Prepares and maintains plant records.
- As needed, supervises and instructs Utility System Operator Trainee(s) in the essential functions and tasks of a Utility System Operator.
- Reads water meters; records consumption.
- Repairs water and sewer lines as needed, often on a time-critical basis, after normal working hours and/or in inclement weather.
- Performs basic grounds keeping and landscaping duties; maintains and cleans vehicles.
- Attends and participates in Operator Training program(s), other training, and continuing education.
- Performs related tasks and other duties as assigned.

#### **REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES**

- Thorough knowledge of water and wastewater treatment plant operations including treatment processes, process sampling, and testing and plant record-keeping requirements and methods.
- Knowledge of maintenance and repair of mechanical equipment; water and sewer line construction methods and techniques; and the occupational hazards and safety precautions associated with such work.
- Intermediate math skills and computer skills; ability to effectively communicate orally and in writing.
- Skill in operating the hand tools, power tools, and measuring devices used in the trade.
- Ability to follow oral instructions and to prepare written reports and maintain records.
- Ability to work in difficult environmental conditions for extended periods.
- Skill in operating tractors, equipment, mowers, and associated implements.
- Ability to establish and maintain effective working relationships with associates and the general public.

#### ACCEPTABLE EDUCATION, EXPERIENCE, AND TRAINING

- High school diploma or equivalent.
- Minimum 3 years of relevant experience.
- Must possess and maintain a valid Class III or higher Commonwealth of Virginia Sewage Operator's License; or a valid Class III or higher Commonwealth of Virginia Water Operator's License.

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#### **WORKING CONDITIONS AND PHYSICAL REQUIREMENTS**

This is heavy work requiring exertion over 100 pounds of force occasionally, over 50 pounds of force frequently, and over 20 pounds of force constantly to move objects; work requires climbing, stooping, kneeling, crouching, reaching, standing, walking, pushing, pulling, lifting, grasping, and repetitive motions; vocal communication is required for expressing or exchanging ideas utilizing the spoken word; hearing is required to perceive information at normal spoken word levels; visual acuity is required for depth perception, color perception, visual inspection involving small defects and/or small parts, use of measuring devices, assembly or fabrication of parts at or within arm's length, operation of machines, operation of motor vehicles or equipment, and determining the accuracy and thoroughness of work; the worker is subject to inside and outside environmental conditions, extreme cold, extreme heat, noise, vibration, hazards, atmospheric conditions, and oils. The worker may be exposed to bloodborne pathogens and may be required to wear specialized personal protective equipment. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential tasks.

#### **SPECIAL REQUIREMENTS**

- Must possess and maintain an appropriate driver's license valid in the Commonwealth of Virginia.
- Must possess and maintain a valid Class III or higher Commonwealth of Virginia Water Operator's License
- Essential Status The duties associated with this position are required during inclement weather and other emergencies. Essential personnel are subject to after-hours call-in and/or hold-over for such situations, and must be available to perform essential and/or emergency services for the County.

#### **POST OFFER REQUIREMENTS**

Criminal background and driving record check.

Department Head Recommended:	HR Manager Approval as to Form:	County Administrator Recommended:	Board of Supervisors Approved:
4/22/2021	7/27/2021		



# Fluvanna County, Virginia Department of Public Utilities Job Description

UTILITIES SYSTEM OPERATOR I (TRAINEE)				
Job Class #:	3611			
Pay Grade:	9			
Category:	regory: Full-Time (with benefits)			
FLSA Status:	Non-Exempt			
Reports To:	Assistant Public Works Director - Utilities Water Systems Manager			

#### **SUMMARY**

Performs intermediate semiskilled work in the operation, maintenance and repair of water & sewer treatment plants, pump stations, piping systems and related equipment and appurtenances; does related work as required. Work is performed under supervision.

This position is classified as Essential Personnel and may be called upon to work during weather closures and emergencies.

#### **ESSENTIAL FUNCTIONS**

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. These are intended as illustrations of the various types of work performed. The omission of specific duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position:

- Under supervision by licensed operator(s), assists in operating, maintaining, and repairing equipment associated with wastewater treatment plants, drinking water treatment plants, pumping stations and piping systems.
- Performs routine plant monitoring; performs preventive & corrective maintenance on equipment and pumps; prepares and maintains plant records under supervision by licensed operator(s).
- Monitors proper functioning of pumps, motors, bar screens, chlorinators, filters, chemical feed systems and other process equipment; under supervision of licensed operator, makes adjustments as necessary to maintain proper flow of water/sewage. Reports problems to supervisor.
- Mixes/prepares chemicals and adjusts chemical feed rates to water/sewage as necessary; notes and records readings of meters and indicators.
- Collects samples at designated points, performs basic chemical tests and records results; properly prepares samples and delivers them to testing laboratories.
- Reads customer water meters; records consumption.
- Repairs water and sewer lines as needed, often on a time-critical basis, after normal working hours and/or in inclement weather.
- Performs basic groundskeeping and landscaping duties; maintains and cleans vehicles.
- Attends and participates in Operator Training program(s), other training and continuing education.
- Performs related tasks and other duties as assigned.

#### **REQUIRED KNOWLEDGE, SKILLS AND ABILITIES**

Basic knowledge of water and wastewater treatment plant operations, including treatment processes,

process sampling and testing and plant record-keeping requirements and methods.

- General knowledge of maintenance and repair of mechanical equipment; water and sewer line construction methods and techniques; and the occupational hazards and safety precautions associated with such work.
- Basic math skills and basic computer skills; ability to effectively communicate orally and in writing.
- Basic skills in operating the hand tools, power tools and measuring devices used in the trade.
- Ability to follow oral instructions and to prepare written reports and maintain records.
- Ability to work in difficult environmental conditions for extended periods.
- Basic skill in operating tractors, equipment, mowers, and associated implements.
- Ability to establish and maintain effective working relationships with associates and the general public.

#### ACCEPTABLE EDUCATION, EXPERIENCE, AND TRAINING

- High school diploma or equivalent.
- Minimum 1 year of relevant experience.
- Must obtain a Class III-IV or higher Commonwealth of Virginia Sewage Operator's License; or a Class IV or higher Commonwealth of Virginia Water Operator's License within 24 months of employment date.

#### **WORKING CONDITIONS AND PHYSICAL REQUIREMENTS**

This is very heavy work, requiring exertion in excess of 100 pounds of force occasionally, in excess of 50 pounds of force frequently, and regularly in excess of 20 pounds of force, to move objects; work requires climbing, stooping, kneeling, crouching, reaching, standing, walking, pushing, pulling, lifting, grasping, and repetitive motions; vocal communication is required for expressing or exchanging ideas by means of the spoken word; hearing is required to perceive information at normal spoken word levels; visual acuity is required for depth perception, color perception, visual inspection involving small defects and/or small parts, use of measuring devices, assembly or fabrication of parts at or within arms' length, operation of machines, operation of motor vehicles or equipment, and determining the accuracy and thoroughness of work; the worker is subject to inside and outside environmental conditions, extreme cold, extreme heat, noise, vibration, hazards, atmospheric conditions, and oils. The worker may be exposed to bloodborne pathogens and may be required to wear specialized personal protective equipment. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential tasks.

#### **SPECIAL REQUIREMENTS**

- Must possess and maintain an appropriate driver's license valid in the Commonwealth of Virginia.
- Must obtain a Class III or higher Commonwealth of Virginia Sewage Operator's License; or a Class IV or higher Commonwealth of Virginia Water Operator's License within 24 months of employment date.
- Essential Status The duties associated with this position are required during inclement weather and
  other emergency situations. Essential personnel are subject to after-hours call-in and/or hold-over for
  such situations, and must be available to perform essential and/or emergency services for the County.

#### **POST OFFER REQUIREMENTS**

Criminal background check and driving record check.

Department Head	HR Manager	County Administrator	Board of Supervisors Approved:	
Recommended:	Approval as to Form:	Recommended:		
June 21, 2016	June 21, 2016	June 21, 2016	July 6, 2016	



## Fluvanna County, Virginia Department of Public Works Job Description

UTILITIES SYSTEM OPERATOR I (TRAINEE)				
Job Class #:	3611			
Pay Grade:	9			
Category:	Full-Time (with benefits)			
FLSA Status:	Non-Exempt			
Reports To:	Assistant Public Works Director - Utilities			

#### **SUMMARY**

Performs intermediate semiskilled work in the operation, maintenance and repair of water & sewer treatment plants, pump stations, piping systems and related equipment and appurtenances; does related work as required. Work is performed under supervision.

This position is classified as Essential Personnel and may be called upon to work during weather closures and emergencies.

#### **ESSENTIAL FUNCTIONS**

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. These are intended as illustrations of the various types of work performed. The omission of specific duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position:

- Under supervision by licensed operator(s), assists in operating, maintaining, and repairing equipment associated with wastewater treatment plants, drinking water treatment plants, pumping stations and piping systems.
- Performs routine plant monitoring; performs preventive & corrective maintenance on equipment and pumps; prepares and maintains plant records under supervision by licensed operator(s).
- Monitors proper functioning of pumps, motors, bar screens, chlorinators, filters, chemical feed systems and other process equipment; under supervision of licensed operator, makes adjustments as necessary to maintain proper flow of water/sewage. Reports problems to supervisor.
- Mixes/prepares chemicals and adjusts chemical feed rates to water/sewage as necessary; notes and records readings of meters and indicators.
- Collects samples at designated points, performs basic chemical tests and records results; properly prepares samples and delivers them to testing laboratories.
- Reads customer water meters; records consumption.
- Repairs water and sewer lines as needed, often on a time-critical basis, after normal working hours and/or in inclement weather.
- Performs basic groundskeeping and landscaping duties; maintains and cleans vehicles.
- Attends and participates in Operator Training program(s), other training and continuing education.
- Performs related tasks and other duties as assigned.

#### **REQUIRED KNOWLEDGE, SKILLS AND ABILITIES**

Basic knowledge of water and wastewater treatment plant operations, including treatment processes,

process sampling and testing and plant record-keeping requirements and methods.

- General knowledge of maintenance and repair of mechanical equipment; water and sewer line construction methods and techniques; and the occupational hazards and safety precautions associated with such work.
- Basic math skills and basic computer skills; ability to effectively communicate orally and in writing.
- Basic skills in operating the hand tools, power tools and measuring devices used in the trade.
- Ability to follow oral instructions and to prepare written reports and maintain records.
- Ability to work in difficult environmental conditions for extended periods.
- Basic skill in operating tractors, equipment, mowers, and associated implements.
- Ability to establish and maintain effective working relationships with associates and the general public.

#### ACCEPTABLE EDUCATION, EXPERIENCE, AND TRAINING

- High school diploma or equivalent.
- Minimum 1 year of relevant experience.
- Must obtain a Class III or higher Commonwealth of Virginia Sewage Operator's License; or a Class IV or higher Commonwealth of Virginia Water Operator's License within 24 months of employment date.

#### **WORKING CONDITIONS AND PHYSICAL REQUIREMENTS**

This is very heavy work, requiring exertion in excess of 100 pounds of force occasionally, in excess of 50 pounds of force frequently, and regularly in excess of 20 pounds of force, to move objects; work requires climbing, stooping, kneeling, crouching, reaching, standing, walking, pushing, pulling, lifting, grasping, and repetitive motions; vocal communication is required for expressing or exchanging ideas by means of the spoken word; hearing is required to perceive information at normal spoken word levels; visual acuity is required for depth perception, color perception, visual inspection involving small defects and/or small parts, use of measuring devices, assembly or fabrication of parts at or within arms' length, operation of machines, operation of motor vehicles or equipment, and determining the accuracy and thoroughness of work; the worker is subject to inside and outside environmental conditions, extreme cold, extreme heat, noise, vibration, hazards, atmospheric conditions, and oils. The worker may be exposed to bloodborne pathogens and may be required to wear specialized personal protective equipment. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential tasks.

#### **SPECIAL REQUIREMENTS**

- Must possess and maintain an appropriate driver's license valid in the Commonwealth of Virginia.
- Must obtain a Class IV or higher Commonwealth of Virginia Sewage Operator's License; or a Class IV or higher Commonwealth of Virginia Water Operator's License within 24 months of employment date.
- Essential Status The duties associated with this position are required during inclement weather and
  other emergency situations. Essential personnel are subject to after-hours call-in and/or hold-over for
  such situations, and must be available to perform essential and/or emergency services for the County.

#### **POST OFFER REQUIREMENTS**

Criminal background check and driving record check.

Department Head	HR Manager	County Administrator	Board of Supervisors
Recommended:	Approval as to Form:	Recommended:	Approved:
June 21, 2016	June 21, 2016	June 21, 2016	July 6, 2016



# Fluvanna County, Virginia Department of Public Utilities Job Description

Utilities System Operator II				
Job Class #:	3531			
Pay Grade:	11			
Category:	: Full-Time(with benefits)			
FLSA Status:	Non-Exempt			
Reports To:	Assistant Public Works Director - Utilities Water Systems Manager			

#### **SUMMARY**

Performs intermediate skilled work in the operation, maintenance and repair of water & sewer treatment plants, pump stations and piping systems, and related equipment and appurtenances; does related work as required. Work is performed under minimal supervision.

#### **ESSENTIAL FUNCTIONS**

These are intended as illustrations of the various types of work performed. The omission of specific duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position:

- Operates, maintains and repairs equipment associated with wastewater treatment plants, drinking water treatment plants, pumping stations and piping systems.
- Monitors proper functioning of water/sewer pumps, motors, bar screens, chlorinators, filters, chemical feed systems and other process equipment; makes adjustments as necessary to maintain proper flow quality of water/sewage. Reports problems to supervisor.
- Adds, or adjusts feed rates of, chemicals to water/sewage as necessary; notes and records readings of meters and indicators.
- Collects samples at designated points, performs chemical tests and records results; properly prepares samples and delivers them to testing laboratories.
- Performs routine plant monitoring and makes corrective adjustments to processes as needed; performs preventive maintenance on equipment and pumps; Prepares and maintains plant records.
- As needed, supervises and instructs Utility System Operator Trainee(s) in the essential functions and tasks of a Utility System Operator.
- Reads water meters; records consumption.
- Repairs water and sewer lines as needed, often on a time-critical basis, after normal working hours and/or in inclement weather.
- Performs basic groundskeeping and landscaping duties; maintains and cleans vehicles.
- Attends and participates in Operator Training program(s), other training and continuing education
- Performs related tasks and other duties as assigned.

#### REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES

- Thorough knowledge of water and wastewater treatment plant operations including treatment processes, process sampling and testing and plant record-keeping requirements and methods.
- Knowledge of maintenance and repair of mechanical equipment; water and sewer line construction methods and techniques; and the occupational hazards and safety precautions associated with such work.
- Intermediate math skills and computer skills; ability to effectively communicate orally and in writing.
- Skill in operating the hand tools, power tools and measuring devices used in the trade.
- Ability to follow oral instructions and to prepare written reports and maintain records.
- Ability to work in difficult environmental conditions for extended periods.
- Skill in operating tractors, equipment, mowers and associated implements.
- Ability to establish and maintain effective working relationships with associates and the general public.

#### ACCEPTABLE EDUCATION, EXPERIENCE, AND TRAINING

- High school diploma or equivalent.
- Minimum 2 years of relevant experience.
- Must possess and maintain a valid Class #H-IV or higher Commonwealth of Virginia Sewage Operator's License; or a valid Class IV or higher Commonwealth of Virginia Water Operator's License.

#### **WORKING CONDITIONS AND PHYSICAL REQUIREMENTS**

• This is very heavy work, requiring exertion in excess of 100 pounds of force occasionally, in excess of 50 pounds of force frequently, and regularly in excess of 20 pounds of force, to move objects; work requires climbing, stooping, kneeling, crouching, reaching, standing, walking, pushing, pulling, lifting, grasping, and repetitive motions; vocal communication is required for expressing or exchanging ideas by means of the spoken word; hearing is required to perceive information at normal spoken word levels; visual acuity is required for depth perception, color perception, visual inspection involving small defects and/or small parts, use of measuring devices, assembly or fabrication of parts at or within arms' length, operation of machines, operation of motor vehicles or equipment, and determining the accuracy and thoroughness of work; the worker is subject to inside and outside environmental conditions, extreme cold, extreme heat, noise, vibration, hazards, atmospheric conditions, and oils. The worker may be exposed to bloodborne pathogens and may be required to wear specialized personal protective

#### **POST OFFER REQUIREMENTS**

Criminal background check and driving record check.

Department Head	HR Manager	County Administrator Recommended:	Board of Supervisors	
Recommended:	Approval as to Form:		Approved:	
Wayne Stephens	Gail Parrish	Steve Nichols	7/6/2016	



# Fluvanna County, Virginia Department of Public Utilities Job Description

Utilities System Operator II					
Job Class #:	3531				
Pay Grade:	11				
Category:	Full-Time(with benefits)				
FLSA Status:	Non-Exempt				
Reports To:	Assistant Public Works Director - Utilities				

#### **SUMMARY**

Performs intermediate skilled work in the operation, maintenance and repair of water & sewer treatment plants, pump stations and piping systems, and related equipment and appurtenances; does related work as required. Work is performed under minimal supervision.

#### **ESSENTIAL FUNCTIONS**

These are intended as illustrations of the various types of work performed. The omission of specific duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position:

- Operates, maintains and repairs equipment associated with wastewater treatment plants, drinking water treatment plants, pumping stations and piping systems.
- Monitors proper functioning of water/sewer pumps, motors, bar screens, chlorinators, filters, chemical feed systems and other process equipment; makes adjustments as necessary to maintain proper flow quality of water/sewage. Reports problems to supervisor.
- Adds, or adjusts feed rates of, chemicals to water/sewage as necessary; notes and records readings of meters and indicators.
- Collects samples at designated points, performs chemical tests and records results; properly prepares samples and delivers them to testing laboratories.
- Performs routine plant monitoring and makes corrective adjustments to processes as needed; performs preventive maintenance on equipment and pumps; Prepares and maintains plant records.
- As needed, supervises and instructs Utility System Operator Trainee(s) in the essential functions and tasks of a Utility System Operator.
- Reads water meters; records consumption.
- Repairs water and sewer lines as needed, often on a time-critical basis, after normal working hours and/or in inclement weather.
- Performs basic groundskeeping and landscaping duties; maintains and cleans vehicles.
- Attends and participates in Operator Training program(s), other training and continuing education
- Performs related tasks and other duties as assigned.

#### REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES

- Thorough knowledge of water and wastewater treatment plant operations including treatment processes, process sampling and testing and plant record-keeping requirements and methods.
- Knowledge of maintenance and repair of mechanical equipment; water and sewer line construction methods and techniques; and the occupational hazards and safety precautions associated with such work.
- Intermediate math skills and computer skills; ability to effectively communicate orally and in writing.
- Skill in operating the hand tools, power tools and measuring devices used in the trade.
- Ability to follow oral instructions and to prepare written reports and maintain records.
- Ability to work in difficult environmental conditions for extended periods.
- Skill in operating tractors, equipment, mowers and associated implements.
- Ability to establish and maintain effective working relationships with associates and the general public.

#### ACCEPTABLE EDUCATION, EXPERIENCE, AND TRAINING

- High school diploma or equivalent.
- Minimum 2 years of relevant experience.
- Must possess and maintain a valid Class IV or higher Commonwealth of Virginia Sewage Operator's License; or a valid Class IV or higher Commonwealth of Virginia Water Operator's License.

#### **WORKING CONDITIONS AND PHYSICAL REQUIREMENTS**

• This is very heavy work, requiring exertion in excess of 100 pounds of force occasionally, in excess of 50 pounds of force frequently, and regularly in excess of 20 pounds of force, to move objects; work requires climbing, stooping, kneeling, crouching, reaching, standing, walking, pushing, pulling, lifting, grasping, and repetitive motions; vocal communication is required for expressing or exchanging ideas by means of the spoken word; hearing is required to perceive information at normal spoken word levels; visual acuity is required for depth perception, color perception, visual inspection involving small defects and/or small parts, use of measuring devices, assembly or fabrication of parts at or within arms' length, operation of machines, operation of motor vehicles or equipment, and determining the accuracy and thoroughness of work; the worker is subject to inside and outside environmental conditions, extreme cold, extreme heat, noise, vibration, hazards, atmospheric conditions, and oils. The worker may be exposed to bloodborne pathogens and may be required to wear specialized personal protective

#### **POST OFFER REQUIREMENTS**

Criminal background check and driving record check.

Department Head	HR Manager	County Administrator	Board of Supervisors	
Recommended:	Approval as to Form:	Recommended:	Approved:	
Wayne Stephens	Gail Parrish	Steve Nichols	7/6/2016	

### FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB N

MEETING DATE:	August 4, 2021								
AGENDA TITLE:	Accountant Job Description								
MOTION(s):	I move the Board of Supervisors to approve the Job Description for an Accountant.								
STRATEGIC INITIATIVE?	Yes	No X		If yes, list initiativ	/e(s):				
ACENDA CATECODY	Public Heari	ng Action	Matter	Presentation	Consent Agenda	Other			
AGENDA CATEGORY:					x				
STAFF CONTACT(S):	Donna Snow	, HR							
PRESENTER(S):	Donna Snow, HR								
RECOMMENDATION:	Approve the	job descrip	tion for A	ccountant					
TIMING:	Immediate								
DISCUSSION:	The Accountant is one of the approved FY22 Staffing positions that was approved by the Board of Supervisors.								
FISCAL IMPACT:	Accounted f	or in FY22 b	udget						
POLICY IMPACT:	None								
LEGISLATIVE HISTORY:	None								
ENCLOSURES:	Accountant Job Description								
DEVIEWS COMPLETED.	Legal	Fin	ance	Purchasing	HR	Other			
REVIEWS COMPLETED:					X				



# Fluvanna County, Virginia Department of Finance Job Description

Accountant					
Job Class #:	xxxx				
Pay Grade:	17				
Category:	Full-Time(with benefits)				
FLSA Status:	Non-Exempt				
Reports To:	Director of Finance				

#### **SUMMARY**

The County of Fluvanna is recruiting for the position of Accountant. This is a full-time position that performs a variety of tasks involving complex research, analysis and reconciliation of financial information for the County. This position monitors and provides technical accounting expertise and support for various complex County programs, develops and maintains policies and procedures, prepares financial statements and addresses matters related to audit and compliance. The position will play a lead role in the monitoring and reporting of the County's CARES and American Rescue Plan Act grants.

#### **ESSENTIAL FUNCTIONS**

- Inputs, prepares non-complex accounting journal entries for posting to the General Ledger
- Performs data entry transactions for accounts receivable, accounts payable, capital assets, projects or general ledger into the County's financial systems.
- Performs monthly reconciliations for general ledger accounts, comparing external source documentation to general ledger balances.
- Conduct and coordinate difficult and complex research, analysis and reconciliation of financial information for audit purposes and financial reporting; and assist in the administration of the federally mandated annual financial and compliance audit on all county and school federal receipts
- Research, analyze, and summarize various financial records to develop financial reports such as financial statements, statistical tables, and notes within the Comprehensive Annual Financial Report and other financial reports for external entities
- Assists in implementing generally accepted accounting principles to maintain the Certificate
  of Performance in Financial Reporting from the Government Finance Officers Association and
  an unqualified opinion from the independent auditors on the county's Comprehensive
  Annual Financial Report
- Perform related duties as required
- Provides assistance to executive management staff and supports a variety of committees, boards, and commissions; prepares and present staff reports and other correspondence to the Board of Supervisors as necessary

 Routinely uses the County's MUNIS financial system and provides technical support to end users; maintains system and end user documentation and procedures

#### **REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES**

- General knowledge of Generally Accepted Accounting Principles (GAAP) and the accounting and/or program rules and standards of the Governmental Accounting Standards Board (GASB), or Financial Accounting Standards Board (FASB).
- Knowledge of and ability to apply professional accounting practices, methods, and techniques
- Independently carry out assignments; set priorities, meet critical deadlines, and follow-up on assignments with minimal direction
- Establish and maintain professional and effective working relationships with other County Directors and Officials, community members, and external partners.
- Maintain confidentiality regarding sensitive information
- Prepare and present clear and effective financial and narrative reports, correspondence, and other materials.
- Collect, evaluate and interpret complex information and data.
- Skill in using a computer and modern office suite software, with emphasis on accounting and financial systems/software.

#### ACCEPTABLE EDUCATION, EXPERIENCE, AND TRAINING

- Associates degree in Public Administration, Finance, Accounting, or a closely related field or three (3) to five (5) years of progressively responsible experience in accounting or auditing, (with emphasis in accounting) that includes professional-level accounting experience in accounts receivable, accounts payable, project, capital asset, or general ledger or an equivalent combination of education and experience.
- Advanced proficiency in Microsoft Office. Government/Fund accounting experience preferred.

#### **WORKING CONDITIONS AND PHYSICAL REQUIREMENTS**

- Standard office setting and occasional field environment with travel from site to site
- Must be available to work some weekends and evenings for presentations, training, and meetings
- Office environment exposure to computer screens; sitting for prolonged periods
- Must have sufficient physical ability to work in an office setting; sit, walk, or stand for prolonged periods of time; lift light to moderate amounts of weight; operate office equipment

#### **POST OFFER REQEUIREMENTS**

Criminal background check

Department Head	HR Manager	County Administrator	Board of Supervisors	
Recommended:	Approval as to Form:	Recommended:	Approved:	



### Capital Reserve Maintenance Fund Request

TAB O

.1771						1712 0			
MOTION: I move that the Board of Supervisors approve a Capital Reserve Maintenance Fund Request in the amount of \$7,185.00 for the purpose(s) of:									
Replacement of the Fluvanna County Courts Building Sally Port Roll Up Security Door									
	Sec	tion 1 - REQUEST							
Requesting Department/Agency Dept/Agency Contact Date of Request									
Public Works PW22-001		07/02/2021							
Dale Critzer									
Phone	Fax			Fiscal Year					
(434) 591-1925	(434) 591-1	924		FY22					
Reserve Fund Purpose Category: Une	expected facility	repairs or replacemer	nts						
Description of Project/Repair			Qty	Unit Prid	ce	Total Price			
Purchase and Install	roll Up Door Ass	embly	1	\$5,685.0	00	\$5,685.00			
Contingency For I	irs	1	\$1,500.0	00	\$1,500.00				
						\$0.00			
						\$0.00			
				Total Req	uest:	\$7,185.00			
Description and justification for propo	sed use.								
Main drive roller assembly for the s hours & materials vs total replacen assembly and all safety sensors wil	nent the Door Co			_		-			
Department/Agency Head Name		Signature	Digitally signed by Dale Critzer						
Assistant Director of Public Works	Dale Critzer		02 12:57:29 -04'00'	07/02/2	2021				
		ction 2 - REVIEW							
Recommended? County Finance	Director	Digitally signed by Eric	Dahl	Date					
	trator	Date: 2021.07.15 11:27	:50 -04'00'	Date					
Yes No Digitally signed by Eric Dahl Date: 2021.07.15 11:28:04 -04'00'									
	Section 3 - E	BOARD OF SUPERV	/ISORS						
Approved? Decision Date		Comments							
Yes No									

### FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB P

MEETING DATE:	August 4, 2021									
AGENDA TITLE:	FY21 – 90 Rescue Lane Insurance Claim									
MOTION(s):	to the FY21	I move the Board of Supervisors approve a supplemental appropriation of \$485.00 to the FY21 Facilities Buildings, Equipment Repair and Maintenance Budget to reflect reimbursement from a VACORP Insurance claim.								
STRATEGIC INITIATIVE?	Yes	No X		f yes, list initiativ	e(s):					
AGENDA CATEGORY:	Public Heari	ng A	ction Matter	Presentation		nsent enda	Other			
AGENDA GATEGORII						Х				
STAFF CONTACT(S):	Tori Melton,	. Manag	gement Analys	t						
PRESENTER(S):	Tori Melton,	Tori Melton, Management Analyst								
RECOMMENDATION:	I recommer	I recommend approval of the motion as stated above.								
TIMING:	Routine.	Routine.								
DISCUSSION:	On May 27, 2021 while backing the ambulance into the bay, the door was not clear and the ambulance caught the bottom of the door causing damage. The recovered amount for the damage after the \$1,000 deductible is \$3,110.80.  This supplemental appropriation would authorize staff to appropriate the additional revenue and expense.									
FISCAL IMPACT:		This action will increase the FY21 Facilities Buildings, Equipment Repair and Maintenance Budget by \$485.00.								
POLICY IMPACT:	N/A	N/A								
LEGISLATIVE HISTORY:	N/A	N/A								
ENCLOSURES:	None.									
REVIEWS COMPLETED:	Legal		Finance <b>X</b>	Purchasing		HR	Other			

### FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB Q

MEETING DATE:	August 4, 2021								
AGENDA TITLE:	FY21 - 11206 West River Road Insurance Claim								
MOTION(s):	\$1,630.00 to	I move the Board of Supervisors approve a supplemental appropriation of \$1,630.00 to the FY21 Convenience Center Buildings, Equipment Repair and Maintenance Budget to reflect reimbursement from a VACORP Insurance claim.							
STRATEGIC INITIATIVE?	Yes	No X		If yes, list initiativ	ve(s):				
AGENDA CATEGORY:	Public Heari	ng Actio	n Matter	Presentation		onsent genda	Other		
AGENDA CATEGORI						Х			
STAFF CONTACT(S):	Tori Melton,	Managem	ent Analys	t					
PRESENTER(S):	Tori Melton,	Tori Melton, Management Analyst							
RECOMMENDATION:	I recommen	I recommend approval of the motion as stated above.							
TIMING:	Routine.	Routine.							
DISCUSSION:	peeled ba damage a This supp	During a severe storm on May 4, 2021 the Convenience Center barn roof was peeled back exposing the interior of the building. The recovered amount for the damage after the \$1,000 deductible is \$3816.05.  This supplemental appropriation would authorize staff to appropriate the additional revenue and expense.							
FISCAL IMPACT:		This action will increase the FY21 Convenience Center Buildings, Equipment Repair and Maintenance Budget by \$1,630.00.							
POLICY IMPACT:	N/A	N/A							
LEGISLATIVE HISTORY:	N/A								
ENCLOSURES:	None.	None.							
REVIEWS COMPLETED:	Legal	Fir	nance X	Purchasing		HR	Other		

# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB R

MEETING DATE:	August 4, 20	)21							
AGENDA TITLE:	FY21 Sheriff	FY21 Sheriff Department Insurance Claim – 2019 Dodge Charger VIN# 3232							
MOTION(s):	\$26,499.00	I move the Board of Supervisors approve a supplemental appropriation of \$26,499.00 to the FY21 Sheriff Vehicle CIP to reflect reimbursement from a VACORP insurance claim.							
STRATEGIC INITIATIVE?	Yes	N X		If yes, list initiative(s):					
AGENDA CATEGORY:	Public Heari	ng A	Action Matte	er	Presentation		Consent Agenda	Other	
							X		
STAFF CONTACT(S):	Tori Melton, Management Analyst								
PRESENTER(S):	Tori Melton, Management Analyst								
RECOMMENDATION:	Recommend approval of the following action.								
TIMING:	Routine.								
DISCUSSION:	and was of after the This supp	A 2019 Dodge Charger (VIN# 3232) hit a downed tree in the road while on patrol and was declared a total loss by VACORP. The recovered amount for the vehicle after the \$500 deductible is \$26,499.00.  This supplemental appropriation would authorize staff to appropriate the additional revenue and expense.							
FISCAL IMPACT:	This action v	vill incı	rease the FY	21 9	Sheriff CIP Vehicle	Budg	get by \$26,4	99.00.	
POLICY IMPACT:	N/A								
LEGISLATIVE HISTORY:	N/A								
ENCLOSURES:	None.								
REVIEWS COMPLETED:	Legal		Finance <b>X</b>		Purchasing		HR	Other	

# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB S

MEETING DATE:	August 4, 20	)21							
AGENDA TITLE:	FY21 School	FY21 School Bus Insurance Claim – Bus # 72							
MOTION(s):	\$4,019.50 to	I move the Board of Supervisors approve a supplemental appropriation of \$4,019.50 to the FY22 School Bus Vehicle CIP to reflect reimbursement from a Superior Risk Management Inc. insurance claim.							
STRATEGIC INITIATIVE?	Yes		lo X	If yes, list initiative(s):					
AGENDA CATEGORY:	Public Hear	ing ,	Action	Matter	Presentation	Consent Agenda	Other		
						x			
STAFF CONTACT(S):	Tori Melton	Tori Melton, Management Analyst							
PRESENTER(S):	Tori Melton, Management Analyst								
RECOMMENDATION:	Recommend approval of the following action.								
TIMING:	Routine.								
DISCUSSION:	total loss This supp	In a claim filed 5/14/2021, a 2006 International School Bus was determined a total loss after leaving the roadway and striking the treeline.  This supplemental appropriation would authorize staff to appropriate the additional revenue and expense.							
FISCAL IMPACT:	This action v	will inc	rease t	he FY22	School Bus CIP Veh	icle Budget by \$	4,019.50.		
POLICY IMPACT:	N/A								
LEGISLATIVE HISTORY:	N/A								
ENCLOSURES:	None.								
REVIEWS COMPLETED:	Legal		Fina <b>X</b>		Purchasing	HR	Other		

# FLUVANNA COUNTY BOARD OF SUPERVISORS AGENDA ITEM STAFF REPORT

TAB T

MEETING DATE:	August 4, 2	.021						
AGENDA TITLE:	Colonial Circle – Coves at Monticello Affordable Workforce Housing							
MOTION(s):	N/A							
STRATEGIC INITIATIVE?	Yes	No X		If yes, list initiative(s):				
AGENDA CATEGORY:	Public Hear	ing Action	Matter	tter Presentation Consent Agenda Othe				
STAFF CONTACT(S):	Eric Dahl, Co	ounty Admini	strator					
PRESENTER(S):	Eric Dahl, Co	ounty Admini	strator					
RECOMMENDATION:	N/A							
TIMING:	N/A							
DISCUSSION:	at Monticell proposing 1 developmer (see in Exect from \$925-\$ Income), wh Affordable Vincentives. The	o, which is the 24 units of Aint would be sutive Summa is 1500 per monich would be Workforce Hothey have revenued as 1500 per monich would get as 1500 per monich would get as 1500 per monich would \$200 per monich would be \$200 per monich would get \$200 per monich would \$200 per monich would \$200 per monich would get \$200 per monich would get \$200 per monich would \$200 per monich would \$200 per monich would get \$200 per monich would ge	ne multi- ffordable imilar to ry pg. 26 onth. This e around ousing, the ancial ince imated te enerate \$ ED - LIHT incentive in enew LI ance Agre n of tax i ne total 6 2,112,473 Rate Devel ate deve	family housing sectors workforce House their recently core). Estimated 2 & 3 project would us \$45K-\$65K. As particles are requesting financial incentive comparison axes over a 30 yes 1397,800. C — 10 Year Performs were revised to HTC (Low Income element reflects to incentives years 1 estimated real est 7. elopment — 8 Years lopment with no	proposed developed tion in Colonial Col	ircle. They are nily housing e development would range verage Median o provide nancial rformance  wing: proved land  nt: The original neentives by 5 lit) – 10 Year is 1-10, ayments years over years 1-30 ast assumes a es. It shows a 8		

	estimated real estate tax generated over years 1-30 would \$2,302,997.  • Market Rate Development – 4 Year Delay: This forecast assum market rate development with no financial incentives. It show year development delay and 2 years for construction. The total estimated real estate tax generated over years 1-30 would \$2,684,036.							
	If the Board of Supervisors want to move forward with real estate tax financial incentives for this project, staff would need to know the structure of the tax incentives to incorporate into a performance agreement, subject to County Attorney review. Staff would bring back a performance agreement to the board on the August 18, 2021 regular meeting.							
FISCAL IMPACT:	Unknown.							
POLICY IMPACT:	N/A							
LEGISLATIVE HISTORY:	N/A							
ENCLOSURES:	<ul> <li>Pinnacle Construction Executive Summary</li> <li>30-year Estimated Real Estate Tax Comparison</li> <li>Sample Performance Agreement</li> </ul>							
REVIEWS COMPLETED:	Legal <b>X</b>	Finance	Purchasing	HR	Other <b>X</b>			

				As-Is			
		d Land Valu	ie		\$ 1,500,000		
Tax Ra	ate				\$ 0.884		
		Assess	ed Va	lue			
Year		Land	Impr	ovements	Impvt Rate	T	otal Tax
1	\$	1,500,000	\$	-	100%	\$	13,260
2	\$	1,500,000	\$	-	100%	\$	13,260
3	\$	1,500,000	\$	-	100%	\$	13,260
4	\$	1,500,000	\$	-	100%	\$	13,260
5	\$	1,500,000	\$	-	100%	\$	13,260
6	\$	1,500,000	\$	-	100%	\$	13,260
7	\$	1,500,000	\$	-	100%	\$	13,260
8	\$	1,500,000	\$	-	100%	\$	13,260
9	\$	1,500,000	\$	-	100%	\$	13,260
10	\$	1,500,000	\$	-	100%	\$	13,260
11	\$	1,500,000	\$	-	100%	\$	13,260
12	\$	1,500,000	\$	-	100%	\$	13,260
13	\$	1,500,000	\$	-	100%	\$	13,260
14	\$	1,500,000	\$	-	100%	\$	13,260
15	\$	1,500,000	\$	-	100%	\$	13,260
16	\$	1,500,000	\$	-	100%	\$	13,260
17	\$	1,500,000	\$	-	100%	\$	13,260
18	\$	1,500,000	\$	-	100%	\$	13,260
19	\$	1,500,000	\$	-	100%	\$	13,260
20	\$	1,500,000	\$	-	100%	\$	13,260
21	\$	1,500,000	\$	-	100%	\$	13,260
22	\$	1,500,000	\$	-	100%	\$	13,260
23	\$	1,500,000	\$	-	100%	\$	13,260
24	\$	1,500,000	\$	-	100%	\$	13,260
25	\$	1,500,000	\$	-	100%	\$	13,260
26	\$	1,500,000	\$	-	100%	\$	13,260
27	\$	1,500,000	\$	-	100%	\$	13,260
28	\$	1,500,000	\$	-	100%	\$	13,260
29	\$	1,500,000	\$	-	100%	\$	13,260
30	\$	1,500,000	\$	-	100%	\$	13,260
						\$	397,800

Estima	ated Improve	ments Value	\$ 10,776,000		
Tax Ra	•		\$ 0.884		
	Asse	ssed Value			
Year	Land	Improvements	Impvt Rate	T	Total Tax
1	\$ 1,500,000	\$ 10,776,000	0%	\$	13,260
2	\$ 1,500,000		0%	\$	13,260
3	\$ 1,500,000		0%	\$	13,260
4	\$ 1,500,000	\$ 10,776,000	0%	\$	13,260
5	\$ 1,500,000		0%	\$	13,260
6	\$ 1,500,000		0%	\$	13,260
7	\$ 1,500,000		0%	\$	13,260
8	\$ 1,500,000		0%	\$	13,260
9	\$ 1,500,000		0%	\$	13,260
10	\$ 1,500,000	\$ 10,776,000	0%	\$	13,260
11	\$ 1,500,000	. , ,	20%	\$	32,312
12	\$ 1,500,000		40%	\$	51,364
13	\$ 1,500,000		60%	\$	70,416
14	\$ 1,500,000	. , ,	80%	\$	89,468
15	\$ 1,500,000	. , ,	100%	\$	108,520
16	\$ 1,500,000		100%	\$	108,520
17	\$ 1,500,000	\$ 10,776,000	100%	\$	108,520
18	\$ 1,500,000	\$ 10,776,000	100%	\$	108,520
19	\$ 1,500,000	. , ,	100%	\$	108,520
20	\$ 1,500,000		100%	\$	108,520
21	\$ 1,500,000		100%	\$	108,520
22	\$ 1,500,000	. , ,	100%	\$	108,520
23	\$ 1,500,000		100%	\$	108,520
24	\$ 1,500,000	. , ,	100%	\$	108,520
25	\$ 1,500,000	. , ,	100%	\$	108,520
26	\$ 1,500,000	. , ,	100%	\$	108,520
27	\$ 1,500,000		100%	\$	108,520
28	\$ 1,500,000		100%	\$	108,520
29	\$ 1,500,000		100%	\$	108,520
30	\$ 1,500,000	\$ 10,776,000	100%	\$	108,520
				\$ :	2,112,477

Estima	ate	d Improven	nent	ts Value	\$	10,776,000	
Tax Ra	ate	•			\$	0.884	
		Assess	ed ۱	/alue			
Year		Land	lm	provements	li	mpvt Rate	Total Tax
1	\$	1,500,000		ъ		100%	\$ 13,260
2	\$	1,500,000		, % 2		100%	\$ 13,260
3	\$	1,500,000		8 Year Market Maturation + 2 Year Construction		100%	\$ 13,260
4	\$	1,500,000		atio		100%	\$ 13,260
5	\$	1,500,000		ket Maturati Construction		100%	\$ 13,260
6	\$	1,500,000		t Mc nstr		100%	\$ 13,260
7	\$	1,500,000		s k		100%	\$ 13,260
8	\$	1,500,000		Ř		100%	\$ 13,260
9	\$	1,500,000		Yea		100%	\$ 13,260
10	\$	1,500,000		∞		100%	\$ 13,260
11	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
12	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
13	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
14	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
15	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
16	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
17	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
18	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
19	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
20	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
21	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
22	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
23	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
24	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
25	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
26	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
27	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
28	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
29		1,500,000	\$	10,776,000		100%	\$ 108,520
30	\$	1,500,000	\$	10,776,000		100%	\$ 108,520
							\$ 2,302,997

2 3 4 5 5 6 7 8 9 10 5 11 5 16 5 17 5 5 16 5 17 5 5 16 5 17 5 17	Assess Land \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000		Provements  4 Asar Market Constantion + 5 Asar Constantion + 5 Asar Constantion + 7 Asar	Impvt Rate 100% 100% 100% 100% 100% 100% 100% 100	\$ \$ \$ \$ \$ \$ \$	13,26 13,26 13,26 13,26 13,26 13,26 108,52
1	\$ 1,500,000 \$ 1,500,000	\$ \$ \$ \$	4 Kear Market 4 Vear Maturation + 2 Kear October 10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100% 100% 100% 100% 100% 100%	\$ \$ \$ \$ \$ \$ \$	13,26 13,26 13,26 13,26 13,26 108,52
2 3 4 5 5 6 7 8 9 10 5 11 5 16 5 17 5 5 16 5 17 5 5 16 5 17 5 17	\$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100% 100% 100% 100% 100%	\$ \$ \$ \$ \$ \$	13,26 13,26 13,26 13,26 13,26 13,26 108,52
3 4 5 5 6 7 8 9 10 5 11 12 13 14 15 16 5 17 5	\$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100% 100% 100% 100%	\$ \$ \$ \$ \$	13,26 13,26 13,26 13,26 108,52
4 5 5 6 7 8 8 9 9 10 5 11 12 13 14 15 16 17 5 16 17	\$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100% 100% 100%	\$ \$ \$ \$ \$	13,26 13,26 13,26 108,52
5 6 5 7 8 8 9 9 10 5 11 12 13 14 15 16 17 5 16 17	\$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100% 100% 100%	\$ \$ \$ \$	13,26 13,26 108,52 108,52
6 5 7 8 9 9 10 11 12 13 14 15 16 5 17 5 9	\$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100% 100%	\$ \$ \$ \$	13,20 108,52 108,52
7 8 9 9 10 11 12 13 14 15 16 17 17 18	\$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000 10,776,000	100% 100% 100%	\$ \$ \$	108,52 108,52
8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	\$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000	\$ \$ \$	10,776,000 10,776,000 10,776,000	100% 100%	\$ \$	108,52
9 \$ 10 \$ 11 \$ 12 \$ 13 \$ 14 \$ 15 \$ 16 \$ 17 \$ 5	\$ 1,500,000 \$ 1,500,000 \$ 1,500,000 \$ 1,500,000	\$	10,776,000 10,776,000	100%	\$	,
10 \$ 11 \$ 12 \$ 13 \$ 14 \$ 15 \$ 16 \$ 17 \$ 5	\$ 1,500,000 \$ 1,500,000 \$ 1,500,000	\$	10,776,000			
11 \$ 12 \$ 13 \$ 14 \$ 15 \$ 16 \$ 17 \$ 5	\$ 1,500,000 \$ 1,500,000	\$		100%		108,52
12 \$ 13 \$ 14 \$ 15 \$ 16 \$ 17 \$ \$	\$ 1,500,000		40 776 000	10070	\$	108,52
13 \$ 14 \$ 15 \$ 16 \$ 17 \$ \$		ċ	10,776,000	100%	\$	108,52
14 \$ 15 \$ 16 \$ 17 \$	4 500 000	Ş	10,776,000	100%	\$	108,52
15 \$ 16 \$ 17 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
16 \$ 17 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
17	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
18 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
19 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
20 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
21 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
22 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
23	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
24 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
25 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
26 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
27 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
28 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
29 \$	\$ 1,500,000	\$	10,776,000	100%	\$	108,52
30 \$	\$ 1,500,000	\$	10,776,000	100%	\$ <b>\$</b> :	108,52

Delta (benefit to county, 10 year Agreement vs as-is): \$ 1,714,677

Delta ("cost" to county, 10 year Agreement vs, 8 year market maturation) \$ (190,520)

Delta ("cost" to county, 10 year Agreement vs, 4 year market maturation) \$ (571,559)

Total Tax Payments to county during term of performance agreement \$ 376,160



# **Executive Summary**



William N. Park, President
Richard A. Park, Vice President
Pinnacle Construction & Development Corporation

1821 Avon St. Suite 200, Charlottesville VA 22902

T: 434-979-2900 ext. 114

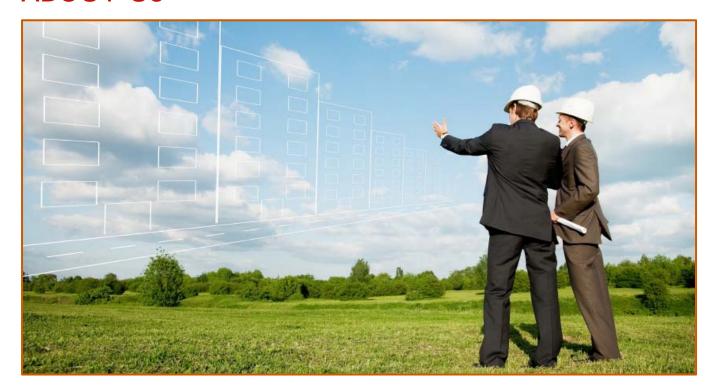
E: <u>wpark@pinnacleconstructionva.com</u> <u>http://www.pinnacleconstructionva.com/</u>



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### **ABOUT US**



We are a group of vertically integrated companies providing development, construction, and management of multi-family and commercial real estate projects. From multifamily and commercial properties to mixed use, historic, senior living and medical facilities, Pinnacle Construction and Development Corporation's portfolio paints a portrait of professional integrity, skill, and results.

In an age of increasing challenges, considering a Virginia construction project can be a nearly overwhelming proposition. Pinnacle Construction has developed a multitude of proprietary construction project delivery systems that overcome the complexities of construction to meet project needs. Construction procedures, actions, event scheduling, contractual relations and virtually every step in building design and construction is planned for under our project delivery systems, providing an efficient and effective completion of each step while facilitating a smooth and seamless transition to the next.

We bring a strong design and real estate development background that enhances project value through the efficient and effective transfer of design, financing and entitlement processes. Our success is evidenced in the state and national awards we have received for achieving building construction and development excellence.

Bringing key parties together is the fundamental concept behind integrated decision making. Unlike traditional linear decision-making, this integrated approach promotes a more efficient control of time, quality, skill, safety and cost. Everyone is on the same page with the same understanding from day one: That's integrated decision-making that gets results.



Service with integrity from start to finish: welcome to Pinnacle Construction.



### **OUR TEAM**

William Park and Richard Park are the co-owners of Pinnacle Construction & Development Corporation, Park Properties Management Company LLC, Bluestone Land, L.L.C., and Bluestone Capital Advisors, L.L.C. With over 25 years' experience in real estate development and property management, William and Richard have significant experience and knowledge in the development, construction, and management of commercial and multi-family residential real estate projects throughout Virginia. Types of projects include, but are not limited to, the adaptive reuse of historic structures into multifamily and mixed-use developments, new construction multi-family, senior housing, custom residential, commercial office, health service facilities, industrial flex space, and commercial land development. Our successful projects include nearly 3000 residential units, consisting of over 3,300,000 square feet, and valued at over \$400,000,000. William and Richard have developed a distinct expertise in projects that utilize Federal and State tax credit incentives and have partnered with a number of Lenders, Syndicators, Housing Authorities, Corporations and Universities on real estate projects utilizing creative financing solutions to facilitate the development process.



William N. Park **President** 

#### Affiliations and Memberships

- VHDA Rental Advisory Board
- Virginia Tech Program in Real Estate: Chair, Industry Board and Property Management Board Member.
- Associated General Contractors-Piedmont Chapter, Past President
- Virginia Council of Affordable Housing, Past President
- Charlottesville Urban Design Committee, Past Member
- Free Enterprise Forum, Board Member
- Elder, Olivet Presbyterian Church

#### **CERTIFICATIONS/ AFFILIATIONS**

VA Contractor's License # 2701 038245A Member, Associated General Contractors of Virginia Virginia Housing Development Authority Multi-Family Advisory Board **Construction Specifications Institute** Council for Affordable and Rural Housing National Trust for Historic Preservation Member, National Association of Homebuilders Board Member, Mid-Atlantic Affordable Housing Management Association Board Member, Blue Ridge Apartment Council



Richard A. Park Vice President

#### Affiliations and Memberships

- American Society of Landscape Architects
- Associated General Contractors of America, Past President AGCVA Piedmont District
- Construction Specifications Institute
- National Association of Homebuilders
- Central Virginia Apprenticeship Council, Board Member



#### **OUR AWARDS**



In recognition of our skills and commitment to quality services, Pinnacle Construction and its affiliates have been awarded the following:

- 2011 EarthCraft Virginia: Affordable Housing Developer of the Year
- 2011 Governor's Housing Award: Best Mixed Use/Mixed Income Project [Wilsondale] Hampton, VA
- 2010 Harrisonburg Downtown Renaissance: Design Excellence Award for New Construction [Colonnade]
- ❖ 2010 EarthCraft Virginia: Nomination Multifamily New Construction Project of the Year [Colonnade]
- 2006-2014 AGC Certificate of Commendation for Excellent Safety Record (Zero Incidence Rate 10,000 to 50,000 work hours)
- 2003 National Association of Housing and Redevelopment Officials' Award of Merit
- 2002 National Association of Housing and Redevelopment Officials' Award of Merit
- 1995 National Association of Home Builder's Renaissance Award
- 1993 National Association of Home Builder's Renaissance Award
- 1993 Governor's Housing Award: Maple Manor, Chase City, VA
- 1993 Farmer's Home Administration Section 515 Development of the Year Award
- Congressman L.F. Payne's Innovation in Affordable Housing Award



### OUR AFFILIATED COMPANIES

### PINNACLE CONSTRUCTION & DEVELOPMENT CORPORATION

### BLUESTONE LAND, L.L.C.

Pinnacle Construction & Development Corporation, a Virginia Class A general contractor, and its affiliate companies have significant experience and knowledge in the development, construction, and management of commercial real estate projects throughout Virginia. With nearly one-half of a billion dollars in real estate development, types of projects have included: the adaptive reuse of historic structures into multi-family and mixed-use developments; new construction multi-family; senior housing; residential construction; commercial office; health service facilities; industrial flex space; and commercial land development.

Pinnacle Construction & Development Corporation was founded in 1991 on the premise that a vertically integrated real estate development firm can enhance the value of any client's project by offering a single source which can guide a real estate project from idea to reality as a successful income producing asset. This is accomplished by efficiently and effectively managing the diverse and fluid nature of real estate development along each step of the development, construction, and management process. This philosophy becomes apparent upon review of Pinnacle's references and projects which have garnered numerous State and National Awards for excellence in development and construction.

Pinnacle's affiliate companies, Bluestone Land, L.L.C. and Park Properties Management Co., L.L.C., are commercial development and property management firms respectively, with projects throughout the Commonwealth. Their experience as Owners, Developers, and Asset Managers compliments Pinnacle's construction knowledge and enables us to provide third party Owners or joint venture partners with a turn-key solution for each project. The solution is accomplished by providing a feasibility analysis, construction solution and marketing plan with the flexibility to adapt to changing conditions throughout the process.

Through the years, Pinnacle has developed a distinct expertise in projects that utilize Federal and State tax credit incentives, specifically: the Federal and State Low Income Housing Tax Credit Program, Federal and State Historic Tax Credit Program and State Enterprise Zone Credit Program. Pinnacle has partnered with a number of Lenders, Syndicators, Housing Authorities, Corporations and Universities on real estate projects utilizing creative financing solutions to facilitate the development process.

Pinnacle and its affiliates have been leaders in sustainable and affordable multifamily design, development and construction. Our recent projects, which have been certified as meeting EarthCraft standards, reflect our commitment to energy-efficient construction.

Principals: William N. Park and Richard A. Park

Bluestone Land, L.L.C., is a real estate development company located in Charlottesville, VA, and has been providing real estate development services since 1997.

Bluestone's experience as an owner and developer of real estate compliments Pinnacle's construction experience, Park Properties' asset management capabilities and expertise, and Advisors' financial deal structuring to provide turn-key solutions for real estate projects. Over the years, Bluestone has developed an expertise in complex and creative financial transactions through the use of taxable and tax-exempt bonds, and Federal and State Low-Income Housing and Historic tax credits.

#### Services provided:

- Provide development site selection
- Coordinate rezoning and site plan approvals
- Coordinate and review required third party reports, 0 i.e. environmental assessments, geotechnical analysis, traffic studies, market studies, and appraisals
- Coordinate Department of Historic Resources 0 Applications and Nomination for Listing on the National Register of Historic Places
- Land entitlement process 0
- Prepare applications to secure construction and permanent financing from various private and governmental sources
- Prepare Reservation and Allocation Applications for 0 Low-Income Housing Tax Credits
- Acquire syndication proceeds through the sale of Federal Low-Income and Historic Tax Credits
- Coordinate architectural, engineering, landscape architectural and interior design
- Coordinate Cost Certifications and Audits 0
- Represent the development before neighborhood associations and Architectural Review Boards

Principals: William N. Park and Richard A. Park







### BLUESTONE CAPITAL ADVISORS, L.L.C.

Established in 1989, Park Properties Management Company is a full service management company that specializes in multi-family, affordable and conventional housing, commercial property management, condominium management and single family homes. Currently, Park manages over 35 entities throughout the Commonwealth of Virginia, with annual gross income values topping over 30 million.

Since its incorporation, Park has demonstrated its strengths in regional markets and has shown that disciplined growth along with a process-driven approach to all aspects of property management equals high performance results.

Each team member is dedicated to our proactive attitude toward customer service. Our organizational strength comes from our experienced senior management team that consists of four regional managers, a director, and a comptroller.

#### The Park Advantage includes:

- Superior Customer/Resident Ratings
- Superior Affordable Compliance Monitoring
- Financial Management with Streamlined Systems for Efficiency and Compliance
- Ancillary Revenue and Receivable Procedures
- Asset Risk Management REAC Scores Average 96
- Innovate Approach to Affordable Housing Taking Conventional Concepts and Applying them to Affordable Housing
- Highly Trained and Motivated Site and Field Staff
- **Technologically Advanced Maintenance Services**
- Inventory Management System and Bulk Purchasing Program
- Real-time Performance Analytics
- Diverse Portfolio
- VHDA Certified Management Agent

Principals: William N. Park and Richard A. Park

Senior Vice President: Alice A. Fletcher

Bluestone Capital Advisors, L.L.C. is a Virginia Housing Development Authority Participating Mortgage Banker.

Bluestone Capital Advisors provides comprehensive mortgage banking solutions from underwriting, investment analysis to valuation, pricing, sizing, deal process management and closing for all affiliate projects in addition to those for third party clients.

The ability to provide mortgage banking services to clients is yet another way in our team and our affiliates can offer a turnkey solution to affordable housing development.

Principals: William N. Park and Richard A. Park



### **OUR FINANCIAL PARTNERS**

We are proud to have partnered with premier banking and financial institutions for successful development of our projects.

- ▲ BB&T BANK/BB&T CAPITAL MARKETS
- BERKADIA COMMERCIAL MORTGAGE
- ▲ XENITH BANK
- UNION BANK
- ▲ MIDDLEBURG BANK
- GRANDBRIDGE REAL ESTATE CAPITAL
- VIRGINIA COMMUNITY CAPITAL
- COMMONWEALTH COMMERCIAL PARTNERS
- THE ARCAND COMPANY
- PNC MULTI-FAMILY CAPITAL
- RAYMOND JAMES FINANCIAL
- ▲ CAPITAL ONE
- ▲ FRANKLIN CAPITAL GROUP
- ▲ WACHOVIA BANK
- BANK OF AMERICA
- UNITED BANK
- ▲ SOUTH STATE BANK

- ▲ C&F BANK
- REGIONS BANK
- A FANNIE MAE
- THE RICHMAN GROUP
- SECOND BANK & TRUST
- NATIONAL EQUITY FUND, INC.
- ▲ LONGWOOD UNIVERSITY REAL ESTATE **FOUNDATION**
- USDA RURAL DEVELOPMENT
- VIRGINIA HOUSING DEVELOPMENT AUTHORITY
- ▲ RICHMOND REDEVELOPMENT & HOUSING AUTHORITY
- ▲ ROANOKE REDEVELOPMENT & HOUSING **AUTHORITY**
- ▲ LYNCHBURG REDEVELOPMENT & HOUSING **AUTHORITY**
- LOCAL INITIATIVES SUPPORT CORPORATION
- DEPARTMENT OF HOUSING & URBAN **DEVELOPMENT (HUD)**



### **DEVELOPMENT PROJECTS**

Project Name	Туре	Units	Square Footage	Fair Market Value
Pinnacle Place Flex	OFFICE	5	17,410	\$1,950,000
Boydton Office	OFFICE	1	5,851	\$720,000
Mt. Run Apartments	MULTIFAMILY	50	36,804	\$2,700,000
Brunswick Village Apts	MULTIFAMILY	48	44,536	\$3,100,000
The Vistas Apartments	MULTIFAMILY	176	169,362	\$10,850,000
Big Sky Apartments	MULTIFAMILY	135	151,368	\$11,975,000
Greens at Northridge	MULTIFAMILY	108	114,252	\$8,200,000
Meadows at Northridge	MULTIFAMILY	50	37,480	\$3,000,000
Grand Vistas	MULTIFAMILY	104	137,680	\$10,750,000
Parc Crest	MULTIFAMILY	44	35,600	\$2,900,000
Maple Manor Apts	MULTIFAMILY	26	18,200	\$1,837,223
Cannery Row Apts	MULTIFAMILY	9	8,500	\$770,000
Poplar Forest I	MULTIFAMILY	72	65,180	\$4,086,033
Poplar Forest II	MULTIFAMILY	66	68,205	\$5,328,900
Wilsondale Mixed Use	MIXED USE	60	75,702	\$8,500,000
Wilsondale Workforce	MULTIFAMILY	150	165,702	\$22,000,000
Colonnade Mixed Use	MIXED USE	6	28,282	\$5,375,000
Colonnade Workforce	MULTIFAMILY	60	60,498	\$7,100,000
Landings at Weyers Cave	MULTIFAMILY	84	92,880	\$5,100,000
Treesdale	MULTIFAMILY	88	99,560	\$7,880,000
Round Hill Meadows	MULTIFAMILY	60	64,433	\$5,500,000
Round Hill Meadows Place	MULTIFAMILY	40	54,920	\$3,800,000
Windigrove Apartments	MULTIFAMILY	146	336,019	\$19,613,095
Windigrove II Apartments	MULTIFAMILY	88	116,616	\$12,257,683
Highlands at Huckleberry Ridge	MULTIFAMILY	248	356,123	\$36,600,056
700 Garthfield Lane	SINGLE FAMILY	1	4,500	\$800,000
Gateway Business Park	LAND	8 lots/22.5 ac		\$3,348,000
Willis Farm - 110 acres	SINGLE FAMILY	1		\$375,000
Vistas Commercial Land	LAND	2 lots/2 ac		\$500,000
Poplar Forest Residential Land	LAND	35 lots		\$700,000
Poplar Forest Multi-family Land	LAND	60 units		\$500,000
Highlands Residential Land	LAND	80 townhouse lots		\$4,000,000
Gateway Assisted Living	ASSISTED LIVING	76	87,526	\$31,360,000
Big Sky II Apartments	MULTIFAMILY	114	165,619	\$14,782,140
The Lofts at Meadowcreek	MULTIFAMILY	65	84,580	\$12,731,242
The Lofts at Jubal Square	MULTIFAMILY	140	204,404	\$20,771,476



The Vue	MULTIFAMILY	126	124,605	\$23,560,000
Fieldstone Senior	MULTIFAMILY	60	54,430	\$2,500,000
Fieldstone Family	MULTIFAMILY	84	88,800	\$7,323,742
Highlands II	MULTIFAMILY	140	213,344	\$21,885,298
Preston Lake	MULTIFAMILY	144	149,494	\$21,950,000
Brookdale	MULTIFAMILY	96	117650	\$19,973,466
Windigrove III	MULTIFAMILY	120	121980	\$17,709,164
Washington Landing	MULTIFAMILY	192	368,198	\$42,780,000
Gateway Senior Apartments	MULTIFAMILY	80	88,157	\$16,250,000
Total		3423	4,234,445	\$465,912,518



### **TESTIMONIALS**

LONGWOOD UNIVERSITY REAL ESTATE FOUNDATION

515 Main Street Farmville, Virginia 23909 tel: 434.395.2086 fax: 434.395.2359 me: 711



December 28, 2006

#### To Whom It May Concern:

In the summer of 2004, Pinnacle Construction of Charlottesville, Virginia made a proposal to Longwood University for a mixed use retail/residential complex that would help to relax the ever growing pressure for residential student housing here in Farmville. In June of that year, the Lengwood University Real Estate Foundation was created to enter into a development agreement to build what has become known as MidTown Square. Built on a 5.5 acre site right across Main Street from Longwood's campus, this mixed use property is a most welcome addition to both the downtown corporate citizenry and to the University student body. Design for "MidTown Square" began in November of 2004 and the buildings are now complete. The 408 student bedrooms are fully occupied and the retail space on the ground floor of the project is currently leasing up.

Without the tireless efforts of Pinnacle Construction and its President William Park, this project would never have happened in such a timely fashion, especially in light of the very aggressive timeline that had to be followed. We couldn't be more pleased with the project or with our relationship with Mr. Park and his staff. The Real Estate Foundation looks forward to other future projects in partnership with Pinnacle Construction/Park Properties.

Ken lopelare

Ken Copeland, Executive Director

Longwood University Real Estate Foundation, Inc.



Wilson Trailer Court, LLC Stan Wilson 111 Creekview Lane Hampton, VA 23669

November 15, 2016

To Whom It May Concern:

With reference to Pinnacle Construction & Development and Park Properties Management Co., I am writing to share my experiences and give a very positive recommendation regarding their abilities and performance in constructing and managing the Wilsondale Apartments and Mixed Use Development in Hampton, VA.

When deciding upon potential developers for my family's properties, I first met William Park in 2008 and we immediately formed a friendship based on a mutual understanding of shared success. I appreciated his candor and his willingness for our family to share in the life of the development - and our partnership was easily created. To this date our experience has been outstanding, and as I drive past our project daily I know I selected the right team as partners.

William and his brother Richard, along with their team of seasoned professionals, successfully transformed a mobile home park and adjacent under-utilized properties into a mixed-use and mixed income development –ultimately winning the 2011 Governor's Housing Conference Best Mixed Use/Mixed Income Award. During this process, William successfully received Low Income Housing Tax Credits in a very competitive pool, handled all other financial arrangements and syndication, resolved complex development issues with the City and coordinated all of the design professionals and the legal team. All the while, Richard was managing construction and development at a rapid pace with eritical deadlines and a tight schedule – all on budget.

I found both William and Richard to be very experienced, reliable and honest. They were accessible and attentive to my concerns and to our family needs. Communication was open and easy. Handling all decisions with efficiency and a proactive attitude, their attention to detail and quality workmanship clearly contributed to our award winning results.

Given the opportunity, I would certainly enter into another partnership or development with this highly organized team.

Yours Truly,

Lak.

Stan Wilson



John G. Grover

800 Semmes Ave. Unit 904 Richmond VA 23224

November 15, 2016

#### To Whom It May Concern:

This letter comes to you as a strong recommendation for William Park and Richard Park and their affiliated real estate development, construction, and property management companies. In 2004, I partnered with William and Richard for the development and construction of Big Sky apartments in Staunton, Virginia. William and Richard worked through challenging construction conditions, and Big. Sky has set a high standard as a successful luxury apartment development. The property management team has kept the occupancy at high levels, and Big Sky is a financial success. Based on my experience with William and Richard, I was eager to continue our partnership with Big Sky -Phase II and Jubal Square apartments in Winchester, Virginia. Both projects are currently under construction, and are within the expected budget.

I have found William and Richard to be the most reliable business partners I have ever had. William and Richard are both proactive and involved in all aspects of the projects. William excels in managing complex real estate development with localities, planners, engineers, and architects while managing financial arrangements with lenders, syndicators, and investors. William has a track record of creating accurate revenue projections. Richard leads the construction team in design, life cycle cost analysis, quality and safe building practices with attention to detail and the budget.

One advantage to partnering with William and Richard is that they are the decision makers for the entire project. As owners, developers, and the general contractor, there is no wasted time gathering a team to resolve an issue. This results in a savings of time, effort, and money.

William and Richard are among the most driven real estate professionals I have ever met. But they are also loyal, honest, and accessible.

Your next real estate venture will find great success if you take on William and Richard as your business partners. I would be more than happy to give you more details if you would like. Call me at 804-357-9128 or email me at Jgr1958@aol.com.

Sincerely,

John Grover





Marsh & McLennan Agency LLC 4900 Libbie Mill East Boulevard, Suite 100 Richmond, Virginia 23230 Main +1 804 780 0611 Fax +1 804 788 8944 www.mma-midatlantic.com

April 3, 2020

Rerkadia Mr Matthew T Sato Vice President - FHA Senior Underwriter 707 East Main Street, Suite 1300 Richmond, VA 23219

RE: Pinnacle Construction & Development Corporation **Project: Washington Landing** 

Dear Mr. Sato:

Pinnacle Construction & Development Corporation (PCDC) is a highly regarded and valued client of Marsh & McLennan Agency, LLC. We handle the contract bonding requirements of PCDC through Federal Insurance Company (Chubb), which is listed on the United States Department of Treasury, Federal Register, and Circular 570 and is licensed to transact business in the Commonwealth of Virginia. Chubb is one of the leading bonding companies in the country and has an "A++" Best Rating. We have committed to provide PCDC with \$100,000,000 aggregate capacity in payment and performance bonds with a single project limit of \$50,000,000.

We are prepared to provide performance and payment bonds, subject to the normal underwriting conditions at the time of award. This includes, but is not limited to work on hand, contract terms, bond forms, profitability and bid spread.

We have found their management to be seasoned, mature and proactive. Their abilities to manage the preconstruction and construction process and finance their operation are as good as any in the business. We recommend this contractor highly. If I can be of further assistance please feel free to contact me directly.

Kindest Regards,

C. Hunter Bendall, Ir.

C. Hunter Bendall, Jr. Attorney in Fact Federal Insurance Company





### **OUR PORTFOLIO-Historic Adaptive Re-Use**



#### MAPLE MANOR

Chase City, VA Completed 1992 Historic Adaptive Re-Use 26 Affordable Senior Apartments Total Development Cost - \$1.6 Million



#### **CANNERY ROW**

Chase City, VA Completed 1999 Historic Adaptive Re-Use 9 Affordable Apartments Total Development Cost - \$765,000



#### ONE EAST BROAD ST

Richmond, VA Completed 1999 Historic Adaptive Re-Use 19 Luxury Apartments 6,500 Square Feet of Commercial & Retail Space Total Development Cost - \$1.8 Million



#### MAURY SCHOOL APARTMENTS

Richmond, VA Completed 2002 Historic Adaptive Re-Use 45 Affordable Senior Apartments Total Development Cost - \$3.5 Million



# **OUR PORTFOLIO-Historic Adaptive Re-Use**



#### 8 JEFFERSON PL/NORFOLK & WESTERN

Richmond, VA Completed 2002 Historic Adaptive Re-Use 88 Luxury Apartments Total Development Cost - \$9.0 Million



#### **FOURTH & GRACE**

Richmond, VA Completed 2001 Historic Adaptive Re-Use Mixed Income Development 52 Affordable Apartments; 6 Luxury Apartments 6,000 s.f. Commercial Space Total Development Cost - \$5.15 Million



### OUR PORTFOLIO-Commercial/Mixed-Use



PINNACLE PLACE

#### Charlottesville, VA

Completed 2000 Company Headquarters 17,000 s.f. Flexible Commercial space



#### MID TOWN SQUARE

#### Farmville, VA

Completed 2006 420 Student Beds-Longwood University 44,000 Square Feet of Retail & Commercial Space Total Development Cost - \$25.0 Million



#### **IMANI MEWS & RETAIL CENTER**

#### Richmond, VA

Completed 2005 68 Affordable Apartments 25,000 Square Feet of Retail Space Total Development Cost - \$7.0 Million



#### COLONNADE AT ROCKTOWN

#### Harrisonburg, VA

Completed 2010 Mixed Use/Mixed Income Development 60 Affordable Apartments 6 Luxury Apartments 24,000 s.f. Retail & Commercial Space Total Development Cost - \$10.0 Million



### OUR PORTFOLIO- Commercial/Mixed-Use



#### **WILSONDALE**

Hampton, VA Completed 2011 Mixed Use/Mixed Income Development 150 Affordable Apartments 60 Luxury Apartments 11,000 s.f. Retail & Commercial Space Total Development Cost - \$25.0 Million



# **OUR PORTFOLIO-Senior Living**



THE MEADOWS AT NORTHRIDGE

Culpeper, VA Completed 2005 50 Affordable Senior Apartments Total Development Cost - \$3.7 Million



MOFFETT MANOR

Warrenton, VA Completed 2007 98 Affordable Senior Apartments Total Development Cost - \$10.5 Million



**MOUNTAIN RUN** 

Culpeper, VA Completed: 1999 50 Senior and Family Affordable Apartments Total Development Cost: \$3 million



PARC CREST

Farmville, VA Completed 2008 44 Affordable Senior Apartments Total Development Cost - \$4.3 Million



### **OUR PORTFOLIO-Senior Living**



#### GATEWAY ASSISTED LIVING FACILITY

Fishersville, VA Completed: 2020 55 Assisted Living Apartments 21 Memory Care Apartments Total Development Cost: \$ 15.1 million



#### **FIELDSTONE**

Blacksburg, VA Completed: 2018 60 Senior Affordable Apartments 84 Affordable Apartments Tax Exempt Bond Financing Total Development Cost: \$20.1 million



#### **GATEWAY SENIOR APARTMENTS**

Fishersville, VA **Under Construction** 80 Senior Affordable Apartments Total Development Cost: \$16.25 million





POPLAR FOREST

Farmville, VA Completed 1999 138 Luxury Apartments Total Development Cost - \$7.0 Million



VISTAS AT DREAMING CREEK

Lynchburg, VA Completed 2001 Mixed Income Development 76 Affordable Apartments 100 Luxury Apartments Total Development Cost: \$12.0 Million



**BRUNSWICK VILLAGE** 

Lawrenceville, VA Completed 2002 48 Affordable Apartments Total Development Cost - \$3.1 Million



THE GREENS AT NORTHRIDGE

Culpeper, VA Completed 2005 108 Affordable Apartments Total Development Cost: \$8.8 Million





**BIG SKY** Staunton, VA Completed 2006 135 Luxury Apartments Total Development Cost - \$16 Million



**GRAND VISTAS** Lynchburg, VA Completed 2008 104 Luxury Apartments Total Development Cost - \$9.0 Million



**COLONNADE AT ROCKTOWN** 

Harrisonburg, VA Completed 2010 Mixed Use/Mixed Income Development 60 Affordable Apartments 6 Luxury Apartments 24,000 s.f. Retail & Commercial Space Total Development Cost - \$10.0 Million



#### **WILSONDALE**

Hampton, VA Completed 2011 Mixed Use/Mixed Income Development 150 Affordable Apartments 60 Luxury Apartments 11,000 s.f. Retail & Commercial Space Total Development Cost - \$25.0 Million





LANDINGS AT WEYERS CAVE

Weyers Cave, VA Completed 2011 84 Affordable Apartments and Community Center Total Development Cost - \$11.9 Million



**TREESDALE** 

Charlottesville, VA Completed 2011 88 Affordable Apartments and Community Center Total Development Cost - \$13.75 Million



**ROUND HILL MEADOWS** 

Orange, VA Completed 2014 Mixed Income Development 60 Affordable Apartments 40 Luxury Apartments Total Development Cost - \$10.9 Million



**WINDIGROVE** 

Waynesboro, VA Completed 2014 234 Luxury Apartments in 2 Phases Total Development Cost - \$26.9 Million





HIGHLANDS AT HUCKLEBERRY RIDGE Blacksburg, VA Completed 2014 244 Luxury Apartments Total Development Cost - \$31.2 Million



**BIG SKY II** Staunton, VA Completed 2017 114 Luxury Apartments Total Development Cost - \$12.5 Million



JUBAL SQUARE Winchester, VA Completed 2018 140 Luxury Apartments Total Development Cost- \$20 Million



LOFTS AT MEADOWCREEK Charlottesville, VA Completed 2020 65 Luxury Apartments Total Development Cost- \$20 Million





**FIELDSTONE** 

Blacksburg, VA Completed: 2018 60 Senior Affordable Apartments 84 Affordable Apartments Tax Exempt Bond Financing Total Development Cost: \$20.1 million



THE VUE

Crozet, VA Completed: 2020 126 Luxury Apartments Total Development Cost: \$ 23.5 million



HIGHLANDS AT HUCKLEBERRY RIDGE II

Blacksburg, VA Completed 2019 140 Luxury Apartments Total Development Cost: \$ 21.8 million



WINDIGROVE III

Waynesboro, VA Under construction Anticipated completion date: Fall 2021 120 Luxury Apartments Total Development Cost - \$16.9 Million





#### **BROOKDALE**

#### Charlottesville, VA

Completed: 2020 96 Affordable Apartments Tax Exempt Bond Financing Total Development Cost: \$ 17.2 million



#### PRESTON LAKE APARTMENTS

#### Harrisonburg, VA

Under construction Anticipated completion date: Summer 2021

144 Luxury Apartments

Total Development Cost: \$ 21.9 million



#### WASHINGTON LANDING APARTMENTS

#### Charles Town, West Virginia

Under construction Anticipated completion date: Spring 2023 192 Luxury Apartments Total Development Cost: \$ 42.7 million



### **Contact:**

William N. Park, President

Richard A. Park, Vice President

Pinnacle Construction & Development Corporation

1821 Avon St. Suite 200, Charlottesville VA 22902

T: 434-979-2900 ext. 114

E: wpark@pinnacleconstructionva.com

http://www.pinnacleconstructionva.com/

Last revised: 1/19/2021

#### 30-Year Financial Incentive Analysis for Fluvanna County Worforce Housing - Coves at Monticello

 Units:
 124

 Est. Value/Unit:
 \$99,000

 \$12,276,000
 Estimated Value

	Current	Est. Valuation	
	Valuation	at Stabilization	Difference
	\$1,500,000	\$12,276,000	\$10,776,000
Taxes \$0.925/100	\$13,875	\$113,553	\$99,678

Tax Rate: 0.925

**Estimated Annual Financial Incentive:** 

\$99,678

Annual Increase in Value:

2.00%

	Fortable a	Posses and		15 YR with 20%
***	Existing No Development	Proposed 124 units		increase in Years 16-20
	No Development	124 units		16-20
Year	RE Tax Payment	RE Tax Payment		Prorata Incentive
icai	RE Tax r dyllient	RE Tax r ayment		r rorata incentive
1	\$13,875	\$13,875		\$99,678
2	\$13,875	\$13,875		\$99,678
3	\$13,875	\$13,875		\$99,678
4	\$13,875	\$13,875		\$99,678
5	\$13,875	\$13,875		\$99,678
6	\$13,875	\$13,875		\$99,678
7	\$13,875	\$13,875		\$99,678
8	\$13,875	\$13,875		\$99,678
9	\$13,875	\$13,875		\$99,678
10	\$13,875	\$13,875		\$99,678
11	\$13,875	\$13,875		\$99,678
12	\$13,875	\$13,875		\$99,678
13	\$13,875	\$13,875		\$99,678
14	\$13,875	\$13,875		\$99,678
15	\$13,875	\$13,875		\$99,678
16	\$13,875	\$22,711	20%	\$90,842
17	\$13,875	\$45,421	40%	\$68,132
18	\$13,875	\$68,132	60%	\$45,421
19	\$13,875	\$90,842	80%	\$22,711
20	\$13,875	\$113,553	100%	\$0
21	\$13,875	\$113,553		\$0
22	\$13,875	\$113,553		\$0
23	\$13,875	\$113,553		\$0
24	\$13,875	\$113,553		\$0
25	\$13,875	\$113,553		\$0
26	\$13,875	\$113,553		\$0
27	\$13,875	\$113,553		\$0
28	\$13,875	\$113,553		\$0
29	\$13,875	\$113,553		\$0
30	\$13,875	\$113,553		\$0
	A445 250	\$4.504.244		64 722 276
	\$416,250	\$1,684,314		\$1,722,276

		Additional Taxes	Orig. Incentive plus	
	Annual RE Tax	due to Increase in	Additional \$\$ due to inc. in	Tax Payments to
Assessed Value	Payment	Value	Value	Fluv. Co.
\$12,276,000	\$113,553	\$0	\$99,678	\$13,875
\$12,521,520	\$115,824	\$2,271	\$101,949	\$13,875
\$12,771,950	\$118,141	\$4,588	\$104,266	\$13,875
\$13,027,389	\$120,503	\$6,950	\$106,628	\$13,875
\$13,287,937	\$122,913	\$9,360	\$109,038	\$13,875
\$13,553,696	\$125,372	\$11,819	\$111,497	\$13,875
\$13,824,770	\$127,879	\$14,326	\$114,004	\$13,875
\$14,101,265	\$130,437	\$16,884	\$116,562	\$13,875
\$14,383,291	\$133,045	\$19,492	\$119,170	\$13,875
\$14,670,956	\$135,706	\$22,153	\$121,831	\$13,875
\$14,964,375	\$138,420	\$24,867	\$124,545	\$13,875
\$15,263,663	\$141,189	\$27,636	\$127,314	\$13,875
\$15,568,936	\$144,013	\$30,460	\$130,138	\$13,875
\$15,880,315	\$146,893	\$33,340	\$133,018	\$13,875
\$16,197,921	\$149,831	\$36,278	\$135,956	\$13,875
\$16,521,880	\$152,827	\$39,274	\$130,117	\$22,711
\$16,852,317	\$155,884	\$42,331	\$110,463	\$45,421
\$17,189,364	\$159,002	\$45,449	\$90,870	\$68,132
\$17,533,151	\$162,182	\$48,629	\$71,339	\$90,842
\$17,883,814	\$165,425	\$51,872	\$0	\$165,425
\$18,241,490	\$168,734	\$55,181	\$0	\$168,734
\$18,606,320	\$172,108	\$58,555	\$0	\$172,108
\$18,978,446	\$175,551	\$61,998	\$0	\$175,551
\$19,358,015	\$179,062	\$65,509	\$0	\$179,062
\$19,745,176	\$182,643	\$69,090	\$0	\$182,643
\$20,140,079	\$186,296	\$72,743	\$0	\$186,296
\$20,542,881	\$190,022	\$76,469	\$0	\$190,022
\$20,953,738	\$193,822	\$80,269	\$0	\$193,822
\$21,372,813	\$197,699	\$84,146	\$0	\$197,699
\$21,800,269	\$201,652	\$88,099	\$0	\$201,652
			\$2,158,383	\$2,448,244

<sup>\*\*</sup> Assumes level value and tax rate over 30 year period for illustration purposes.

TOOLS & RESOURCES / EVENTS / CONTACT US /

#### Housing Virginia New Construction Economic Impacts

Source: https://housing forward va.org/toolkits/source book/residential-new-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator/linear-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-construction-economic-impact-calculator-calc



Estimated Local Economic Growth: \$18,657,570.00 Estimated Local Economic Growth: \$1,310,600.49

ABOUT /

#### Fluvanna County Comprehensive Plan

https://www.fluvannacounty.org/sites/default/files/fileattachments/planning amp zoning/page/4601/2015 comp plar

ILI	Lance Constitution of the			
	luvanna County's Comprehensive Plan is divided into twelve interconnected subjects. On Page 5, it notes "the plan			
_				
	vith specific goals and implementation strategies."			
Page 5	hapter 2 maps Fluvanna County's future form, mindful of the residents' individual property rights and the community's			
a	evelopment goals.			
	hapter 5 addresses visions for "Economic Development" in Fluvanna County. It notes "economic development is			
_	ssential to a sustainable Fluvanna County" and the chapter reinforces the "growth-area concept and sets forth the			
st	trategy for implementing the community planning areas".			
Page 6	chapter 8 discusses plans for "Housing" in Fluvanna County. "To remain sustainable and livable, the community needs			
a	liverse and affordable housing. Affordable housing serves homes making 80 percent or less of the area median			
	ncome (AMI). Rent or mortgage plus utilities also must not exceed 30 percent of monthly gross income."			
	hapter 9 details considerations for "Human Services" in Fluvanna County. It notes that <b>"human service needs,</b>			
_	articularly for low-and-moderate families, are related to affordable housing, and demand for services in Fluvanna			
	County continues to rise."			
	age 29 states "six areas - Lake Monticello (Rivanna), Palmyra, Zion Crossroads, Scottsville, Fork Union, and Columbia -			
Daga Ju	re designated growth areas established pursant to the Code of Virginia (Section §15.2-2223.1). These areas are also			
re	eferred to as Community Planning Areas, or CPAs." The development parcel for Colonial Circle is located in Fluvanna			
C	County's "Palmyra" Community Planning Area.			
Daga 34	the Community Element Matrix provided on Page 39 shows two particular configurations of development best-suited			
TC	or multifamily usage: Village and Rural Cluster. In both of these developments, the usage mix is targeted for 25-50%			
	nultifamily residential; the highest proportionate usage of multifamily for any of the development configurations.			
	On page 39, the plan notes that "affordable housing and workforce housing are vital to the community" and that			
	many affordable homes will bemultifamily structures." Presently, no multifamily apartments - affordable or market-			
_	ate - are available in Fluvanna County on the scale of what has been conceived with Colonial Circle. Additionally,			
	ensity incentives are supported for affordable housing in five of the six Community Planning Areas (Zion Crossroads,			
Ri	ivanna, Palmyra, Fork Union, Scottsville).			
	One of the recommendations for the Palmyra Community Planning Area is the guidance of village-scaled development.			
_	his section specifically notes Palmyra's desired role in "fostering village-scaled developments that include a mix of			
	uilding typesincluding affordable housing." Palmyra is one of two Community Planning Areas in Fluvanna County			
	with an explicit recommendation to support the creation of affordable housing.			
	Chapter 8 provides a definition of affordable housing in Fluvanna County. "Affordable housing is defined as housing			
Dago 110	which costs less than 30 percent (of) the monthly gross incomes of residents whose household incomes are 80 percent			
0	r less of the area median income." It also notes that "the addition of multifamily units to the housing mix would			
	ncrease Fluvanna's housing options and availability."			
	hapter 8 notes that "Fluvanna County is outperformed by its neighbors in terms of the provision of affordable			
	ousing". It specifically highlights that "partnerships are critical to the effective provision of affordable housing and			
i lo	ocal government action in collaboration with developersmakes for stronger, more cohesive, and more sustainable			
	ousing programs."			
	Chapter 9 describes that "affordable home ownership is a continuing and increasing concern as the cost of homes			
_	ontinues to rise much faster than household incomes". It also describes that "Fluvanna County needs a variety of			
at	ffordable housing opportunities forrentals."			
	the Community Diam authorizates with Illustration Cools and Starte Coll 1997 ASS Co. 2007			
	the Comprehensive Plan culminates with "Implementation Goals and Strategies" starting on Page 155. On Page 161, in			
	eference to Chapter 5 and the "Economic Development" of Fluvanna, <b>Community Development, Planning</b>			
	commission, and Staff are tasked with the ongoing work of "offering incentives for building mixed-income housing,			
Dago 161	vith an emphasis of workforce and affordable housing, in the community planning areas to maximize the use of			
e	xisting transportation corridors". On Page 163, in reference to Chapter 8 and the "Housing" of Fluvanna, the plan			
	asks the Planning Commission and Staff with "providing a variety of well-planned housing choices", including "a mix of			
h	ousing types and densities in individual developments (single and multifamily) as appropriate for area and existing or			
h <sub>0</sub>				

#### PERFORMANCE AGREEMENT

THIS PERFORMANCE AGREEMENT made and entered into this day of
, 2017, by and between the <b>ECONOMIC DEVELOPMENT AUTHORITY OF</b>
ALBEMARLE COUNTY, VIRGINIA, ("the EDA") BROOKDALE PARTNERS LP, a
Virginia limited partnership (the "Developer"), and ALBEMARLE COUNTY, VIRGINIA, a
political subdivision of the Commonwealth of Virginia (the "County").
WHEREAS, the Developer intends to develop affordable housing at Albemarle County
Parcel Number 07600-00-00-046C1, located on Country Green Road, Albemarle County,
Virginia, in substantial conformance with the Initial Site Plan application number
SDP201700003 approved by the County on March 20, 2017 (the "Project"); and
WHEREAS, the Albemarle County Board of Supervisors ("Board of Supervisors")
desires to promote and encourage affordable quality housing for all income levels in the County
of Albemarle, Virginia pursuant to Objective 6 of Chapter 9 in the Albemarle County
Comprehensive Plan; and
WHEREAS, on September 6, 2017, the Board of Supervisors adopted a Resolution
expressing the County's commitment to support the development of affordable housing by
agreeing to provide the Project with semi-annual grants through the EDA based on a certain
percentage of the taxes paid by the Developer due to the increased real estate assessment; and
WHEREAS, the EDA desires to promote and encourage the economic development and
vitality of the County and assist in providing affordable quality housing in the County by
agreeing to provide the Developer with any grants submitted to the EDA by the County to
support the development of affordable housing in the County; and
WHEREAS, the Board of Directors of the EDA approved a Resolution on
, agreeing to the terms of this Agreement and authorized
the Chairman of the EDA to sign this Agreement on behalf of the EDA; and

NOW, THEREFORE, in consideration of the mutual promises, covenants and obligations herein contained, and other good and valuable consideration, the parties agree as follows:

agreeing to the terms of this Agreement and authorized the County Executive to sign this

Agreement on behalf of the County.

WHEREAS, the Board of Supervisors approved a Resolution on \_\_\_\_\_\_,

- 1. The Developer agrees to the following:
- (a) The Developer agrees to develop the Project in substantial conformity with the Initial Site Plan application number SDP201700003 approved by the County on March 20, 2017. The Developer specifically agrees to develop at least eighty-four (84) units reserved for households with incomes less than 60% Area Median Income (AMI). As recommended by County Planning staff during the Initial Site Plan process, the Developer intends to utilize Density Bonus provisions in the Albemarle County Code (Section 18.4.3) to develop up to ninety-six (96) units reserved for households with incomes less than 60% Area Median Income (AMI) to be shown in a Final Site Plan application. This Performance Agreement shall apply to all affordable units developed pursuant to an approved Final Site Plan. The Developer shall certify annually to the County Executive that these affordable housing uses are continuing with respect to the Project.
- (b) The Developer shall obtain site plan and building permit approval from the County to construct at least eighty-four (84) residences at the Project. The Developer shall certify to the County it has been awarded Federal Low Income Housing Tax Credits eligible for affordable housing development and has obtained approval from a reputable financial institution agreeing to finance the construction of the buildings and appurtenant site improvements.
- (c) The Developer agrees to begin construction of the Project within One Hundred Eighty (180) days of obtaining building permit approval, subject to force majeure events or written agreement of the parties extending such time period.
- (d) The Developer shall substantially complete the construction of the Project in substantial accordance with the approved conceptual elevation and site plan and obtain the required certificate of occupancy (which may be a temporary certificate of occupancy) for the first building within thirty-six (36) months from the date construction begins, subject to force majeure events or written agreement of the parties extending such time period.
- (e) The Developer agrees to continuously operate and to maintain the Project during the term of this Agreement and be responsible for all maintenance, taxes, insurance and other costs associated with the Project. If the use of the Project changes during the term of this Agreement, the Performance Incentive will no longer be provided. If any County taxes on the Project are delinquent during the term of this Agreement, the Performance Incentive will not be provided until the delinquency is satisfied.

- 2. The County agrees to the following:
- (a) The County agrees to provide to the EDA funding for a Performance Incentive Grant (the "Grant") over a time period commencing with the first real estate tax bill that is based on an increased assessment of the property due to development of the Project which is billed after a certificate of occupancy (which may be a temporary certificate of occupancy) for the Project is issued and ending nineteen (19) years from the date of issuance of the final certificate occupancy for the Project. The Performance Incentive Grant shall be as follows:
- (i) Commencing on the date of issuance of the first tax bill reflecting an increased assessment arising out of the development of the Project after issuance of a certificate of occupancy (which may be a temporary certificate of occupancy) for Project and through 15 years after the issuance of the final certificate occupancy for the Project, the annual grant shall be based on 100% of real estate taxes paid on the tax increment (the amount of future increases in the real estate tax assessment above the existing assessment) (the "Tax Increment") of the property owned by the Developer and comprising the Project (Albemarle County Tax Parcel Number 07600-00-00-046C1), which shall be determined annually by subtracting (i) the stipulated current assessed value of the property of \$1,057,800 from (ii) the future assessed value of the property based upon a re-assessment of the property arising out of development of the Project (as determined by the Albemarle County Commissioner of the Revenue on an annual basis).
- (ii) In year 16, the Grant shall be based on 80% of the real estate taxes paid on the Tax Increment. In year 17, the Grant shall be based on 60% of the real estate taxes paid on the Tax Increment. In year 18, the Grant shall be based on 40% of the real estate taxes paid on the Tax Increment. In year 19, the Grant shall be based on 20% of the real estate taxes paid on the Tax Increment.
- (b) The County shall provide to the EDA the required funding for the Grant semiannually subject to the terms and conditions of this Agreement. The County shall provide the EDA the required funding for the Grant within fifteen (15) days after the Developer has paid the full amount of the assessed County real estate taxes due for the applicable half of the year.
- (c) The Grant shall commence with the first real estate tax bill issued that is based on an increased assessment of the property due to development of the Project after the issuance of a certificate of occupancy (which may be a temporary certificate of occupancy) for the Project.

  The Grant shall continue to be paid for a period of nineteen (19) years from the date of issuance of the final certificate occupancy for the Project.

- 3. The EDA Agrees to the following:
- (a) Subject to the Developer performing each and all of its obligations under this Agreement, the EDA agrees to, on a semi-annual basis, and within fifteen (15) days of receipt of the semi-annual Grant funding from the County, to disburse the Grant funding proceeds to the Developer consistent with the terms and conditions of this Agreement as requested by the County.
- (b) The EDA shall have no obligation to the Developer to provide the Grant if the County does not first provide the EDA with the funds. The EDA's only obligation to the Developer is to provide the Developer with the Grant funds that were provided to the EDA by the County.
- 4. This Agreement shall be governed by, construed, interpreted and the rights of the parties determined in accordance with the applicable laws of the United States and the Commonwealth of Virginia. The venue for any dispute between the parties relating to this Performance Agreement shall be exclusively state courts of competent jurisdiction in Albemarle County, Virginia or the United States District Court, Western District of Virginia, Charlottesville, Virginia.
- 5. Notice and other correspondence regarding this Agreement shall be hand delivered or mailed through the U.S. Mail or by national overnight carrier to the following addresses, or to such other or additional addresses as the parties may designate in writing:

EDA: Albemarle County Economic Development Authority

Attention: Chair 401 McIntire Road

Charlottesville, VA 22902

Developer: Brookdale Partners LP

Attention: William Park

1821 Avon Street Extended, Suite 200

Charlottesville, VA 22902

County: Albemarle County Executive's Office

Attention: County Executive

401 McIntire Road

Charlottesville, VA 22902

6. This Agreement shall inure to the benefit of any party acquiring the Project, without the written consent of the EDA or the County so long as the new entity expressly assumes the obligations herein and remains fully liable under this Agreement.

- 7. Each party shall execute and deliver, or cause to be executed and delivered, any and all instruments, documents and conveyances, and take any and all action as shall be necessary or convenient, required to vest in each party all rights, interests and benefits intended to be conferred in and under this Agreement.
- 8. This Agreement may be executed in Counterparts, each one of which, when all parties have signed, may be conformed and shall constitute an original document.
- 9. This Agreement shall be binding on the parties, their respective successors and assigns.
- 10. This agreement shall be subject to an annual appropriation by the Board of Supervisors. Failure by the Board of Supervisors to appropriate the Grant shall terminate this Performance Agreement with no further obligation upon the part of either party. Notwithstanding the foregoing to the contrary, provided the Developer pays the full amount of assessed real estate taxes due, the County shall fund the Grant as set forth in this Agreement.
- 11. This Performance Agreement may be amended by the mutual written consent of all three parties.
- 12. This Agreement is the full and complete agreement between the parties and no amendment or modification can be made to this Agreement unless and until it is reduced to writing and executed and delivered by all parties.

WITNESS the following signatures and seals.

## 

SIGNATURES CONTINUE ON THE FOLLOWING PAGE

My Commission Expires:

Registration Number:

# ECONOMIC DEVELOPMENT AUTHORITY OF ALBEMARLE COUNTY, VIRGINIA

	W. Rod Gentry, Chair
COMMONWEALTH OF VIRGINIA CITY OF CHARLOTTESVILLE:	
	nowledged before me this day of of the Economic Development Authority of Albemark
My Commission Expires:	Notary Public
Registration number:	
	COUNTY OF ALBEMARLE, VIRGINIA
	Jeffrey B. Richardson County Executive
COMMONWEALTH OF VIRGINIA CITY OF CHARLOTTESVILLE:	
	nowledged before me this day of secutive, on behalf of the County of Albemarle,
My Commission Expires:	Notary Public
Registration number:	
Approved as to form:	
County Attorney	

# FLUVANNA COUNTY BOARD OF SUPERVISORS MEETING PACKAGE ATTACHMENTS

Incl?	Item
$\boxtimes$	BOS Contingency Balance Report
	Building Inspections Report
$\boxtimes$	Capital Reserve Balances Memo
	CARES Fund Balance Memo
	Fluvanna County Bank Balance and Investment Report
$\boxtimes$	Unassigned Fund Balance Report
	VDOT Monthly Report & 2020 Resurfacing List
	CARES Act Memo to Localities - 1st Round
	CARES Act Memo to Localities - 2nd Round
	Updated CARES Act US Treasury Guidance



## **COUNTY OF FLUVANNA**

P.O. Box 540 Palmyra, VA 22963 (434) 591-1910 Fax (434) 591-1911 www.fluvannacounty.org

"Responsive & Responsible Government"

#### **MEMORANDUM**

**Date:** August 4, 2021

From: Tori Melton – Management Analyst

To: Board of Supervisors

Subject: FY22 BOS Contingency Balance

The FY22 BOS Contingency line balance is as follows:

Beginning Original Budget:	\$163,898
Available:	\$163,898



## **COUNTY OF FLUVANNA**

P.O. Box 540 Palmyra, VA 22963 (434) 591-1910 Fax (434) 591-1911 www.fluvannacounty.org

"Responsive & Responsible Government"

#### **MEMORANDUM**

**Date:** August 4, 2021

From: Tori Melton – Management Analyst

To: Board of Supervisors

**Subject:** FY22 Capital Reserve Balances

The FY22 Capital Reserve account balances are as follows:

#### **County Capital Reserve:**

FY21 Carryover	\$387,085
FY22 Budget Allocation:	\$200,000
Add: Closed CRM Project	\$155
FY22 Available:	\$587,240

#### **Schools Capital Reserve:**

FY21 Carryover	\$330,159
FY22 Budget Allocation:	\$200,000
Add: Closed CRM Project – 06/30/2021	\$1,096
FY22 Available:	\$531,255



## **COUNTY OF FLUVANNA**

P.O. Box 540 Palmyra, VA 22963 (434) 591-1910 Fax (434) 591-1911 www.fluvannacounty.org

"Responsive & Responsible Government"

#### **MEMORANDUM**

**Date:** August 4, 2021

From: Tori Melton – Management Analyst

To: Board of Supervisors

Subject: Unassigned Fund Balance

*FY21 Year End (Unaudited) Unassigned Fund Balance:	\$7,615,939
Current (Unaudited) Unassigned Fund Balance:	\$7,615,939

<sup>\*</sup>Audited FY21 Year End Unassigned Fund Balance will be available upon completion of the FY21 Comprehensive Annual Financial Report