

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division



CONTRACT AWARD

Title: **Defibrillators (AED's) and Related Accessories**

Contract Period: July 25, 2025, through July 24, 2026, w/ (4) 1-Year Options

Original Date of Issue: August 13, 2025

Date of Revision:

BID No: **RCO-RC-EPC-2025-006**

Rockland Catalog: **Health**

Authorized Users: United States Agencies, Other States & Political Subdivisions
Therein, Local Governments, School Districts & Non-Profit
Agencies

Address Inquiries To:

Name: Michele Phillips
Title: Purchaser II
Phone: 845-364-2984
Fax: 845-364-3809
E-mail: PhillipM@co.rockland.ny.us

Description

This contract is for defibrillators and accessories

Contract #	Vendor Number	Contractor & Address	Telephone No.
RCO 25-006	0000026498	Emergency Skills, Inc. 305 7 th Ave. Ste 1100 New York , NY 10001 Contact: Sarah V. Gillen sarahg@emergencyskills.com	212-564-6833 Fax: 212-564-6793

COUNTY OF ROCKLAND
DGS – PURCHASING DEPARTMENT
BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD
POMONA, NY 10970
TELEPHONE NO.: 845-364-3820
FAX NO.: 845-364-3809

VENDOR: Emergency Skills, Inc.

LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE	MANUFACTURER PRODUCT #
SECTION 1- HeartStart Home Automated External Defibrillator Includes Home Defibrillator, 1 pre-installed Battery, 1 set pre-installed SMART Pads Cartridge, Slim Carry Case, Quick Set-up Guide, Maintenance Booklet, Quick Reference Guide, Owner's Manual, Training DVD, 8-yr warranty for AED, 4-year warranty for Battery, Pads are warranted until expiration date. Other accessories include 1-year warranty.							
1-1	Philps HeartsStart Home AED- FDA approved, no assembly required, can be used on individuals with pacemaker M5068A_C01/861284_C01	46514	1	each	\$ 992.00	\$ 992.00	M5068A_C01
SECTION 2 - HeartStart OnSite Automated External Defibrillator (AED) Includes: OnSite Defibrillator, 1 pre-installed Battery, 1 set pre-installed SMART Pads Cartridge, user-selected Carry Case, Quick Set-up Guide, Maintenance Booklet, Quick Reference Guide, Owner's Manual, 8-yr warranty for AED, 4-year warranty for Battery, Pads are warranted until expiration date. Other accessories include 1-year warranty.							
2-1	OnSite AED <u>with</u> OnSite Standard Carry Case (space for spare battery, spare pads cartridge)- M5066A_C01/861282_C01 (CORE ITEM)	46514000073	20	each	\$ 1,023.00	\$ 20,460.00	M5066A_C01
2-2	OnSite AED <u>with</u> OnSite Slim Carry Case- M5066A_C02/861282_C02	46514	1	each	\$ 937.75	\$ 937.75	M5066A_C02
2-3	OnSite AED <u>with</u> OnSite Plastic Waterproof Shell Carry Case- M5066A_C03/861282_C03	46514	1	each	\$ 1,104.60	\$ 1,104.60	M5066A_C03
2-4	OnSite AED <u>plus</u> OnSite Ready-Pack (includes: Standard Carry Case, Spare Adult SMART Pads Cartridge Device and spare pads are pre-installed in carry case.) M5066A_R01/861282_R01	46514	1	each	\$ 1,061.40	\$ 1,061.40	M5066A_R01

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SECTION 3 - HeartStart FRx Automated External Defibrillator- Includes: one(1) pre-installed Battery, 1 set pre-installed SMART Pads II Cartridge, user-selected Carry Case, Quick Set-Up Guide, Maintenance Booklet, Quick Reference Guide, Owner's Manual, 8-year warranty for AED, 4-Year Warranty for Battery, Pads are warranted until expiration date. Other accessories include 1-year warranty							
3-1	FRx AED with FRx Standard Carry Case - Includes:FRx AED, Red Standard Carrying Case, one(1) Battery, and one pair of Smart Pads II Part # 861304-C01 (CORE ITEM)	46514000059	20	each	\$ 1,339.00	\$ 26,780.00	861304_C01
3-2	FRx AED with FRx Plastic Waterproof Shell Carry Case - Part # 861304-C03	46514	1	each	\$ 1,450.00	\$ 1,450.00	861304_C03
3-3	FRx AED plus FRx Aviation Bundle with Aviation Carry Case (zippered), Standard Battery Replaced with FRx Aviation Battery- Part # 861304-A01	46514	1	each	\$ 1,415.40	\$ 1,415.40	861304_A01
3-4	FRx AED with FRx Ready-Pack (includes: standard carry case, spare Adult SMART Pads II Cartridge. Device and spare pads are pre-installed in carry case) - Part # 861304-R01	46514	1	each	\$ 1,429.20	\$ 1,429.20	861304_R01
3-5	FRx AED + FRx Ready-Pack Aviation Bundle (includes: Aviation carry case (zippered), spare Adult SMART Pads II, Standard Battery replaced with FRx Aviation Battery - 861304-R02 (Order either A01 or R02, not both)	46514	1	each	\$ 1,444.80	\$ 1,444.80	861304_R02

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SECTION 4 - HeartStart Batteries, Pads and Infant/Child Keys							
4-1	Battery- Long Life lithium battery for HeartStart OnSite (M5066A, M5067A, M5068A) and FRx (861304) AED's , capacity to deliver a minimum of 200 shocks or 4 hours of patient monitoring, disposable, 5-year shelf life(4 years installed), 4 year manufacturer warranty Part # M5070A/989803121381 (CORE ITEM)	46514000034	80	each	\$ 131.00	\$ 10,480.00	M5070A
4-2	Battery, for FRx Aviation -lithium battery for aircraft use, Complies with TSO C-142, 4-year warranty Part # 989803139301	46514	1	each	\$ 136.50	\$ 136.50	989803139301
4-3	Battery- replacement long-life lithimum battery for FR3, shelf-life: 5 years and will last up to 3 years in your FR3 device, 3-year warranty Part # 989803150161	46514	1	each	\$ 203.45	\$ 203.45	989803150161
4-4	Electrode Pads- for HeartStart OnSite/Home Adult SMART Pads Cartridge- Part # M5071A/ 861291	46514	1	each	\$ 57.85	\$ 57.85	M5071A
4-5	Pads- replacement Infant Pads for HeartStart OnSite AED - designed for children under 8 years old or under 55 lbs Part # M5072A/ 861292	46514	1	each	\$ 81.25	\$ 81.25	M5072A

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4-6	Electrode Pads- replacement adult HeartStart SMART Pads II (1 set) for Philips FRx AED, single use only, expire 2 years after install date, -packaged in semi-rigid pads case, Part # 989803139261 (CORE ITEM)	46514000062	150	each	\$ 43.10	\$ 6,465.00	989803139261
4-7	Key- Infant/Child Key <u>only</u> for FRx AED- The Philips FRx AED is engineered with an Infant/Child key function, which enables the device to adapt to pediatric patients by reducing the energy level when the key is inserted. This feature ensures that the appropriate energy dosage is delivered to pediatric patients when using adult pads, provides for treating children under 55 lbs or 8 years of age. part # 861304:989803139311 (CORE ITEM)	46514000023	20	each	\$ 78.00	\$ 1,560.00	989803139311
4-8	Electrode Pads for the FR3 AED -Replacement Adult Smart Pads III includes: 1 set. Part # 989803149981	46514	1	each	\$ 42.25	\$ 42.25	989803149981
4-9	Electrode pads for FR3 AED, SMART Pads III, includes: 5 sets Part # 989803149991	46514	1	each	\$ 176.15	\$ 176.15	989803149991

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SECTION 5 -HeartStart Wall Signs, Awareness Placards, Posters							
5-1	AED Wall Sign, red trifold - Part # 989803170921 (CORE ITEM)	46514000065	5	each	\$ 27.00	\$ 135.00	989803170921
5-2	AED Awareness Placard, red-Easy-to-understand graphics raise awareness of passers-by about how to use an AED in an emergency- Part # 989803170901	80186	1	each	\$ 27.30	\$ 27.30	989803170901
5-3	English-AED Awareness Posters-Pack of four posters, 2 each of "Are You Ready?" and "It's Easy as 1-2-3" Part # 861476-ABA	80186	1	each	\$ 16.25	\$ 16.25	861476-ABA
5-4	Spanish-AED Awareness Posters-Pack of four posters, 2 each of "Are You Ready?" and "It's Easy as 1-2-3" Part # 861476-ABE	80186	1	each	\$ 16.25	\$ 16.25	861476-ABE
5-5	AED Wall Mount and Signage Bundle - Part # 861477	80186	1	each	\$ 110.60	\$ 110.60	861477
5-6	AED Signage Bundle (includes: AED Wall Sign, AED Awareness Placards, AED Posters) - Part # 861478	80186	1	each	\$ 53.30	\$ 53.30	861478

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SECTION 6 - HeartStart Cases, Fast Response Kits, Wall Mounts & Cabinets							
6-1	Carry Case <u>Slim</u> for OnSite AED- semi-rigid , can also hold a pair of paramedic scissors, Dimensions: 9.5"w X 8.5"h X 3.5"- Part # M5076A/989803121441 (when ordering case alone)	46514	1	each	\$ 83.85	\$ 83.85	M5076A/989803121441
6-2	Carry Case for the OnSite AED , can also hold a pair of trauma scissors, one spare pads cartridge and a spare battery. Dimensions: 9.5"w X 8.5"h X 4.8"d(when ordering case alone)- Part # M5075A/989803121431 (when ordering case alone)	46514	1	each	\$ 98.15	\$ 98.15	M5075A/989803121431
6-3	Standard Carry Case for FRx AED- semi-rigid , can hold the FRx AED along with accessories such as the infant/child key and extra pads and battery. Part # 989803139251 (when ordering case only)(CORE ITEM)	46514000024	5	each	\$ 110.00	\$ 110.00	989803139251
6-4	FRx Aviation Carry Case - Part # 989803180231	46514	1	each	\$ 107.25	\$ 107.25	989803180231
6-5	Carry Case-Waterproof, Plastic Shell Case - Watertight carry case holds the Philips OnSite, FRx, or FR2+ AED's with room for accessories, durable and waterproof hard-shell plastic. Designed for extra rugged use, particularly in outdoor settings. Part # YC/ 989803110251	46514000074	1	each	\$ 183.00	\$ 183.00	YC

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6-6	Kit- Phillips Fast Response Kit- includes: Laerdal pocket breathing mask, 2 pairs of hypoallergenic nitrile gloves, paramedic scissors, gallant chest hair razor and extra-absorbent paper towel in zippered pouch that attaches to the carry case Part # 68-PCHAT/989803101861 (CORE ITEM)	46514000063	20	each	\$ 36.25	\$ 725.00	68-PCHAT
6-7	Bracket- Wall Bracket for FRx, FR2, OnSite and Forerunner AED's- Part # 989803170891	34008	1	each	\$ 73.29	\$ 73.29	989803170891
6-8	Secure-Pull Seal- for use with Wall Mount - 10 pack, broken eal indicates the AED has been opened. Part # M3859A/ 989803108521	34008	1	each	\$ 9.10	\$ 9.10	M3859A/989803108521
6-9	Cabinet, AED Wall Cabinet (Basic) with door-activated audible alarm, wall surface-mount, metal construction- compatible with Philips FRx, Fr2, OnSite, Forerunner AED's, Dimensions: 16.5 x 15.0 x 6.0 inches Part # 989803136531 (CORE ITEM)	46514000025	5	each	\$ 235.00	\$ 1,175.00	989803136531
6-10	Cabinet, Semi-Recessed mount cabinet (premium) for FRx, OnSite and FR2 AED's, includes audible alarm and flashing strobe. Dimensions: 25.0 x 16.5 x 6.0 inches, Footprint on wall: 16.5 x 24.5 x 2.5 inches Part # PFE7023D	34008	1	each	\$ 425.00	\$ 425.00	PFE7023D

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6-11	Cabinet, Surface Mount cabinet (premium) for FRx, OnSite and FR2 AED's, includes audible alarm and flashing strobe. Dimensions: 22 1/5 x 16 x 6.0 inches Part # PFE7024D/ 989803110041	34008	1	each	\$ 425.00	\$ 425.00	PFE7024D
SECTION 7 - HeartStart Training Materials & Manuals							
7-1	HeartStart OnSite (HS1) Trainer- Includes: OnSite Stand-Alone Trainer, reusable Adult Training Electrode Pads, nylon carrying case, External Manikin Adaptr Strip, Software is consistant with AHA G2010 Guidelines, Part# M5085A/ 861295	46514000064	5	each	\$ 309.00	\$ 1,545.00	M5085A/861295
7-2	OnSite/Home Trainer Replacement Carry Case - Part # M5087A/ 989803130431	46514	1	each	\$ 22.75	\$ 22.75	M5087A/989803130431
7-3	TRAINING Cartridge- ADULT Training pads cartridge for Philips HeartStart OnSite AED, Includes: Adult Pad Placement Guide. Part # M5073A/ 861293 (CORE ITEM)	46514000067	30	each	\$ 87.75	\$ 2,632.50	M5073A/861293
7-4	OnSite/Home Infant/Child SMART Training pads Cartridge for Philips HeartStart OnSite AED, Includes: Pads Placement Guide. Part # M5074A/ 861294	46514000068	1	each	\$ 78.65	\$ 78.65	M5074A/861294
7-5	OnSite/Home Replacement Adult SMART Training Pads - Part # M5093A/ 989803129921	46514	1	each	\$ 35.75	\$ 35.75	M5093A/989803129921

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7-6	OnSite/Home Replacement Infant/Child SMART Training Pads - Part # M5094A/ 989803121451	46514	1	each	\$ 35.75	\$ 35.75	M5094A/989803121451
7-7	Training Toolkit for OnSite defibrillator -AHA 2005 Guidelines- INCLUDES: Powerpoint slides on Sudden Cardiac Arrest (on CD), Powerpoint slides on HeartStart OnSite Defibrillator (on CD), Presenter's Guide (on CD), Student's Guide (on CD), Training Video on the HeartStart OnSite Defibrillator Part # M5066-89100/ 989803121741	46514	1	each	\$ 27.95	\$ 27.95	989803121741
7-8	FRx Trainer - Part # 861306	46514	1	each	\$ 335.00	\$ 335.00	861306
7-9	Carry Case for FRx Trainer Replacement Case (one is included with the purchase of the philips FRx Trainer-(NOT FOR USE WITH LIVE FRx AED) Part # 989803139531	46514	1	each	\$ 22.75	\$ 22.75	989803139531
7-10	Pads- Training Pads II for HeartStart FRx or FRx Trainer , Voice Instructions includes CPR coaching, 8 different training scenarios, includes pair of reusable adhesive pads with integrated cable and connector. Part # 989803139271 , (for Infant/Child training, purchase Infant/Child Key) (CORE ITEM)	46514000047	50	each	\$ 96.00	\$ 4,800.00	989803139271
7-11	Pads- Training Pads-Replacement Training Pads II for FRx defibrillator . Includes: set of pads,wire and plug Part # 989803139291	46514000050	1	each	\$ 39.00	\$ 39.00	989803139291

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7-12	Training toolkit for FRx training- Includes: Powerpoint slides on Sudden Cardiac Arrest (on CD), Powerpoint slides on HeartStart FRx Defibrillator (on CD), Presenter's Guide (on CD), Student's Guide (on CD), Training Video on the HeartStart FRx Defibrillator (on DVD) -AHA 2010 Guidelines- Part # 989803139321	46514	1	each	\$ 27.95	\$ 27.95	989803139321
7-13	DVD for Training on FRx AED , running time approx. 25 minutes - Part # 989803139341	46514	1	each	DISCONTINUED		
7-14	Adult Pads Placement Guide -Part # M5090A/ 989803136471	46514	1	each	\$ 31.85	\$ 31.85	989803136471
7-15	Infant/Child Pads Placement Guide - Part # 989803139281	46514	1	each	\$ 41.60	\$ 41.60	989803139281
7-16	Internal Manikin Adapter (Compatible with HeartStart FRx Trainer 861306 only) - Part # M5088A/ 989803130441	46514	1	each	\$ 29.90	\$ 29.90	M5088A/989803130441
7-17	Adapter-External Manikin Adapters- Includes: 5 manakin strips, compatible with Philips HeartStart Onsite or FRx training system - Part # M5089A/ 989803129851 (CORE ITEM)	46514000066	100	each	\$ 75.35	\$ 7,535.00	M5089A
7-18	OnSite Owner's Manual / Instructions for Use - Part # 5066-91900/ 989803121471	46514	1	each	\$ 20.00	\$ 20.00	5066-91900/989803121471
7-19	OnSite Quick Reference Guide - M5066-97800/ 989803121661	46514	1	each	\$ 5.00	\$ 5.00	989803121661

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7-20	OnSite Trainer Instructions for Use - M5085-91900/ 453563474961	46514	1	each	\$ 9.75	\$ 9.75	M5085-91900
7-21	Home Owner's Manual - M5068-91925/ 989803121651	46514	1	each	\$ 25.35	\$ 25.35	M5068-91925
7-22	Home Instructions for Use - M5068-91900/ 989803121471	46514	1	each	\$ 16.90	\$ 16.90	989803121471
7-23	FRx Owner's Manual - 989803138731	46514	1	each	\$ 17.55	\$ 17.55	9893138731
7-24	FRx Quick Reference Guide - 989803138601	46514	1	each	\$ 12.35	\$ 12.35	989803138601
Section 8 - HeartStart AED Remote Monitoring Suite and Other AED Data Management Tools							
8-1	AED Remote Monitor, OnSite Remote Monitor Hardware (fits into standard OnSite carry case only) - 989803219821	20888	1	each	\$ 715.00	\$ 715.00	989803219821
8-2	AED Remote Monitor, FRx Remote Monitor Hardware (fits into standard FRx carry case only) - 989803219851	20888	1	each	\$ 715.00	\$ 715.00	989803219851
8-3	AED Remote Monitor, 3-Yr. Software License (one-time purchase per organization) - 989803219821	20888	1	each	\$ 75.00	\$ 75.00	989803219821
8-4	Data Messenger Software – Single PC - 861451_A01	20888	1	each	\$ 170.00	\$ 170.00	861451_A01
8-5	Data Messenger Software – Site-wide License - 861451_A03	20888	1	each	\$ 3,022.50	\$ 3,022.50	861451_A03
8-6	Configure Software - 861487	20888	1	each	\$ 73.10	\$ 73.10	861487
8-7	Event Review Pro Software – Single PC - 861431_A01	20888	1	each	\$ 1,865.50	\$ 1,865.50	861431_A01

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8-8	Event Review Pro Software – Multi-download - 861431_A06	20888	1	each	\$ 4,394.00	\$ 4,394.00	861431_A06
8-9	Infrared Adapter Cable - ACT-IR/ 989803121461	20888	1	each	\$ 185.00	\$ 185.00	ACT-IR/989803121461

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****EMPIRE STATE COOPERATIVE PROCUREMENT ALLIANCE**

The Counties of Chemung, Orange, Rockland, and Ulster ("Organizing Local Governments"), all being municipal corporations in the State of New York, have organized the Empire State Cooperative Procurement Alliance ("Alliance") to serve all public participating entities (as discussed below) through the creation of a procurement cooperative to issue cooperative bids, operate and maintain an e-sourcing, contract management and marketplace e-procurement system, and enable Alliance members to be in compliance with New York State bidding requirements, in identifying suppliers of commodities, good and services, and to realize the potential economies, including administrative cost savings.

The Organizing Local Governments of the Alliance have acted in accordance with section 119-o of the New York State General Municipal Law to cooperatively create the Alliance to fulfill their respective public and governmental purposes, needs, objectives and programs, and have additionally determined that public participating entities as described below shall be permitted to join the Alliance.

The purpose of this Request for Competitive Offers is to establish contracts with qualified bidder(s)/offeror(s) to provide competitive pricing for **Philips Brand Defibrillators (AED's) and related accessories** to all public participating entities (as discussed below). The County of Rockland ("County") is requesting offers for Motorola Radios and Services in furtherance of the Alliance. This solicitation intends to replace expiring contracts awarded by the State of New York. The Request for Competitive Offers will be used to create a new contract for the County and all Alliance Members (as defined below). Any contract resulting from this solicitation will be a permissive cooperative contract ("Contract") that may be used by public participating entities as described below.

This Request for Competitive Offer is designed to provide interested persons/organizations with sufficient information to submit bids/offers meeting the requirements. It is not intended to be comprehensive. Bidders/offerors are responsible for determining all factors necessary to submit a comprehensive offer. Bidders/offerors are encouraged to expand upon the specifications to add service and value consistent with Alliance's requirements.

Public Participating Entities

New York State political subdivisions and others authorized by New York State law may participate in the resulting Contract from this solicitation. These include, but are not limited to, local governments, public authorities, public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations through the Empire Procure Connect Marketplace administered by the Alliance. **There are currently 57 counties (outside NYC), 62 cities, 933 towns, 531 villages 690 school districts, 37 boards of cooperative educational services, 36 community colleges, 411 library districts, and 1803 fire companies/departments located in New York State that can make purchases through contracts awarded by the County on behalf of the Empire State Cooperative Procurement Alliance** and made available through its online marketplace - **Empire Procure Connect Marketplace ("EPC Marketplace")**. Visit www.empireprocureconnect.info for more information.

Empire Procure Connect and the EPC Marketplace have been developed in partnership with Periscope (as defined below) to streamline the selling process for public participating entities in New York. It is both a technology system and a cooperative purchasing program. Suppliers can establish their marketplace presence in the EPC Marketplace by utilizing Empire Procure Connect for this solicitation. In partnership with the Alliance, Periscope can develop

COUNTY OF ROCKLAND - DGS-PURCHASING

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TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006**

additional marketing campaigns to promote the product and services awarded under this solicitation in the EPC Marketplace.

To be eligible for the award, the bidder/offeror agrees, by submission of an offer, to fully cooperate with the Alliance and Periscope (and any authorized agent) to integrate the bidder's/offeror's presence in the EPC Marketplace.

**EMPIRE STATE COOPERATIVE PROCUREMENT ALLIANCE'S
TERMS AND CONDITIONS**

These terms and conditions are incorporated into the awarding County's contractual terms and conditions and apply to the awarding contract. All references below to "Contractor" shall mean the bidder/offeror awarded the Contract.

1. Empire State Cooperative Procurement Alliance

- a. Alliance is a county cooperative purchasing program in the State of New York facilitated by the Empire State Cooperative Procurement Alliance, which is comprised of Chemung, Orange, Rockland, and Ulster counties. The Contract is a permissive cooperative contract that may be used by other Public Participating Entities as described below.

2. Public Participating Entities

- a. New York State political subdivisions and others authorized by New York State law may participate in the Contract. These include, but are not limited to, local governments, public authorities, boards of cooperative educational services (BOCES), public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations through the Empire Procure Connect Marketplace administered by the Alliance.
- b. "Alliance Member" means a public participating entity conducting purchases pursuant to a cooperative contract established by the Alliance. The County is also an Alliance Member and may be included in references to same herein.

3. Quarterly Sales Reporting

As of the effective date of the Contract awarded from this solicitation, the Contractor shall be required to submit a quarterly report documenting all Sales made under the Contract ("Quarterly Sales Report"). "Sales" shall mean total invoices for Net Purchases. "Net Purchases" means the total gross purchases, less any credits, taxes, regulatory fees, and separately stated shipping charges not included in unit prices, procured by Alliance Participant, regardless of whether the EPC Marketplace is used as part of the purchase process. The Quarterly Sales Report shall be submitted directly to Periscope using the Reconciler portal (Periscope's reporting tool to which a link shall be provided to Contractor), or otherwise as reasonably directed by Periscope and/or the County, no later than thirty (30) calendar days after the end of each calendar quarter. The calendar quarters will end September 30th, December 31st, March 31st, and June 30th each year. The Quarterly Sales Report will include periods less than a full calendar quarter if the Contract does not start on the first day of a quarter or end on the last day of the quarter. Contractor shall submit one Quarterly Sales Report for each contract for each reporting period. The Quarterly Sales Report must contain the following information:

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- a. Complete and accurate details of all sales, credits, returns, refunds, and the like for the reporting quarter.
- b. Purchasing Alliance Member and type.
- c. Product/service description, unit price, quantity and total sale amount.
- d. Invoice number and date.
- e. Total Supplier Convenience Fee (as defined below), which is the amount due for the reporting quarter. **This fee is calculated by multiplying the quarterly Sales by 1.75%.**
- f. For all Sales made under or utilizing the pricing or other terms of the Contract that have been invoiced, the Contractor shall remit a fee in the amount of one and one-three quarter percent (1.75%) of all such Sales ("Supplier Convenience Fee") to Periscope; and
- g. Such other information as the County and/or Periscope may reasonably request.

If no sales were made during the reporting quarter, then a Quarterly Sales Report shall still be submitted showing zero sales and zero Supplier Convenience Fee due.

The Contractor is responsible for initiating and submitting the Quarterly Sales Report without prompting or notification from Periscope or the County. Periscope and the County assume no responsibility for Contractor's failure to meet its sales reporting and fee remittance obligations. The County reserves the right to contact the Contractor at any time to request that the Contractor attests to the amounts reported to have been paid to them by an Alliance Member.

The County and Periscope shall have a perpetual, irrevocable, non-exclusive, royalty-free, transferable right to display, modify, copy, and otherwise use reports, data, and information provided.

4. Remittance of the Supplier Convenience Fee

- a. Every quarter, and at the same time as the submission of the Quarterly Sales Report as provided above, the Contractor shall remit the Supplier Convenience Fee via automated clearing house (ACH) transaction directly to Periscope using the Reconciler portal, or as otherwise reasonably directed by Periscope or the County, no later than thirty (30) days after the end of each calendar quarter. The calendar quarters will end September 30th, December 31st, March 31st, and June 30th each year. Periscope's or the County's receipt or acceptance of any Quarterly Sales Report and/or Supplier Convenience Fee furnished pursuant to the Contract shall not preclude Periscope or the County from challenging the validity thereof at any time. Failure to submit the Quarterly Sales Report and/or Supplier Convenience Fee in a timely and accurate manner may result in the Contractor's goods and/or services being made ineligible for purchase through the EPC Marketplace. Continued non-compliance by the Contractor may result in the Contractor being found in default of the Contract. Assistance with Supplier Convenience Fee remittance is available from Periscope Customer Service by email or telephone and contact information shall be provided during the Contractor's onboarding.

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****5. Retention and Inspection of Records and Audit**

a. The Contractor shall keep records of all sales made to an Alliance Member in sufficient detail to enable the County to determine the Supplier Convenience Fee payable by the Contractor. **The County and/or Periscope** may examine and audit, at its own expense, the Contractor's sales records and Quarterly Sales Reports for completeness and accuracy. If such examination reveals underpayment of the Supplier Convenience Fee, the Contractor shall immediately pay Periscope the deficiency amount. If the examination reveals an underpayment of 5% or more, then the Contractor shall reimburse the **County and/or Periscope** for the cost of the audit.

6. Empire State Procurement Alliance Cooperative Program Marketing, Training, and Performance Review

- a. Contractor agrees to work cooperatively with County and Periscope personnel. The Contractor agrees to present plans to the County for the education of the Contractor's contract administrator(s) and sales/marketing workforce regarding the Contract, including the competitive nature of the Alliance's procurements, the Contract, and the way qualifying entities can participate in the Contract.
- b. Contractor agrees to notify the County and Periscope of any contractual most-favored-customer provisions in third-party contracts or agreements that may affect the promotion of the Contract or whose terms provide for adjustments to future rates or pricing based on rates, pricing in, or orders from the Contract. Upon request of the County or Periscope, the Contractor shall provide a copy of any such provisions.

7. Contractor's Compliance and Termination of Access

- a. The Contractor hereby acknowledges and agrees that the Alliance reserves the right to remove, suspend, or bar Contractor from using the EPC Marketplace if, in the Alliance's sole discretion, the Contractor fails to strictly adhere to: (i) The Alliance's rules, regulations, and policies, as may be updated from time to time, (ii) the laws and regulations of the using Alliance Member, and (iii) the laws and regulations of the State of New York. Failure to adhere includes violations of terms of use/service, code of conduct breaches, or any actions that contravene applicable local, county, or state laws.
- b. The Alliance may take immediate action to remove, suspend, or bar Contractor if the Alliance determines that the Contractor's continued use of the Alliance poses a risk to other users, the integrity of the Alliance and/or the EPC Marketplace, or violates any applicable laws or regulations.
- c. The duration and terms of removal, suspension, or barring shall be determined by the Alliance based on the severity and frequency of the violation(s). The Alliance reserves the right to permanently bar a Contractor for repeated or severe violations.
- d. The Contractor agrees that the Alliance's determination in these matters is final and binding.

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****Empire Procure Connect****1. Empire Procure Connect General Terms and Conditions**

- a. The Alliance entered into a multi-year agreement with Periscope Holdings, Inc. ("Periscope"), whereby Periscope will provide electronic marketplace hosting and management services to enable an Alliance Member to access a central online website to view and/or shop the goods and services available from existing Alliance cooperative contracts. The central online website is referred to as "Empire Procure Connect."
- b. The Contractor will have visibility in Empire Procure Connect with a marketplace presence that contains the Contractor's Contract and contact information. Marketplace presence implementation is also available to the Contractor at no additional cost to provide customers with information about the Contractor's products and services in a shoppable format. At a minimum, the Contractor is required to participate in Empire Procure Connect by creating a marketplace presence in the EPC Marketplace. The Contractor can implement a catalog in the marketplace as described below.
- c. Marketplace Presence - If the Contractor does not have a product listing to create a hosted catalog or a punchout catalog, they should establish a marketplace presence by providing marketing materials and website URLs showcasing their awarded products and services. Any pricing displayed must align with the prices listed in the Contract, ensuring consistency and transparency for potential buyers.
- d. At a minimum, the Contractor agrees to the following timeline: Periscope staff shall provide a written request to the Contractor to begin the onboarding process. Contractor shall: 1) attend a vendor onboarding meeting with Periscope within thirty (30) days of the date of execution of the Contract, and 2) complete marketplace presence or catalog approval process(es) within ninety (90) calendar days of the date of execution of the Contract. Contractor shall cooperate with the County and Periscope for any other reasonable requests to ensure an accurate depiction of the Contract in the EPC Marketplace.
- e. The Contractor shall ensure that any information or marketplace appearance complies with the Contract's scope and terms and conditions. Any identified deviation from the Contract must be corrected immediately. Any information or marketplace appearance that does not comply with the Contract's scope and terms and conditions can lead to a breach of contract and be escalated to the County for review and possible action. Any changes to the Contractor's marketplace presence permitted by the Contract must be pre-approved in writing by the County.

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****EPC Marketplace****1. Catalog Implementation**

- a. These terms and conditions apply whenever a catalog is implemented, either through a Periscope-hosted or Contractor-hosted catalog with Empire Procure Connect.
- b. Periscope does not have an additional charge to the Contractor for creating a marketplace catalog.
- c. These terms and conditions govern the Contractor's use of Empire Procure Connect, whether the Contractor creates a catalog through Periscope-hosted or Contractor-hosted ("punchout catalog") options. Alternatively, the Contractor may establish a marketplace presence if a hosted catalog is unsuitable for their needs.

- 2. The Contractor must collaborate with the County and/or Periscope as needed, including attending meetings, to establish and continuously maintain an EPC Marketplace catalog featuring products and services aligned with the contract items. The Contractor has the flexibility to select one of the available catalog options.

- a. Hosted Catalog – Contractor shall provide a list of its awarded products and services (including product name, descriptions, images, relevant specifications, keyword search terms, etc.) and pricing consistent with the Contract and in the electronic format provided by Periscope. The product and service list may only provide the awarded products and services at prices listed in the Contract, including quantity and other discounts. To maintain the most up-to-date version of the product and service list in compliance with Contract's terms and conditions, the Contractor must provide updated product and service pricing information via electronic format approved by Periscope at least annually but no more than four times per year or as otherwise permitted by the Contract.
- b. Punchout Catalog – Contractor shall "punch out" to its own online catalog, provided that its online catalog can be integrated with the EPC marketplace via Commerce extensible Markup Language. Contractor's punchout catalog may only provide the awarded products and services at prices listed in the Contract, including quantity and other discounts. Contractor must validate that the punchout catalog is current by providing a written update to Periscope every four (4) months (or as otherwise provided in the Contract), verifying that Contractor has audited the offered products and services and pricing

- 3. Any price stated by the Contractor under the Contract (including in its hosted or punchout catalog) shall be inclusive of the Supplier Convenience Fee, which the Contractor shall not reflect as a separate line item on customer quotes and invoices.
- 4. The catalog implementation 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 Empire Procure Connect users).

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****5. Revising Pricing and Product Offerings**

- a. Any revisions to product/service offerings (new products, altered SKUs, new pricing, etc.) must be pre-approved by the County and shall be subject to any other applicable restrictions concerning the frequency or amount of such revisions as stated in the solicitation.

6. Applicability

The Contractor agrees that the Alliance solely controls which contracts appear in the EPC Marketplace and may elect at any time to remove any or all the Contractor's offering from the EPC Marketplace.

- a. The County reserves the right to approve the pricing on the EPC Marketplace. This marketplace review right is solely for the benefit of the County 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 Contract.
- b. County-approved price changes are only effective once implemented within the EPC Marketplace. Errors in the Contractor's submitted pricing files will delay this process.

7. Contractor Support

- a. Periscope will provide contact information for implementation and support services through ongoing communications to all contractors and publicly available online resources.

8. Minimum Requirements

When the Contractor is providing a catalog for the EPC Marketplace, the Contractor agrees to meet the following requirements:

- a. The catalog must contain the current County approved contract pricing, including all applicable administrative fees and/or discounts built into the pricing, as well as the most County approved up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
- b. The catalog must include County's contract identification number; and
- c. The catalog must include detailed product line-item descriptions; and
- d. The catalog must include pictures.

9. NIGP/UNSCP Requirements: Contractor shall support using either the National Institute of Government Procurement (NIGP) or United Nations Standard Products and Services Code (UNSCP) commodity codes. NIGP is the preferred commodity code. NIGP/UNSPC versions that must be adhered to are driven by Periscope for the contractors and are upgraded yearly. Empire State Cooperative Procurement Alliance reserves the right to migrate to future versions of the NIGP/UNSPC Commodity Codes, and the Contractor shall be required to support the migration effort. All line items, goods, or services in the resulting contract must be associated with a NIGP/UNSCP Commodity Code. All line items must be identified at the most detailed NIGP/UNSPC Commodity Code level indicated by segment, family, class, and commodity.

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006**

SCOPE OF WORK AND SPECIFICATIONS

The County of Rockland, a member of the Empire State Cooperative Procurement Alliance, is requesting proposals for **Philips Defibrillators (AED's) and related accessories. The county has standardized the Philips brand for all defibrillators used by Rockland County Agencies. No alternative brands will be accepted. Bidders must be an Authorized Distributor and maintain stock in Core Items as specified.**

Cooperative contracting offers participating entities and suppliers enhanced administrative efficiency and the benefit of collective purchasing power, leading to overall cost savings. In some cases, Rockland County collaborates with other counties and local governments to merge the purchasing volume of their members into a single solicitation and contract, thereby broadening the potential customer base for contracted suppliers.

In addition, the complexity of the contract review and award process is much simpler when working with County governments, as opposed to complex award process of larger government entities.

Rockland County and the Alliance are looking for equipment, products, or services that align with the general requirements outlined in this RCO and are commonly sought after or mandated by local governments, law enforcement, fire and emergency services and other local government functions.

Estimated Contract Usage: Previous Contract usage (2024), for Rockland County, was approximately \$35,000.00. It is anticipated that the Empire Procure Connect Marketplace will result in a significant increased in revenue.

A Manufacturer may respond to this solicitation directly or authorized resellers may respond to the solicitation by region. A Manufacturer that responds directly may utilize Resellers to sell Equipment, and, if applicable, provide Services. A listing of the authorized Resellers must be submitted with the manufacturer's bid response and Resellers must be eligible to quote regionally or statewide, independently and lower than Manufacturer (Contract) pricing for procurements under resulting Contracts. Resellers must also be able to accept orders, invoice and receive payment.

1. SCOPE

- 1.1. The County of Rockland Purchasing Division is the lead agency issuing this Cooperative Bid for Phillips Defibrillators (AED's) and related accessories. This cooperative bid will aggregate the purchase volume of participating governments to achieve the best value for all agencies. Bidders must be an Authorized Distributor/Seller for Philips brand defibrillators(AED's) and related accessories. All Products must be Brand new and in original packaging. No refurbished.

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1.2. The county has standardized Philips defibrillators for all Rockland County agencies. No Alternate brands will be accepted.

1.3. Quarterly reporting and a Quarterly Convenience Fee (1.75%) are associated with all product sales under this Contract Award.

2. REQUIREMENTS

- 2.1. Suppliers must be an Authorized Distributor for Philips defibrillators and accessories. An Authorization letter may be requested and must be provided within 3 business days of request.
- 2.2. Supplier must have extensive knowledge of all products to provide assistance to all entities.
- 2.3. Bidders are required to maintain stock in **CORE ITEM** products, as specified on the cost proposal/bid table, including: HeartStart defibrillators (861304-C01, M5066A/861282 , HeartStart battery (M5070A/989803121381), HeartStart Pads (989803139261, M5071A/861291, M5072A/861292, 989803139271, M5073A) Infant/Child Key (989803139311) , HeartStart External Manikin Adapter (M5089A/989803129851), HeartStart Fast Response kit (68-PCHAT). Stock levels should be a minimum of the quantities listed on the Cost Proposal/Bid Table unless alternate quantities are agreed to. Maintained stock levels will be part of the evaluation process.
- 2.4. Awarded supplier must assign a knowledgeable person(s) to service this contract and serve as primary liaison between your company, manufacturer, and the ordering entities. (Contact Names, phone numbers, email addresses must be provided upon award).
- 2.5. All products must be brand new and in original packaging. No refurbished.
- 2.6. Quarterly sales reporting

3. TERM OF CONTRACT

- 3.1. The initial term of this contract is for one (1) year. The contract may be extended beyond the original contract period for up to (4) additional one-year terms upon mutual agreement and upon review of requirements of participating entities, current market conditions, and contractor performance. Actual quantities may be more or less than quantities listed on Cost Proposal/Bid Table.

4. CERTIFICATE OF EXPERIENCE

- 4.1. Bidders must provide contact information for minimum three(3) Government Agencies that they currently provide Philips AED products and or services to, for three or more years.

5. RESTRICTIONS

- 5.1. Bids containing restrictions will not be acceptable unless the County of Rockland deems that the restrictions conform to County requirements.

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- 6.1. All orders must ship FOB Destination prepaid and allowed.
- 6.2. All deliveries must be made inside unless alternate arrangements are agreed to by the ordering entity, at no additional cost.
- 6.3. Orders must ship within five business days of receipt, unless an alternate date is agreed to.

7. PRICE ADJUSTMENTS

A Price Adjustment request must be made in writing and include the reason for the request, documentation supporting the request (i.e., commodity increases), the current pricing, and the requested revised pricing, **no more than once per contract year**.

The County will review the Price Adjustment request. If the Price Adjustment is deemed reasonable the Price Adjustment request will be accepted by written acknowledgement. If the request is not accepted the County may entirely reject the request or may counter with revised pricing. In either case the County will provide a written explanation in support of the decision.

The Director of Purchasing may use available indexes (e.g., CPI or PPI) to determine if the requested Price Adjustment is reasonable. Typically, a Price Adjustment that exceeds 5% will not be approved unless very unusual and significant changes have occurred in the industry.

Awarded supplier will be required, by the terms of this contract, to hold pricing within these terms for the length of the contract. If prices awarded are based on special discounts provided to the supplier from the manufacturer, and then the discounts are removed, the supplier will still be obligated to provide the products at the awarded prices within the allowed CPI mark-up allowed. The supplier will have the option to decline the renewal of the contract as of the current expiration date.

8. PRICE ADJUSTMENTS DUE TO TARIFF CODES (if applicable)

- 8.1. In the event of changes to import tariffs or duties imposed by the U.S. government on the goods covered under this contract, the Contractor may request an adjustment to contract pricing. The following conditions apply:
- 8.2. Requests for price adjustments must be submitted in writing and include official government documentation on the tariff change.
- 8.3. Adjustments shall be limited to the actual cost impact of the tariff change and must not exceed the difference between the tariff rate at the time of bid submission and the new rate.
- 8.4. The County reserves the right to audit and verify the tariff impact before approval of any price adjustment.
- 8.5. Any approved increase shall be effective only for orders placed after the effective date of the tariff change.
- 8.6. If tariffs are reduced or removed, the contractor must adjust pricing downward accordingly."

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****9. RESELLER UTILIZATION:**

9.1. A Manufacturer may respond to this solicitation directly or allow authorized resellers to respond to the solicitation by region. A Manufacturer that responds directly may utilize Resellers to sell Equipment, and, if applicable, provide Services. A listing of the authorized Resellers must be submitted with the bid response and Resellers must be eligible to quote regionally or statewide, independently and lower than Manufacturer (Contract) pricing for procurements under resulting Contracts. Resellers must also be able to accept orders, invoice and receive payment.

10. USE OF FEDERAL FUNDS:

10.1. Purchases made under this contract may be funded in whole or in part with federal funds. Therefore, the following provisions will apply as required by the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, also known as the Uniform Guidance (2 CFR Part 200). The contractor must comply with all federal laws, regulations, and the specific terms and conditions related to the use of federal funds. This includes but is not limited to the following:

10.1.1. Equal Employment Opportunity: The contractor must comply with Executive Order 11246, as amended by Executive Order 11375, and all regulations issued by the Secretary of Labor (41 CFR Part 60), prohibiting employment discrimination

10.1.2. Davis-Bacon Act: For contracts subject to the Davis-Bacon Act, the contractor agrees to pay prevailing wages to laborers and mechanics as determined by the U.S. Department of Labor.

10.1.3. Contract Work Hours and Safety Standards Act: The contractor must comply with this Act, which governs the hours and safety standards for labor on federally funded contracts over \$100,000.

10.1.4. Rights to Inventions Made Under a Contract or Agreement: If the contract involves experimental, developmental, or research work funded by federal dollars, the contractor must comply with the provisions of 37 CFR Part 401.

10.1.5. Clean Air Act and Federal Water Pollution Control Act: For contracts exceeding \$150,000, the contractor must comply with all applicable standards, orders, or regulations issued under these Acts.

10.1.6. Debarment and Suspension: Contractors are prohibited from awarding contracts to any party listed on the General Services Administration's (GSA) System for Award Management (SAM) as debarred, suspended, or otherwise excluded from participation in federal programs.

10.1.7. Byrd Anti-Lobbying Amendment: Contractors who apply or bid for an award exceeding \$100,000 must file the required certification that they will not use federal funds to influence or attempt to influence any government official or employee in connection with obtaining any federal contract or award.

10.1.8. Procurement of Recovered Materials: The contractor must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act, which requires that items designated by the Environmental Protection Agency (EPA) be made from recovered materials.

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- 10.2. The contractor is responsible for completing and submitting the **Federal Contract Clauses** included in this solicitation with their Offer and ensuring that these and any other applicable federal contract clauses are included in any subcontracts and are adhered to throughout the performance of the contract. Failure to comply with these federal requirements may result in termination of the contract and other penalties as prescribed by law.

Award: The County's intent is to award this solicitation as:

- ☒ A statewide contract award to a single supplier; or
- ☐ Regional awards based on the regions listed below:
- ☐ A line-item Award to a single or multiple suppliers.

Region	Area	Counties
Region 1	Long Island	Nassau, Suffolk
Region 2	New York City	Bronx, Kings (Brooklyn), New York, Queens, Richmond (Staten Island)
Region 3	Hudson Valley East	Dutchess, Putnam, Westchester
Region 4	Hudson Valley West	Rockland, Orange, Ulster, Sullivan
Region 5	Albany/Capital	Albany, Columbia, Delaware, Fulton, Greene, Montgomery, Otsego, Rensselaer, Schenectady, Schoharie
Region 6	Adirondack	Clinton, Essex, Franklin, Hamilton, Saratoga, Warren, Washington
Region 7	Syracuse	Cayuga, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, St. Lawrence
Region 8	Finger Lakes	Broome, Chemung, Chenango, Cortland, Livingston, Monroe, Ontario, Schuyler, Seneca, Steuben, Tioga, Tompkins, Wayne, Yates
Region 9	Buffalo	Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans, Wyoming
Statewide	All Areas	All Counties

The County reserves the right to award this solicitation in the manner that is in the best interest of the County.

Insurance Requirements: NOTICE: Insurance requirements for specific purchases may vary depending on the products/services being purchased. It is the responsibility of the Authorized User/Participating Agency to obtain proof of insurance coverage from the supplier, that is required by their entity. Please refer to the Insurance Coverage Matrix included in this solicitation that identifies examples of insurance coverage that may be required. Authorized Users/Participating Entities should obtain insurance certificates from the supplier for their required coverages and limits.

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OFFER RESPONSE FORMAT

All Offers must include:

- **Executive Summary (50 Points)** It must indicate any requirements that cannot be met by the offeror. The reader should be able to determine the essence of the proposal by reading the executive summary.
- **Cost Proposal Offer/Bid Table (500 Points)-** (Upload as separate attachment) Please enumerate all costs on the attached Bid Tables. Bid Tables are to be uploaded as a separate attachment to your RCO response. Bid Tables must be downloaded from the Bonfire Portal. Please refer to the separate instructions titled: Proposal Submittal Procedures for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non-responsive.
- **Detailed Response (225 Points)** - This section must constitute the major portion of the proposal and must contain at least the following information:
 - A complete narrative of the offeror's assessment of the contract requirements, the offeror's ability and approach, and the resources necessary to fulfill the requirements. This should demonstrate the offeror's understanding of the desired overall performance expectations.
 - **Narrative Response Questionnaire** provided as part of this solicitation must be answered in the order provided as part of the Detailed Response.
 - Specifically accept the Empire Procure Connect Terms and Conditions and the Supplier Convenience Fee
 - Specifically acknowledge acceptance of the Empire Procure Connect Terms and Conditions and the Supplier Convenience Fee
 - Past and Present Performance Information Form for a minimum of three references from Government Agencies that these supplies are currently supplied to on a regular basis.
- **Value-Added Considerations (100 Points)** - Offeror may include any relevant services or products that will be provided to the County which may enhance the Offeror's proposal. See separate form titled "VALUE ADDED CONSIDERATIONS" to be filled out and included with bid
- **Required Forms** - Uploaded Separately on BonFire. The Statement of Required Disclosures, Representations and Certifications shall be completed and uploaded as separate pdf. file on the Bonfire Portal and includes:
 - a. Affidavit of non-collusion
 - b. Affidavit of Disclosure of Political Contributions
 - c. Certification Regarding Affirmative Action Plan

COUNTY OF ROCKLAND - DGS-PURCHASING

BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970

TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006**

- d. Business Dealings in Northern Ireland
- e. Past and Present Performance Information Form for a minimum of three references
- f. Disclosure of Supplier Responsibility Statement
- g. Supplier Information Page
- h. Certification Regarding Boycott, Divest and Sanctions (BDS) activities
- i. Federal Contract Clauses

Narrative Response Questions**To be uploaded as a separate document with bid (see "Narrative Response Questionnaire")**

1. How Long has your company been an Authorized Distributor for Philips Defibrillators (AED's) and related accessories?
2. How many employees do you have that are available and capable of providing customer support to multiple entities who will be utilizing this contract. Describe your Customer Service approach?
3. Do you maintain stock of Philips Defibrillators (AED's) and related accessories as specified? Please provide details. This will be confirmed with Philips. Maintained stock levels for each item must be listed on the columns on the Cost Proposal/ Bid Table. If stock is not maintained bidder must enter "0". (100 points)
4. Please describe your handling of items that are on a manufacturer backorder. How are manufacturer back orders handled/processed?
5. Specifically state if your Offer is a Statewide Pricing Offer or if you are submitting pricing for specific Regions as identified in this solicitation. If submitting pricing for certain Regions only, you must specifically state which Regions your pricing is for. **There are currently 57 counties (outside NYC), 62 cities, 933 towns, 531 villages 690 school districts, 37 boards of cooperative educational services, 36 community colleges, 411 library districts, and 1803 fire companies/departments located in New York State that can make purchases through contracts awarded by the County on behalf of the Empire State Cooperative Procurement Alliance.**
6. Please provide details for any services offered for consideration, that may add value to the proposal (See separate template titled "VALUE ADDED CONSIDERATIONS")
7. Please confirm understanding of the remittance of the 1.75% Convenience Fee associated with this contract on a quarterly basis.

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8. Please confirm your understanding of the required Quarterly Sales Reporting and describe your ability and process for maintaining these records.
9. Please confirm your understanding and acceptance of all of the Empire Procure Connect terms and conditions.
10. Do you currently hold any cooperative contracts with other agencies? If yes, please provide details and contract number.
11. Are you a NYS Certified M/WBE Supplier (25 Points)?

REQUEST FOR COMPETITIVE OFFERS – BEST VALUE AWARD PROCEDURES

All purchase contracts of the County of Rockland to be awarded by Best Value shall be awarded by a Request for Competitive Offers. For this purpose, the term "purchase contract" includes contracts for commodities, materials, supplies, equipment and service work, but excludes contracts necessary for the completion of a public works contract covered by the prevailing wage provisions of article 8 of the Labor Law, such as for building construction.

If Minority and Women-owned Business Enterprise ("MWBE"), Small Business or Non-Profit status requirements are of a concern to the County regarding procurement; or if the funding source (Federal or State) prefers the Best Value Award methodology; the Best Value award methodology may be used.

EVALUATION CRITERIA FOR THIS SOLICITATION

Criteria	Points
Cost Offer – Offers will be evaluated based on overall pricing structure on Philips-branded AED and Accessories products.	500
Detailed Response – demonstrates a clear understanding of the solicitation requirements, and that the Offeror can provide a well-structured response. Offeror's products and/or services compliance to the Scope of Work and Specifications- in addition to completed Narrative Response Questionnaire	250
Executive Summary	50
Supplier Stock Levels- Evaluation will be based on highest percentage of stocked items and quantities. Points for lower levels will be based on a % of the highest level	50
Value Added Considerations- Offer provides extra value to the offer (commodity or service)	100
MWBE Participation – Is the bidder a NYS Certified MWBE or does the bidder have Resellers that are NYS Certified MWBEs	50
Total available points	1000

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TITLE: Defibrillators (AED's) and Related Accessories**RCO-RC-EPC-2025-006****COST BENEFIT ANALYSIS REQUIRED**

The decision to award a contract on the basis of best value must be based on objective and quantifiable analysis. such as a cost-benefit analysis, whenever possible. In evaluating and determining to accept a higher priced offer, the Purchasing Division and County Department shall use a cost-benefit analysis to show quantifiable value or savings from non-price factors that offset the price differential of the lower price offers.

AWARD

The submission of an Offer implies the Offeror's acceptance of the evaluation criteria and Offeror's acknowledgment that subjective judgments must be made by the evaluation committee. Award of any contract shall be made to the responsible Offeror, whose Offer is determined to provide the Best Value to the County.

Award(s) may be made to the highest scoring Offeror(s) resulting from the evaluation procedure described above.

The County reserves the right to: accept other than the lowest priced offer, waive any informality, or reject any or all bids, with or without advertising for new bids, if in the best interest of the County.

DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION

Dr. Robert L. Yeager Health Center
50 Sanatorium Rd, Building A
Pomona, New York 10970
Phone: (845) 364-3820 Fax: (845) 364-3809
Email: purchasing@co.rockland.ny.us

Paul Brennan, FNIGP, NIGP-CPP, CPPO
Director of Purchasing

ADDENDUM # 1

RCO-RC-EPC-2025-006 **Defibrillators and Related Accessories**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

- 1. The following items have been removed from the Cost Proposal/ Bid Table in Bonfire. A REVISED Cost proposal/ Bid Table has been uploaded to Bidnet and Bonfire. Bidders are required to use the new REVISED (Addendum #1) Bid Table.**

Item #M5068A_C02/861284_C02
Item # M5068A_C04/861284_C04
Item# M5066A/ 861282
Philips OnSite Value Package
Philips OnSite Ready Pack Value Package
Philips OnSite Business Package
Philips OnSite Ready Pack Business Package
Item # 861304

- 1. Bidders are NOT required to get an Authorization letter from Philips prior to the bid opening.** Authorization letters will only be required upon request from the Rockland County Purchasing department as part of the evaluation process.

SIGNED:

Paul J. Brennan

PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO
DIRECTOR OF PURCHASING

ADDENDUM