# 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: 10/20/25

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

EPC Contract No: 0000359

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.	212-564-6833
		305 7 <sup>th</sup> Ave. Ste 1100	
		New York, NY 10001	
		Contact: Sarah V. Gillen	
		sarahg@emergencyskills.com	Fax: 212-564-6793

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT

Defibrillators (AED's) and Related Accessories

	BLD	G. A, 6th FLOC	*		I ROA	D		VENDOR: Eme
			ONA, NY NE NO.: 8	10970 45-364-3820	)			
		FAX N	O.: 845-3					
LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT	PRICE	EXTENDED PRICE	MANUFACTURER PRODUCT #
	SECTION 1- He							
	Includes Home Defibrillator, 1 pre-installed Batt	-				_	-	•
	Maintenance Booklet, Quick Reference Guide, Pads are warranted until			_		-		rranty for Battery,
1-1		46514	e. Other a	each		992.00	•	M5068A_C01
	Philps HeartsStart Home AED- FDA approved, no assembly required, can be used on individuals with pacemaker M5068A_C01/861284_C01	40314		Gacii	<b>,</b>	332.00	φ 332. <b>00</b>	PISOUSA_COT
	SECTION 2 - Heart	Start OnSite	Automate	d External I	Defibri	illator (	AFD)	
							<del></del>	
	Includes: OnSite Defibrillator, 1 pre-installed Bar	•	-installed	SMART Pads	s Cartr	ridge, us	er-selected Ca	
	up Guide, Maintenance Booklet, Quick Referen	ce Guide, Owr	-installed ner's Manı	SMART Pads ual, 8-yr war	s Cartr ranty f	ridge, us for AED,	er-selected Ca 4-year warrant	
2-1		ce Guide, Owr piration date.	-installed ner's Mani Other acc	SMART Pads ual, 8-yr war essories inc	s Cartr ranty f clude 1	ridge, us for AED, 1-vear w	er-selected Ca 4-year warrant arrantv.	y for Battery, Pads
2-1	up Guide, Maintenance Booklet, Quick Referen	ce Guide, Owr	-installed ner's Manı	SMART Pads ual, 8-yr war	s Cartr ranty f clude 1	ridge, us for AED,	er-selected Ca 4-year warrant arrantv.	
2-1	up Guide, Maintenance Booklet, Quick Referen are warranted until ex OnSite AED <u>with</u> OnSite Standard Carry Case (space for spare battery, spare pads cartridge)-	ce Guide, Owr piration date.	-installed ner's Mani Other acc	SMART Pads ual, 8-yr war essories inc	s Cartr ranty f clude 1 \$ 1,	ridge, us for AED, 1-vear w	ser-selected Ca 4-year warrant arrantv. \$ 20,460.00	y for Battery, Pads  M5066A_C01
	up Guide, Maintenance Booklet, Quick Referen are warranted until ex  OnSite AED with OnSite Standard Carry Case (space for spare battery, spare pads cartridge)-  M5066A_C01/861282_C01 (CORE ITEM)  OnSite AED with OnSite Slim Carry Case-	ce Guide, Owr piration date. 46514000073	-installed ner's Mani Other acc <b>20</b>	SMART Pads ual, 8-yr war essories inc each	s Cartr ranty f clude 1 \$ 1,	ridge, us for AED, 1-vear w ,023.00	ser-selected Ca 4-year warrant arrantv. \$ 20,460.00 \$ 937.75	M5066A_C01  M5066A_C02

VENDOR: Emergency Skills, Inc.

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT

BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA NV 10070

		POMO	ONA, NY	10970			
		TELEPHON	IE NO.: 8	45-364-3820			
		FAX N	O.: 845-3	64-3809			
LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE	MANUFACTURER PRODUCT #
	SECTION 3-H	leartStart FRx	Automat	ed External	Defibrillator	-	
	Includes: one(1) pre-installed Battery, 1 set pre	-installed SMA	RT Pads I	l Cartridge, ι	user-selected	Carry Case, Qu	ick Set-Up Guide,
	Maintenance Booklet, Quick Reference Guide	e, Owner's Mar	nual, 8-ye	ar waranty fo	or AED, 4-Yea	r Warranty for B	attery, Pads are
	warranted until exp		1		1		
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 Il Part # 861304-C01 (CORE ITEM)	46514000059	20	each	\$ 1,339.00	\$ 26,780.00	861304_C01
3-2	FRx AED <u>with</u> FRx Plastic Waterpoof Shell Carry Case - Part # 861304-C03	46514	1	each	\$ 1,450.00	\$ 1,450.00	861304_C03
3-3	FRx AED <u>plus</u> 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

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970 TELEPHONE NO.: 845-364-3820

FAX NO.: 845-364-3809

DESCRIPTION CATEGORY MANUFACTURER LINE EST. UNIT OF UNIT PRICE **EXTENDED** CODE QTY. **MEASURE** PRICE PRODUCT # NO. May be more or less SECTION 4 - HeartStart Batteries, Pads and Infant/Child Keys 46514000034 80 131.00 \$ 10,480.00 M5070A each 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) 4-2 1 136.50 \$ 46514 each 136.50 989803139301 Battery, for FRx Aviation-lithium battery for aircraft use, Complies with TSO C-142, 4-year warranty **Part** # 989803139301 4-3 46514 1 203.45 \$ 203.45 each 989803150161 **Battery- r**eplacement 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 4-4 57.85 \$ 46514 1 each 57.85 M5071A Electrode Pads- for HeartStart OnSite/Home Adult SMART Pads Cartridge- Part # M5071A/ 861291 4-5 81.25 | \$ 46514 1 each 81.25 M5072A Pads- replacement Infant Pads for HeartStart **OnSite AED** - designed for children under 8 years old or under 55 lbs Part # M5072A/ 861292

VENDOR: Emergency Skills, Inc.

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VENDOR: Emergency Skills, Inc.

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT

BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970

TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809

<b>LINE NO.</b> 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)	CATEGORY CODE 46514000062	EST. QTY. May be more or less 150	UNIT OF MEASURE each	\$ 43.10		MANUFACTURER PRODUCT # 989803139261
4-7	Key-Infant/Child Key only 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

# COUNTY OF ROCKLAND

# DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970

TELEPHONE NO.: 845-364-3820

FAX NO.: 845-364-3809

LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE	MANUFACTURER PRODUCT #
	SECTION 5 - Hea	artStart Wall S	Signs, Aw	areness Pla	cards, Poste	<u>rs</u>	
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

VENDOR: Emergency Skills, Inc.

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VENDOR: Emergency Skills, Inc.

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT

BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970

TELEPHONE NO.: 845-364-3820

		FAX N	O.: 845-3	64-3809			
LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE	MANUFACTURER PRODUCT #
	SECTION 6 - HeartSta	art Cases, Fas	t Respon	se Kits, Wa	ll Mounts & C	<u>abinets</u>	
6-1	Carry Case Slim 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/989803121 441
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/989803121 431
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

# VENDOR: Emergency Skills, Inc.

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# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970

Defibrillators (AED's) and Related Accessories

TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809

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NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PF	RICE	E	XTENDED PRICE	MANUFACTURER PRODUCT #
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	\$ 3	6.25	\$	725.00	68-PCHAT
6-7	Bracket- Wall Bracket for FRx, FR2, OnSite and Forerunner AED's- Part # 989803170891	34008	1	each	\$ 7	3.29	\$	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/989803108 521
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	\$ 23	5.00	\$	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	\$ 42	5.00	\$	425.00	PFE7023D

VENDOR: Emergency Skills, Inc.

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT

BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970

TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809

LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT	T PRICE	EX	XTENDED PRICE	MANUFACTURER PRODUCT #
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 &	Man	<u>uals</u>			
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	<b>\$</b>	1,545.00	M5085A/861295
7-2	OnSite/Home Trainer Replacement Carry Case - Part # M5087A/ 989803130431	46514	1	each	\$	22.75	\$	22.75	M5087A/989803130 431
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/989803129 921

# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

POMONA, NY 10970

Defibrillators (AED's) and Related Accessories

TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809

VENDOR: Emergency Skills, Inc.

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LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PRICE	E	XTENDED PRICE	MANUFACTURER PRODUCT #
7-6	OnSite/Home Replacement Infant/Child SMART Training Pads - Part # M5094A/ 989803121451	46514	1	each	\$ 35.75	\$	35.75	M5094A/989803121 451
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	46514000075	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		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

# VENDOR: Emergency Skills, Inc.

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# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809

LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT	PRICE	E	XTENDED PRICE	MANUFACTURER PRODUCT #
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			С	DISCONTINU	JED
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/989803130 441
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- 91900/9898031214 71
7-19	<b>OnSite Quick Reference Guide</b> - M5066-97800/ 989803121661	46514	1	each	\$	5.00	\$	5.00	989803121661

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# COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT

BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

Defibrillators (AED's) and Related Accessories

POMONA, NY 10970

TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809

LINE NO.	DESCRIPTION	CATEGORY CODE	EST. QTY. May be more or less	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE	MANUFACTURER PRODUCT #
7-20	OnSite Trainer Instructions for Use - M5085- 91900/ 453563474961	46514	1	each	\$ 9.75	\$ 9.75	M5085-91900
7-21	<b>Home Owner's Manual</b> - 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 Rem	ote Monitor	ing Suit	e and Oth	er AED Dat	a Manageme	nt Tools
8-1	AED Remote Monitor, OnSite Remote Monitor Hardware (fits into standard OnSite carry case only) - 989803219821	20888	1	each	\$ 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

VENDOR: Emergency Skills, Inc.

### COUNTY OF ROCKLAND

Defibrillators (AED's) and Related Accessories

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BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD

POMONA, NY 10970

TELEPHONE NO.: 845-364-3820

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LINE	DESCRIPTION	CATEGORY	EST.	UNIT OF	UNIT PRICE	EXTENDED	MANUFACTURER
NO.		CODE	QTY.	MEASURE		PRICE	PRODUCT #
			May be				
			more or				
			less				
8-8	Event Review Pro Software – Multi-download -	20888	1	each	\$ 4,394.00	\$ 4,394.00	861431_A06
	861431_A06						
8-9	Infrared Adapter Cable -	20888	1	each	\$ 185.00	\$ 185.00	ACT-
	ACT-IR/ 989803121461						IR/989803121461

#### **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

# **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.

#### **COUNTY OF ROCKLAND - DGS-PURCHASING**

BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

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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. SHIPPING

- 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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#### 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:

$\boxtimes$	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 <u>at least</u> 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

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- 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.		
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		
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		
Value Added Considerations- Offer provides extra value to the offer ( commodity or service)		
MWBE Participation – Is the bidder a NYS Certified MWBE or does the bidder have Resellers that are NYS Certified MWBEs		
Total available points		

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# **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