

COUNTY OF ROCKLAND  
Department of General Services  
**Purchasing Division**

# Contract Award Notification

Title: **Defibrillators and accessories-Philips**

Contract Period: December 8, 2022 through June 7, 2023 w/4-6 month options

Original Date of Issue: December 8, 2022

Date of Revision: February 24, 2023

**RFQ No:** **RFQ-RC-2022-125**

**Catalog:** **Health**

Authorized Users: County Agencies

Address Inquiries To:

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**Description**

This contract is for various Philips Defibrillators and Accessories

Contract #	Vendor Number	Contractor & Address	Telephone No.
RFQ 22-125	0000027410	Emergency Medical Products 5000 Tuttle Crossing Blvd Dublin, OH 43016 Contact: Andrew Love <a href="mailto:fran.black@buyemp.com">fran.black@buyemp.com</a> <a href="mailto:quotes@buyemp.com">quotes@buyemp.com</a>	800/558-6270 ext. 5137  FAX: 800/558-1551

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 Medical Products

LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Price	Manufacturer	Product Code	Delivery ARO (required for items with current need listed)
1	<b>Defibrillator-</b> HeartStart FRx Defibrillator-Quick Shock feature delivers shock within 8 seconds, Real-time step-by-step voice commands paced to your actions, and an audible metronome and CPR guidance assist the responder. Optional infant.child key for treating infants/children, lightweight, withstands up to 1,100 lbs and drops from 4 feet. Perform automatic self-tests, daily, weekly and monthly to check pad readiness and verify functionality and calibration of circuits and systems, can last up to 4 years between battery replacements. Includes one battery, red carrying case and one single use Smart Pads II, AHA G2005/G2010 Compliant <b>Phillips part #861304,</b> Brand Name only	46514000059	10	Each	<b>\$950.00</b>	<b>Philips</b>	<b>861304-C01</b>	<b>7-10 days</b>
2	<b>Pads-</b> HeartStart SMART Pads II for Phillips FRx AED-packaged in semi-rigid pads case, <b>Phillips part # 989803139261,</b> Brand Name only	46514000062	20	Each	\$35.88	<b>Philips</b>	<b>989803139261</b>	<b>VARIES</b>

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3	<b>Pads-</b> 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. <b>Philips part # 989803139271</b> , Brand Name only	46514000047	20	Each	\$69.50	<b>Philips</b>	<b>98903139271</b>	<b>VARIES</b>
4	<b>Pads-</b> Training Pads-Replacement Training Pads II for FRx defibrillator consists of set of pads/wire/plug <b>Philips part # 989803139291</b> , Brand Name only	46514000050	20	Each	\$21.00	<b>Philips</b>	<b>989803139291</b>	2 WEEKS
5	<b>Carry Case</b> for FRx defibrillator <b>Philips part # 989803139251</b> , Brand Name only	46514000024	10	Each	\$96.01	<b>Philips</b>	<b>989803139251</b>	2 WEEKS
6	<b>Key-</b> Infant/Child Key only for FRx defibrillator-provides for treating children under 55 lbs or 8 years of age. <b>Phillips part # 861304:989803139311</b> , Brand Name only	46514000023	15	Each	\$69.04	<b>Philips</b>	<b>98980313911</b>	7-10 DAYS

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7	<b>Kit-</b> 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 <b>Philips part # 68-PCHAT</b> , Brand Name only	46514000063	12	Each	\$27.20	<b>Philips</b>	68-PCHAT	2 WEEKS
8	<b>Battery-</b> Long Life lithium battery for HeartStart HS1/FRx AED, 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 <b>Philips part # M5070A/989803121381</b> , Brand Name only	46514000034	4	Each	\$108.84	Philips	M5070A	7-10 DAYS
9	<b>Cabinet, AED Cabinet</b> with door-activated audible alarm, wall surface-mount, metal construction-compatible with Philips FRx AED <b>Philips part # 989803136531</b> , Brand Name only	46514000025	8	Each	\$165.26	Philips	989803136531	2 WEEKS

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10	<b>HeartStart OnSite (HS1) Trainer</b> - Includes: OnSite Stand-Alone Trainer, reusable Adult Training Electrode Pads, nylon carrying case, External Manikin Adaptr Strip, Software is consistant with AHA G2010 Guidelines, <b>Philips part# M5085A</b> , Brand Name only	46514000064	3	Each	\$213.93	Philips	M5085A	2-3 WEEKS
11	AED WALL SIGN, Red Trifold <b>Philips Part # 989803170921</b> , Brand Name only	46514000065	10	Each	\$24.50	Philips	989803170921	7-10 DAYS
12	<b>Adapter- External Manikin Adapter</b> - Includes: 5 manikin strips, combatible with Philips HeartStart Onsite or FRx training system <b>Philips part # M5089A</b> , Brand Name only	46514000066	10	Each	\$72.55	Philips	M5089A	2 WEEKS
13	<b>TRAINING Cartridge- ADULT</b> Training pads cartridge for Philips HeartStart OnSite AED, Includes: Adult Pad Placement Guide <b>Philips part # M5073A</b> , Brand Name only	46514000067	20	Each	\$50.25	Philips	M5073A	VARIES

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LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Price	Manufacturer	Product Code	Delivery ARO (required for items with current need listed)
14	<b>TRAINING Cartridge- INFANT/CHILD</b> Training pads Cartridge for Philips HeartStart OnSite AED, Includes: Pads Placement Guide <b>Philips part # M5074A</b> , Brand Name only	46514000068	5	Each	\$55.60	Philips	M5074A	VARIES
15	<b>AED- HeartStart AED Trainer 3-</b> Includes: Training pads III Electrode pads, Simulated Text Display, interconnect cable, Rigid System carrying case, Training Infant/Child key, External Manikin adapter, Instruction manual, Additional language manuals on CD <b>Philips part # 861467</b> , Brand Name only	46514000069	3	Each	\$269.50	Philips	861467A01	VARIES
16	<b>TRAINING Pads-</b> HeartStart Replacement Training Pads III (for use with FR3 AED & AED Trainer 3) <b>Philips part # 989803150181</b> , Brand Name only	46514000070	10	Each	\$16.99	Philips	989803150181	VARIES
17	<b>Cable-</b> HeartStart Replacement Interconnect Cable (for use with FR3 AED & AED Trainer 3) <b>Philips part # 989803150201</b> , Brand Name only	46514000071	5	Each	\$12.41	Philips	989803150201	VARIES

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Upon receipt of all required approvals a Contract shall be deemed executed and created with the successful Bidder(s) upon the Commissioner's mailing or electronic communication to the address on the bid of: (i) a Letter of Acceptance; or (ii) a fully executed contract; or (iii) a Purchase Order authorized by the Commissioner								
Print Name: _____ Name of person responsible for this solicitation								
<b>By signing this solicitation, I acknowledge that I have downloaded, read, and accept Appendix A (Revised 08/2010) - General Terms and Conditions for this solicitation</b>								
Signature: _____								
Email Address: _____								
Direct Phone Number: _____								
Fax Number: _____								
I acknowledge the receipt of _____ addendums								
Date: _____								

**COUNTY OF ROCKLAND - DGS-PURCHASING**  
BLDG. A., 2ND FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE:**  
DEFIBRILLATORS AND RELATED  
ACCESSORIES

**RFQ NUMBER:**  
**RFQ-RC-2022-125**

## **SPECIFICATIONS**

### **1. SCOPE**

- 1.1. This solicitation is seeking competitive pricing from qualified suppliers to furnish and deliver Philips Defibrillators and Accessories to the County of Rockland.
- 1.2. Orders will be placed on an as need basis.
- 1.3. This Contract will be for a six-month term from date of Award, with the four(4) six-month options to renew.
- 1.4. Total purchases will not exceed \$20,000.000 for the life of the contract.
- 1.5. No alternates will be accepted.

### **2. REQUIREMENTS**

- 2.1. All submissions must be for products as specified.
- 2.2. No alternates will be accepted
- 2.3. The attached Federal Contract clauses must be notarized and submitted (all pages) with quote. You will be deemed non-responsive and removed from evaluation if these are not included with your quote.
- 2.4. The attached Statement of Required Disclosures, Representations and Certifications must be filled out and notarized and submitted (all pages) with quote. You will be deemed non-responsive and removed from evaluation if these are not included with your quote.
- 2.5. Lowest bidder will be required to submit Certificate of Liability insurance with County listed as Additional insured (see sample certificate for minimum requirements), Workers Compensation Certificate(C-105.2), Disability Insurance Certificate (DB-120.1) or Attestation of Exemption (CE-200)
- 2.6. Certificate of Experience
- 2.7. Prices submitted must be FOB destination
- 2.8. All products shipped must be brand new and in original packaging.

### **3. DELIVERY**

- 3.1. Delivery must be within 10 business days after receipt of purchase order, unless agreed to by the County of Rockland in writing
- 3.2. Packing lists with PO number listed, must be included with all shipments.
- 3.3. All invoices are to be sent to [AP\\_invoices@co.rockland.ny.us](mailto:AP_invoices@co.rockland.ny.us).

### **4. QUANTITIES**

- 4.1. The quantities listed on the proposal pages are only estimates.
- 4.2. Several items have a Current Need quantity listed. Delivery ETA must be provided for these items/quantities in the Delivery ARO column.



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- 4.3. Quantities may be more or less than the quantities listed. The successful bidder will be required to furnish quantities even if different than those listed, whether it be more or less, during the term of the contract.

## **5. REFERENCES**

- 5.1. Bidders must provide a minimum of three (3) references where the offered product has been delivered and accepted. See Certificate of Experience. Failure to submit this form may result in your bid submission being deemed non-responsive.

## **6. TERM OF CONTRACT**

- 6.1. The term of the contract specified herein will be for six (6) months from date of Award. The contract may be extended, with the mutual consent of the Owner, and the successful Supplier four up to four (4) additional six-month terms, or until the contract has reached its maximum of \$20,000.00.

## **7. CONTRACT PRICE ADJUSTMENTS UPON RENEWAL**

The County recognizes this product or service has a price component that may have a commodity with changing costs. The Contractor/Supplier may request a Price Adjustment no more frequently than once every six (6) months.

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.

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.

In the event industry costs decline, the County shall have the right to receive, from the Contractor, a reasonable reduction in prices/pricing that reflect such cost changes in the industry. The County will make a written request to the Contractor for a Price Adjustment in writing with supporting documentation.

## **8. AWARD**

- 8.1. The County intends to Award this contract in its entirety, to the lowest responsive, responsible bidder that has supplied and met all of the requirements.
- 8.2. The county reserves the right to Award this contract on a line-by-line basis to the lowest responsive and responsible bidder, if it is in the best interest of the county.

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**PURCHASES BY NON PROFIT AGENCIES**

As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to non profit agencies through our website: **[www.rcpurchasing.com](http://www.rcpurchasing.com)**
2. Any Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other non profit agency for which the purchase was made.
4. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any Rockland County non profit agency authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at [www.rcpurchasing.com](http://www.rcpurchasing.com). The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.

Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the political subdivisions or Rockland County non profit agencies.