

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

# Contract Award Notification

Title: **Defibrillators and Accessories-Philips**

Contract Period: **December 4, 2023, through December 3, 2024, w/ (4) 1-year options**

Original Date of Issue: December 6, 2023

Date of Revision: 04/08/2024

**RFQ No:** **RFB-RC-2023-107**

**Catalog:** **Health**

Authorized Users: County Agencies

Address Inquiries To:

Name: Michele Phillips  
Title: Purchaser I  
Phone: 845-364-2984  
Fax: 845-364-3809  
E-mail: [phillipm@co.rockland.ny.us](mailto:phillipm@co.rockland.ny.us)

**Description**

This contract is for various Philips Defibrillators and Accessories

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 23-107	0000028370	The Maclean Group LLC d/b/a Maclean Health 2233 Watt Ave., Ste #296 Sacramento, CA 95825 Contact: Preeya Sharma <a href="mailto:preeya@macleanhealth.com">preeya@macleanhealth.com</a>	916-579-2672  FAX: 916-270-2142

Authorized Agencies wishing to piggyback off of this contract must contact Preeya Sharma.  
All purchase orders must reference the Bid # RFB-RC-2023-107

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: The Maclean Group LLC  
d/b/a Maclean Health

LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Cost	Manufacturer	Product Code
0-1	<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 red carrying case, one battery and one single use Smart Pads II, AHA G2005/G2010 Compliant <b>Philips part #861304</b> , Brand Name only	46514000059	8	Each	\$ 1,154.45	Philips	Philips part # 861304
0-2	<b>Pads-</b> HeartStart SMART Pads II for Phillips FRx AED-packaged in semi-rigid pads case, <b>Philips part # 989803139261</b> , Brand Name only	46514000062	110	Each	\$ 35.65	Philips	Philips part # 989803139261

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LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Cost	Manufacturer	Product Code
0-3	<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	<b>46514000047</b>	<b>20</b>	<b>Each</b>	<b>\$ 51.92</b>	<b>Philips</b>	<b>Philips part # 989803139271</b>
0-4	<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	<b>46514000050</b>	<b>50</b>	<b>Each</b>	<b>\$ 20.14</b>	<b>Philips</b>	<b>Philips part # 989803139291</b>
0-5	<b>Carry Case</b> for FRx defibrillator <b>Philips part # 989803139251</b> , Brand Name only	<b>46514000024</b>	<b>8</b>	<b>Each</b>	<b>\$ 88.21</b>	<b>Philips</b>	<b>Philips part # 989803139251</b>
0-6	<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	<b>46514000023</b>	<b>5</b>	<b>Each</b>	<b>\$ 66.05</b>	<b>Philips</b>	<b>Philips Part # 861304:989803139311</b>

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LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Cost	Manufacturer	Product Code
0-7	<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	<b>46514000063</b>	<b>20</b>	<b>Each</b>	<b>\$ 24.26</b>	<b>Philips</b>	<b>Philips Part # 989803101861 Old Material Number: 68-PCHAT</b>
0-8	<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	<b>46514000034</b>	<b>60</b>	<b>Each</b>	<b>\$ 101.48</b>	<b>Philips</b>	<b>Philips part # M5070A/989803121381</b>
0-9	<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	<b>46514000025</b>	<b>2</b>	<b>Each</b>	<b>\$ 151.80</b>	<b>Philips</b>	<b>Philips Part # 989803136531</b>

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LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Cost	Manufacturer	Product Code
0-10	<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	<b>46514000064</b>	<b>2</b>	<b>Each</b>	<b>\$ 257.95</b>	<b>Philips</b>	<b>Philips Part # M5085A</b>
0-11	<b>AED WALL SIGN, Red Trifold</b> <b>Philips Part # 989803170921</b> , Brand Name only	<b>46514000065</b>	<b>5</b>	<b>Each</b>	<b>\$ 21.60</b>	<b>Philips</b>	<b>Philips Part # 989803170921</b>
0-12	<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	<b>46514000066</b>	<b>100</b>	<b>Each</b>	<b>\$ 30.00</b>	<b>Philips</b>	<b>Philips Part # 989803129851</b> <b>Old material number: M5089A</b>
0-13	<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	<b>46514000067</b>	<b>30</b>	<b>Each</b>	<b>\$ 45.00</b>	<b>Philips</b>	<b>Philips Part # 861293 Old Material Number: M5073A</b>

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LINE NO.	DESCRIPTION	Category Code	Estimated Qty	Unit of Measure	Unit Cost	Manufacturer	Product Code
0-14	<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	<b>46514000068</b>	<b>5</b>	<b>Each</b>	<b>\$ 48.00</b>	<b>Philips</b>	<b>Philips Part # 861294 Old Material Number: M5074A</b>
0-15	<b>% DISCOUNT off Manufacturers Current List Price on Philips Defibrillators parts and accessories not specified in lines 1-14. % discount must be entered as a decimal ( ie 30%= .30)</b>	<b>46514000072</b>	<b>100</b>	<b>%</b>	<b>25%</b>	<b>Philips</b>	<b>N/A</b>
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							

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**TITLE: Defibrillators and Related Accessories- Philips  
Brand**

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## PURCHASES BY OTHER

### LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON-PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). 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 other political subdivisions and non-profit agencies through our website: [www.rcpurchasing.com](http://www.rcpurchasing.com)
2. Any other political subdivision or 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 political subdivisions and Rockland County non-profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. 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 other political subdivision in New York State and Rockland County non-profit agencies 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.
6. 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 other political subdivisions and Rockland County non-profit agencies.

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## **SPECIFICATIONS**

### **1. SCOPE**

- 1.1. This solicitation is seeking competitive pricing from Authorized Distributors of Philips brand Defibrillators and Accessories, to be furnished and delivered to various agencies in the County of Rockland.
- 1.2. Orders will be placed on an as need basis.
- 1.3. Philips brand defibrillators and accessories have been standardized for the County of Rockland. 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. Prices submitted must be FOB destination
- 2.4. All products shipped must be brand new and in original packaging.
- 2.5. Bidders must provide an Authorized Distributor letter, from Philips, with their bid, otherwise bidder may be deemed non-responsive.

### **3. DELIVERY**

- 3.1. Orders will be placed on an as need basis.
- 3.2. Delivery must be within 10 business days after receipt of purchase order, unless agreed to by the County of Rockland in writing.
- 3.3. Packing lists with PO number listed, must be included with all shipments.
- 3.4. 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. 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. DISCOUNT OFF MANUFACTURERS LIST PRICE**

- 5.1. Bid prices shall be in a form of a percent discount off prices from the manufacturers Current Published Price List and/or Catalog price. Such discounts as quoted shall apply to all unit levels such as each; case, pack, etc. as shown in the manufacturers current Published Price List and/or Catalog.



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- 5.2. The Bidder must provide the County of Rockland with one (1) copy of the Manufacturer's Current Published Price List with their bid or within 3 days of request, otherwise bidder will be deemed non-responsive and removed from evaluation.
- 5.3. Successful bidders shall be required to notify the Rockland County Purchasing Division of any revisions to submitted price list and to supply updated price lists when available.
- 5.4. Price increases listed in new Price Lists will be allowed only after updated price lists have been provided to the Rockland County Purchasing Division.
- 5.5. Bidder shall offer current promotional sales pricing, when the promotional sale pricing is lower than the percentage-off discount awarded under this contract.
- 5.6. All discounts must include shipping FOB destination. There shall be no additional allowance for freight/shipping.

## **6. BILLING PROCEDURE**

- 6.1. All invoices for items sold to any authorized agency as a result of this contract must provide the following information: Purchaser Order #, Quantity, Description of Item Purchased, Stock or Catalog #, Manufacturers List or Catalog Price, Discount, Net Price per item and total price per invoice. ALL INVOICES MUST CONTAIN THE PURCHASE ORDER NUMBER.

7. **WARRANTY** All warranties from the manufacturer shall apply. Bidder shall, as part of its bid furnish its warranty/guarantee for all goods/services to be furnished hereunder. As a minimum, Bidder shall warrant all goods for a period of one year from date of acceptance.

## **8. REFERENCES**

- 8.1. 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.

## **9. TERM OF CONTRACT**

- 9.1. The term of the contract specified herein will be for one (1) year 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 one-year terms.

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

Any alterations to this document made by the Offeror may be grounds for rejection of the proposal, cancellation of any subsequent award, or any legal remedies available to the County of Rockland.

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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, letter from manufacturer), 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.

## **11. AWARD**

- 11.1. 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.
- 11.2. The county reserves the right to Award this contract on a line-by-line basis to the lowest responsive and responsible bidders, if it is in the best interest of the county.

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
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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**

### **RFB #: RFB-RC-2023-107** **Defibrillators and Related Accessories- Philips Brand**

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.

#### **Section 2. REQUIREMENTS- REVISED**

##### **Requirement 2.5.**

Original removed- Bidders must provide an Authorized Distributor letter, from Philips, with their bid, otherwise bidder may be deemed non-responsive.

**NEW- No Authorized Distributor Letter will be required with the bid submission. However, Bidders must still be an Authorized Contracted Distributor for Philips AED equipment. The County will verify supplier status with Philips before a contract will be awarded.**

**SIGNED:**

*Paul J. Brennan*

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

ADDENDUM

11/15/23