



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #11-0043 FOR SCTI HEALTH
OCCUPATIONS DEFIBRILLATION/MEDICAL EQUIPMENT**

Bids to provide SCTI Health Occupations Defibrillation/Medical Equipment' were received from six vendors on January 27, 2011. The bids of Laerdal Medical Corporation and QuadMed, Inc., were the best low bids meeting the advertised specifications. Reasons for not selecting the apparent low bid are included with the bid tabulation. This bid is effective until June 30, 2011. Funding for these purchases is contained in the capital budget allocated for the project.

Requested by:
Todd Bowden

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 02-08-11

Fiscal Impact: \$133,572.50

Funding: Capital

Recommended Motion: That the bids of Laerdal Medical Corporation and QuadMed, Inc., to provide 'SCTI Health Occupations Defibrillation/Medical Equipment' in the amount of \$133,572.50, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

		Henry Schein, Inc.		Laerdal Medical Corporation		
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price
A.	DEFIBRILLATION EQUIPMENT					
1.	Monitor/defibrillator with manual and AED external defibrillation with a 8.4" color LCD display. PHYSIO CONTROL LIFEPAK 15 or approved alternate. (NEW UNITS ONLY)	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:					
	Indicate extended warranty options:					
1a.						
1b.						
2.	Lithium-ion batteries 5.7 Ah, 5.7 amp hour, 11.1 volt, rechargeable, with fuel gauge. PHYSIO CONTROL (Item #21330-001176).	4	\$ 456.63	\$ 1,826.52		
			1137399			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

ITEM & DESCRIPTION		Each	Medical Shipment LLC		Physio-Control, Inc.			
			Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
A. DEFIBRILLATION EQUIPMENT								
1.	Monitor/defibrillator with manual and AED external defibrillation with a 8.4" color LCD display. PHYSIO CONTROL LIFEPAK 15 or approved alternate. (NEW UNITS ONLY)	4	\$ 20,646.25	\$ 82,585.00	\$ 27,916.00	\$ 111,664.00		
	Alternate brand & model bid:							ACLS LIFEPAK 15 monitor/defibrillators, used devices, no warranty, delivery subject to availability.
	Alternate brand & model pricing:							\$ 17,447.50 \$ 69,790.00
	Indicate included manufacturer's warranty:				1 year			
	Indicate extended warranty options:				None - Service Contract Available		None - Service Contract Available	
1a.					MC999-001005 5 year on-site repair as needed and 1 inspection per year \$5165.00	\$ 20,660.00	MC999-001005 5 year onsite repair as needed, one inspection per year, \$5165.00	\$ 20,660.00
1b.								
2.	Lithium-ion batteries 5.7 Ah, 5.7 amp hour, 11.1 volt, rechargeable, with fuel gauge. PHYSIO CONTROL (Item #21330-001176).	4	\$ 275.30	\$ 1,101.20	\$ 303.20	\$ 2,425.60	\$ 303.20	\$ 2,425.60
					**Bid two batteries per device - total of 8		**Bid two batteries per device - total of 8	
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Indicate included manufacturer's warranty:				1 year		1 year	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

		QuadMed, Inc.		School Health		
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price
A.	DEFIBRILLATION EQUIPMENT					
1.	Monitor/defibrillator with manual and AED external defibrillation with a 8.4" color LCD display. PHYSIO CONTROL LIFEPAK 15 or approved alternate. (NEW UNITS ONLY)	4	\$ 27,613.24	\$ 110,452.96		
	Alternate brand & model bid:		Physio P/N 99577-000087			
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:		1 year mfg. warranty			
	Indicate extended warranty options:					
1a.						
1b.						
2.	Lithium-ion batteries 5.7 Ah, 5.7 amp hour, 11.1 volt, rechargeable, with fuel gauge. PHYSIO CONTROL (Item #21330-001176).	4	\$ 334.41	\$ 1,337.64	\$ 319.00	\$ 1,276.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:		1 year		1 year	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

		Henry Schein, Inc.		Laerdal Medical Corporation		
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price
3.	Station battery chargers, includes AC power cord, mounting bracket and operating instructions. PHYSIO CONTROL (Item #11577-000004).	2	\$ 1,779.76	\$ 3,559.52		
			1137358			
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						
4.	5-Wire ECG cable, right-angle connector, 4-wire limb plus 1 chest lead, labeled "V1" on the LIFEPAK 15 monitor reports. PHYSIO CONTROL (Item #11110-000066).	4	\$ 60.12	\$ 240.48		
			9212686			
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						
5.	Standard carrying case with right pouch and left pouch, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11577-000002).	4	\$ 243.90	\$ 975.60		
			4995532			
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						

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Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

ITEM & DESCRIPTION	Each	Medical Shipment LLC		Physio-Control, Inc.			
		Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
3. Station battery chargers, includes AC power cord, mounting bracket and operating instructions. PHYSIO CONTROL (Item #11577-000004).	2	\$ 1,146.50	\$ 2,293.00	\$ 1,196.00	\$ 2,392.00	\$ 1,196.00	\$ 2,392.00
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:				1 year		1 year	
4. 5-Wire ECG cable, right-angle connector, 4-wire limb plus 1 chest lead, labeled "V1" on the LIFEPAK 15 monitor reports. PHYSIO CONTROL (Item #11110-000066).	4	\$ 159.30	\$ 637.20	\$ 159.20	\$ 636.80	\$ 159.20	\$ 636.80
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:				90 days		90 days	
5. Standard carrying case with right pouch and left pouch, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11577-000002).	4	\$ 195.00	\$ 780.00	\$ 200.00	\$ 800.00	\$ 200.00	\$ 800.00
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:				90 days		90 days	

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Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

				QuadMed, Inc.		School Health	
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price	
3.	Station battery chargers, includes AC power cord, mounting bracket and operating instructions. PHYSIO CONTROL (Item #11577-000004).	2	\$ 1,319.12	\$ 2,638.24	\$ 1,239.00	\$ 2,478.00	
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:			1 year		1 year		
4.	5-Wire ECG cable, right-angle connector, 4-wire limb plus 1 chest lead, labeled "V1" on the LIFEPAK 15 monitor reports. PHYSIO CONTROL (Item #11110-000066).	4	\$ 175.58	\$ 702.32	\$ 169.00	\$ 676.00	
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:			90 days		1 year		
5.	Standard carrying case with right pouch and left pouch, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11577-000002).	4	\$ 220.59	\$ 882.36	\$ 209.00	\$ 836.00	
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:			90 days		1 year		

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Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

		Henry Schein, Inc.		Laerdal Medical Corporation		
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price
6.	Shoulder strap, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11577-000001).	4	\$ 28.72	\$ 114.88		
			4996043			
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						
7.	Back pouch, for additional storage, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11260-000039).	4				
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						
8.	Masimo SET Rainbow DCI-dc8, adult reusable direct connect sensor, 8 ft. reusable direct connect cable and sensor for patients >30 kg. PHYSIO CONTROL (Item #11171-000032).	2				
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						

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Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

			Medical Shipment LLC		Physio-Control, Inc.			
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
6.	Shoulder strap, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11577-000001).	4	\$ 24.60	\$ 98.40				
					Included with 11577-000002 above		Included with 11577-000002 above	
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Indicate included manufacturer's warranty:				90 days		90 days	
7.	Back pouch, for additional storage, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11260-000039).	4	\$ 50.50	\$ 202.00	\$ 52.00	\$ 208.00	\$ 52.00	\$ 208.00
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Indicate included manufacturer's warranty:				90 days		90 days	
8.	Masimo SET Rainbow DCI-dc8, adult reusable direct connect sensor, 8 ft. reusable direct connect cable and sensor for patients >30 kg. PHYSIO CONTROL (Item #11171-000032).	2	\$ 566.50	\$ 1,133.00	\$ 556.00	\$ 1,112.00	\$ 556.00	\$ 1,112.00
	Alternate brand & model bid:							
	Alternate brand & model pricing:							
	Indicate included manufacturer's warranty:				1 year		1 year	

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Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

			QuadMed, Inc.		School Health	
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price
6.	Shoulder strap, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11577-000001).	4	\$ 24.71	\$ 98.84	\$ 24.50	\$ 98.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:		190 days			
7.	Back pouch, for additional storage, for use with LIFEPAK 15. PHYSIO CONTROL (Item #11260-000039).	4	\$ 57.35	\$ 229.40	\$ 56.98	\$ 227.92
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:		90 days		1 year	
8.	Masimo SET Rainbow DCI-dc8, adult reusable direct connect sensor, 8 ft. reusable direct connect cable and sensor for patients >30 kg. PHYSIO CONTROL (Item #11171-000032).	2	\$ 613.24	\$ 1,226.48	\$ 579.00	\$ 1,158.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Indicate included manufacturer's warranty:		1 year			

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Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

		Henry Schein, Inc.		Laerdal Medical Corporation		
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price
9.	Masimo SET Rainbow DCIP-dc8, pediatric reusable direct connect sensor, 8 ft. reusable direct connect cable and sensor for patients >10-50 kg. PHYSIO CONTROL (Item #11171-000033).	2				
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:						
B.	MEDICAL EQUIPMENT					
10.	Laerdal Wound Care Assessment Set (Male) (Item #300-01050) or approved alternate.	10			\$ 1,305.87	\$ 13,058.70
					\$13,295.94 Total Price	
Alternate brand & model bid:						
Alternate brand & model pricing:						
Indicate included manufacturer's warranty:					1 year	
Notes:						
Contact Name:		JoAnne Viggiano		Catherine A. Masten		
Address:		135 Duryea Road E255		167 Myers Corners Road		
City, State, Zip:		Melville, NY 11747		Wappingers Falls, NY 12590		
Telephone:		800.851.0400 x8327		845.297.7770		
Fax:		866.738.8999		800.266.4359		
Federal I.D. #:		113136595		132587752		
E-Mail:		biddept@henryschein.com		catherine.masten@laerdal.com		
No bid received from ZOLL Medical Corporation.						

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

		Medical Shipment LLC			Physio-Control, Inc.			
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
9.	Masimo SET Rainbow DCIP-dc8, pediatric reusable direct connect sensor, 8 ft. reusable direct connect cable and sensor for patients >10-50 kg. PHYSIO CONTROL (Item #11171-000033).	2	\$ 636.50	\$ 1,273.00	\$ 636.00	\$ 1,272.00	\$ 636.00	\$ 1,272.00
Alternate brand & model bid:								
Alternate brand & model pricing:								
Indicate included manufacturer's warranty:					1 year		1 year	
B.	MEDICAL EQUIPMENT							
10.	Laerdal Wound Care Assessment Set (Male) (Item #300-01050) or approved alternate.	10						
Alternate brand & model bid:								
Alternate brand & model pricing:								
Indicate included manufacturer's warranty:								
Notes:					Item #2, Vendor bid 2 batteries each per unit vs requested 1 per unit.			
Contact Name:		Shawn O'Donnell			Janne Maschal			
Address:		838 S. Arthur Avenue			11811 Willows Road, NE			
City, State, Zip:		Arlington Heights, IL 60005			Redmond, WA 98052-2003			
Telephone:		847.207.2626			800.442.1142			
Fax:		847.506.0524			800.772.3340			
Federal I.D. #:		271508826			910697691			
E-Mail:		shawn@medicalshipment.com			rs.physiocontracts-south@medtronic.com			
No bid received from ZOLL Medical Corporation.								

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Defibrillation/Medical Equipment - Bid #11-0043

Bid Opening: January 27, 2011 at 3:00 p.m.

				QuadMed, Inc.		School Health	
ITEM & DESCRIPTION		Each	Unit Price	Total Price	Unit Price	Total Price	
9.	Masimo SET Rainbow DCIP-dc8, pediatric reusable direct connect sensor, 8 ft. reusable direct connect cable and sensor for patients >10-50 kg. PHYSIO CONTROL (Item #11171-000033).	2	\$ 685.34	\$ 1,370.68	\$ 659.00	\$ 1,318.00	
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:			1 year		1 year		
B.	MEDICAL EQUIPMENT						
10.	Laerdal Wound Care Assessment Set (Male) (Item #300-01050) or approved alternate.	10	\$ 1,900.00	\$ 19,000.00	\$ 1,459.00	\$ 14,590.00	
Alternate brand & model bid:							
Alternate brand & model pricing:							
Indicate included manufacturer's warranty:					1 year		
Notes:							
Contact Name:		Aaron L. Pratt		Amy E. Bauer			
Address:		11210-1 Philips Industrial Blvd.		865 Muirfield Drive			
City, State, Zip:		Jacksonville, FL 32256		Hanover Park, IL 60133			
Telephone:		904.880.2323		866.323.5465			
Fax:		904.880.2303		800.235.1305			
Federal I.D. #:		593184908		362425385			
E-Mail:		aaron@quadmed.com		abauer@schoolhealth.com			
No bid received from ZOLL Medical Corporation.		Recorded by:		JoAnn Joyce			
		Witnessed by:		Joyce Haney			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
 SCTI - HEALTH OCCUPATIONS - DEFIBRILLATION/MEDICAL EQUIPMENT BID #11-0043
 JUSTIFICATION

ITEM #	BIDDER	REASON FOR AWARDING TO OTHER THAN LOW BIDDER
1	Medical Shipment, LLC.	Unable to evaluate invasive pressure or CO ₂ measurement as required in bid specifications. Awarded to QuadMed, Inc., as overall low meeting specifications for items 1 through 9.
1 a	Physio-Control, Inc.	Vendor's alternate item bid is a used unit. New units were required per bid specifications. Physio-Control, Inc., indicated changes to SBSC Terms and Conditions. Awarded to QuadMed, Inc., as overall low meeting specifications for items 1 through 9.
2 - 9	Medical Shipment, LLC.	Awarded to QuadMed, Inc., as overall low meeting specifications for items 1 through 9.
4	Henry Schein, Inc.	Vendor did not bid the correct item number. Awarded to QuadMed, Inc., as overall low meeting specifications for items 1 through 9.
2 - 9	School Health	Awarded to QuadMed, Inc., as overall low meeting specifications for items 1 through 9.
2 - 9	Physio-Control, Inc.	Physio-Control, Inc., indicated changes to SBSC Terms and Conditions. Awarded to QuadMed, Inc., as overall low meeting specifications for items 1 through 9.