



**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 #14-0278 FOR NURSING ASSISTANT,  
PRACTICAL NURSING AND EMERGENCY MEDICAL SERVICES LAB  
EQUIPMENT**

Bids to provide 'Nursing Assistant, Practical Nursing, and Emergency Medical Services Lab Equipment' for Sarasota County Technical Institute at North Port High School were received from five vendors on February 12, 2014. The bids of Laerdal Medical Corporation and Products Unlimited, Inc., were the best low bids meeting the advertised specifications. Reasons for not selecting the apparent low bid are included with the bid tabulation. Funds for these purchases are contained in the capital budget allocated for the program.

**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: 03/11/2014

**Fiscal Impact:**

Not to exceed  
\$65,000.00

**Recommended Motion:** That the bids of Laerdal Medical Corporation and Products Unlimited, Inc., to provide 'Nursing Assistant, Practical Nursing, and Emergency Medical Services Lab Equipment' in an amount not to exceed \$65,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Nursing Assistant, Practical Nursing, & Emergency Medical Services  
Lab Equipment - Bid #14-0278

Opened on February 12, 2014 at 2:00 p.m.

The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Henry Schein, Inc.		Laerdal Medical Corporation	
Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
1	Hospital bed with emergency CPR release lever, brake alarms, chair position, battery backup, Point-of-Care® siderail controls, head-of-bed and Trendelenburg angle indicators, electric vascular foot, OneStep® siderail release mechanism, built-in bed extender, SlideGuard® technology, 36"W x 84"L, overall width 40", overall length 100", to include multi-zoned and multi-layered foam prevention surface mattress (36"W x 84"L x 6"D) required. Minimum one (1) year warranty. Hill-Rom Advanta™ 2 Med Surg Bed Model AD130 and Hill-Rom Mattress Item #NP100 NO SUBSTITUTE	6				
	Indicate included manufacturer's warranty:					
	Indicate extended warranty options:					
2	Bedside cabinet constructed on a durable steel frame, high-pressure laminate top and finished with the Healthcoat 222™ process, plastic rounded corners on inner drawers, 3 drawers, hardwood and hardwood veneer drawer fronts and side panels, four easy-roller casters, product dimensions (25"W x 19"D x 32.5"H). For use with Item 1. Minimum one (1) year warranty. Hill-Rom Art of Care® Metropolitan Bedside Cabinet Item #BCSM 31 734 QSL C NO SUBSTITUTE	6				
	Indicate included manufacturer's warranty:					
	Indicate extended warranty options:					
3	Hospital overbed table with low profile tuning fork base with 4 casters, standard dual food service tray, and two cup holders. For use with Item 1. Minimum one (1) year warranty. Hill-Rom Art of Care® Overbed Table Item #OBT636 NO SUBSTITUTE	6				
	Indicate included manufacturer's warranty:					
	Indicate extended warranty options:					

REJECT

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The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Physio-Control, Inc.		Products Unlimited, Inc.	
Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
1	Hospital bed with emergency CPR release lever, brake alarms, chair position, battery backup, Point-of-Care® siderail controls, head-of-bed and Trendelenburg angle indicators, electric vascular foot, OneStep® siderail release mechanism, built-in bed extender, SlideGuard® technology, 36"W x 84"L, overall width 40", overall length 100", to include multi-zoned and multi-layered foam prevention surface mattress (36"W x 84"L x 6"D) required. Minimum one (1) year warranty. Hill-Rom Advanta™ 2 Med Surg Bed Model AD130 and Hill-Rom Mattress Item #NP100 NO SUBSTITUTE	6				
	Indicate included manufacturer's warranty:					
	Indicate extended warranty options:					
2	Bedside cabinet constructed on a durable steel frame, high-pressure laminate top and finished with the Healthcoat 222™ process, plastic rounded corners on inner drawers, 3 drawers, hardwood and hardwood veneer drawer fronts and side panels, four easy-roller casters, product dimensions (25"W x 19"D x 32.5"H). For use with Item 1. Minimum one (1) year warranty. Hill-Rom Art of Care® Metropolitan Bedside Cabinet Item #BCSM 31 734 QSL C NO SUBSTITUTE	6				
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Item #	Description	Unit	Unit Price	Extended Price
1	Hospital bed with emergency CPR release lever, brake alarms, chair position, battery backup, Point-of-Care® siderail controls, head-of-bed and Trendelenburg angle indicators, electric vascular foot, OneStep® siderail release mechanism, built-in bed extender, SlideGuard® technology, 36"W x 84"L, overall width 40", overall length 100", to include multi-zoned and multi-layered foam prevention surface mattress (36"W x 84"L x 6"D) required. Minimum one (1) year warranty. Hill-Rom Advanta™ 2 Med Surg Bed Model AD130 and Hill-Rom Mattress Item #NP100 NO SUBSTITUTE	6	\$2,100.00 See photos Advanta not AD130 model.	\$12,600.00
	Indicate included manufacturer's warranty:		1 year parts & labor	
	Indicate extended warranty options:		Negotiable with customer	
2	Bedside cabinet constructed on a durable steel frame, high-pressure laminate top and finished with the Healthcoat 222™ process, plastic rounded corners on inner drawers, 3 drawers, hardwood and hardwood veneer drawer fronts and side panels, four easy-roller casters, product dimensions (25"W x 19"D x 32.5"H). For use with Item 1. Minimum one (1) year warranty. Hill-Rom Art of Care® Metropolitan Bedside Cabinet Item #BCSM 31 734 QSL C NO SUBSTITUTE	6	Hill-Rom Art of Care® <del>Metropolitan</del> Bedside Cabinet Item #BCSM 31- 734 QSL C Classic model \$300.00	\$1,800.00
	Indicate included manufacturer's warranty:		1 year parts & labor	
	Indicate extended warranty options:		Negotiable with customer	
3	Hospital overbed table with low profile tuning fork base with 4 casters, standard dual food service tray, and two cup holders. For use with Item 1. Minimum one (1) year warranty. Hill-Rom Art of Care® Overbed Table Item #OBT636 NO SUBSTITUTE	6	Hill-Rom Art of Care® Overbed Table Item #OBT636- Hill-Rom PM JR \$300.00	\$1,800.00
	Indicate included manufacturer's warranty:		1 year parts & labor	
	Indicate extended warranty options:		Negotiable with customer	

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
4	Adult CPR training manikin, realistic anatomy including head tilt, chin lift, compression depth, compression force and chest rise. Ventilation system provides realistic chest rise with bag valve mask, mouth to mouth, and measures volume as well as rate to help train correct ventilation technique. Minimum one (1) year warranty. Laerdal Resusci Anne® with QCPR® with AED Model 173-01250 NO SUBSTITUTE	4	\$1,656.01	\$6,624.04	<b>\$2,124.00</b>	<b>\$8,496.00</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** <b>**See warranty details attached**</b></b>	
5	Feedback device for the Laerdal Resusci Anne® QCPR® and the Laerdal Resusci® Baby with QCPR®. Minimum one (1) year warranty. Laerdal Simpad SkillReporter™ Model 202-30001 NO SUBSTITUTE	8			<b>\$1,386.00</b>	<b>\$11,088.00</b>
	Indicate included manufacturer's warranty:				<b>**Includes one year warranty** <b>**See warranty details attached**</b></b>	
6	Skillguide for the Laerdal Resusci Anne® QCPR® and the Laerdal Resusci® Baby with QCPR®. Minimum one (1) year warranty. Laerdal SkillGuide Model 170-30050 NO SUBSTITUTE	8	\$53.28	\$426.24	<b>\$54.00</b>	<b>\$432.00</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** <b>**See warranty details attached**</b></b>	

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
4	Adult CPR training manikin, realistic anatomy including head tilt, chin lift, compression depth, compression force and chest rise. Ventilation system provides realistic chest rise with bag valve mask, mouth to mouth, and measures volume as well as rate to help train correct ventilation technique. Minimum one (1) year warranty. Laerdal Resusci Anne® with QCPR® with AED Model 173-01250 NO SUBSTITUTE	4				
	Indicate included manufacturer's warranty:					
5	Feedback device for the Laerdal Resusci Anne® QCPR® and the Laerdal Resusci® Baby with QCPR®. Minimum one (1) year warranty. Laerdal Simpad SkillReporter™ Model 202-30001 NO SUBSTITUTE	8				
	Indicate included manufacturer's warranty:					
6	Skillguide for the Laerdal Resusci Anne® QCPR® and the Laerdal Resusci® Baby with QCPR®. Minimum one (1) year warranty. Laerdal SkillGuide Model 170-30050 NO SUBSTITUTE	8				
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	Indicate included manufacturer's warranty:			
5	Feedback device for the Laerdal Resusci Anne® QCPR® and the Laerdal Resusci® Baby with QCPR®. Minimum one (1) year warranty. Laerdal Simpad SkillReporter™ Model 202-30001 NO SUBSTITUTE	8		
	Indicate included manufacturer's warranty:			
6	Skillguide for the Laerdal Resusci Anne® QCPR® and the Laerdal Resusci® Baby with QCPR®. Minimum one (1) year warranty. Laerdal SkillGuide Model 170-30050 NO SUBSTITUTE	8		
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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
7	Infant CPR training manikin, realistic anatomy including head tilt, chin lift, compression depth, compression force and chest rise. Ventilation system provides realistic chest rise with bag valve mask, mouth to mouth, and measures volume as well as rate to help train correct ventilation technique. Minimum one (1) year warranty. Laerdal Resusci® Baby with QCPR® Model 161-01250 NO SUBSTITUTE	4	\$613.77	\$2,455.08	<b>\$787.50</b>	<b>\$3,150.00</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	
8	Adult advanced life support patient simulator with spontaneous breathing, airway control, voice, sounds, ECG, and other clinical features. Includes manikin, interchangeable pupil set, 6 neck skin collars, 1 roll cricothyroid tape, set of replacement pneumothorax bladders, 6 chest drain modules, air pump, set of defibrillation posts, jacket, pants, directions for use, and manikin lubricant. Minimum one (1) year warranty. Laerdal ALS Simulator Model 205-05050 NO SUBSTITUTE	1			<b>\$10,840.50</b>	<b>\$10,840.50</b>
	Indicate included manufacturer's warranty:				<b>**Includes one year warranty** **See warranty details attached**</b>	
a.		1			<b>PN 205-05050EXW1 One year extended warranty</b>	
					<b>\$1,800.00</b>	<b>\$1,800.00</b>

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
7	Infant CPR training manikin, realistic anatomy including head tilt, chin lift, compression depth, compression force and chest rise. Ventilation system provides realistic chest rise with bag valve mask, mouth to mouth, and measures volume as well as rate to help train correct ventilation technique. Minimum one (1) year warranty. Laerdal Resusci® Baby with QCPR® Model 161-01250 NO SUBSTITUTE	4				
	Indicate included manufacturer's warranty:					
8	Adult advanced life support patient simulator with spontaneous breathing, airway control, voice, sounds, ECG, and other clinical features. Includes manikin, interchangeable pupil set, 6 neck skin collars, 1 roll cricothyroid tape, set of replacement pneumothorax bladders, 6 chest drain modules, air pump, set of defibrillation posts, jacket, pants, directions for use, and manikin lubricant. Minimum one (1) year warranty. Laerdal ALS Simulator Model 205-05050 NO SUBSTITUTE	1				
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7	Infant CPR training manikin, realistic anatomy including head tilt, chin lift, compression depth, compression force and chest rise. Ventilation system provides realistic chest rise with bag valve mask, mouth to mouth, and measures volume as well as rate to help train correct ventilation technique. Minimum one (1) year warranty. Laerdal Resusci® Baby with QCPR® Model 161-01250 NO SUBSTITUTE	4		
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8	Adult advanced life support patient simulator with spontaneous breathing, airway control, voice, sounds, ECG, and other clinical features. Includes manikin, interchangeable pupil set, 6 neck skin collars, 1 roll cricothyroid tape, set of replacement pneumothorax bladders, 6 chest drain modules, air pump, set of defibrillation posts, jacket, pants, directions for use, and manikin lubricant. Minimum one (1) year warranty. Laerdal ALS Simulator Model 205-05050 NO SUBSTITUTE	1		
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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
9	SimPad System for operation of the Laerdal ALS simulator. Minimum one (1) year warranty. Laerdal SimPad System Model 200-30001 NO SUBSTITUTE	1			<b>\$3,402.00</b>	<b>\$3,402.00</b>
	Indicate included manufacturer's warranty:				<b>**Includes one year warranty** **See warranty details attached**</b>	
a.		1			<b>PN 200-30001PP SIMPAD Protection Plan - 2 year.</b>	
					<b>\$778.50</b>	<b>\$778.50</b>
10	Newborn infant manikin. Anatomically accurate head and airway with landmarks, trachea, esophagus, stomach and simulated lungs. Realistic chest rise and fall with bag valve mask ventilation, NG/OG tube insertion, care, medication administration, and removal. Minimum one (1) year warranty. Laerdal Neonatal Resuscitation Baby Model 240-00001 NO SUBSTITUTE	1	\$789.02	\$789.02	<b>\$919.80</b>	<b>\$919.80</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	
11	Adult, 5' 5" height, durable, rugged training manikin with an intubation head for advanced airway management training and realistic articulation for extrication or rescue exercises. Minimum one (1) year warranty. Laerdal Crash Kelly Model 201-10001 NO SUBSTITUTE	1	\$2,559.29	\$2,559.29	<b>\$2,784.60</b>	<b>\$2,784.60</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
9	SimPad System for operation of the Laerdal ALS simulator. Minimum one (1) year warranty. Laerdal SimPad System Model 200-30001 NO SUBSTITUTE	1				
	Indicate included manufacturer's warranty:					
a.		1				
10	Newborn infant manikin. Anatomically accurate head and airway with landmarks, trachea, esophagus, stomach and simulated lungs. Realistic chest rise and fall with bag valve mask ventilation, NG/OG tube insertion, care, medication administration, and removal. Minimum one (1) year warranty. Laerdal Neonatal Resuscitation Baby Model 240-00001 NO SUBSTITUTE	1				
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11	Adult, 5' 5" height, durable, rugged training manikin with an intubation head for advanced airway management training and realistic articulation for extrication or rescue exercises. Minimum one (1) year warranty. Laerdal Crash Kelly Model 201-10001 NO SUBSTITUTE	1				
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Item #	Description	Unit	Unit Price	Extended Price
9	SimPad System for operation of the Laerdal ALS simulator. Minimum one (1) year warranty. Laerdal SimPad System Model 200-30001 NO SUBSTITUTE	1		
	Indicate included manufacturer's warranty:			
a.		1		
10	Newborn infant manikin. Anatomically accurate head and airway with landmarks, trachea, esophagus, stomach and simulated lungs. Realistic chest rise and fall with bag valve mask ventilation, NG/OG tube insertion, care, medication administration, and removal. Minimum one (1) year warranty. Laerdal Neonatal Resuscitation Baby Model 240-00001 NO SUBSTITUTE	1		
	Indicate included manufacturer's warranty:			
11	Adult, 5' 5" height, durable, rugged training manikin with an intubation head for advanced airway management training and realistic articulation for extrication or rescue exercises. Minimum one (1) year warranty. Laerdal Crash Kelly Model 201-10001 NO SUBSTITUTE	1		
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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
12	Newborn baby intubation trainer with realistic anatomy, intubation (oral and nasal) and bag valve mask ventilation. Minimum one (1) year warranty. Laerdal® Neonatal Intubation Trainer Model 250-00101 NO SUBSTITUTE	1	\$390.37	\$390.37	<b>\$515.70</b>	<b>\$515.70</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	
13	Realistic AED trainer which simulates the HeartStart® FR2 AED in appearance, operation, and voice prompts. Minimum one (1) year warranty. Laerdal AED Trainer 2 Model 94005001 NO SUBSTITUTE	2	\$370.58	\$741.16	<b>\$403.20</b>	<b>\$806.40</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	
14	Remote control device for AED Trainer 2. Minimum one (1) year warranty. Laerdal Remote Control Model 945050 NO SUBSTITUTE	2	\$34.74	\$69.48	<b>\$42.30</b>	<b>\$84.60</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
12	Newborn baby intubation trainer with realistic anatomy, intubation (oral and nasal) and bag valve mask ventilation. Minimum one (1) year warranty. Laerdal® Neonatal Intubation Trainer Model 250-00101 NO SUBSTITUTE	1				
	Indicate included manufacturer's warranty:					
13	Realistic AED trainer which simulates the HeartStart® FR2 AED in appearance, operation, and voice prompts. Minimum one (1) year warranty. Laerdal AED Trainer 2 Model 94005001 NO SUBSTITUTE	2				
	Indicate included manufacturer's warranty:					
14	Remote control device for AED Trainer 2. Minimum one (1) year warranty. Laerdal Remote Control Model 945050 NO SUBSTITUTE	2				
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	Indicate included manufacturer's warranty:			
13	Realistic AED trainer which simulates the HeartStart® FR2 AED in appearance, operation, and voice prompts. Minimum one (1) year warranty. Laerdal AED Trainer 2 Model 94005001 NO SUBSTITUTE	2		
	Indicate included manufacturer's warranty:			
14	Remote control device for AED Trainer 2. Minimum one (1) year warranty. Laerdal Remote Control Model 945050 NO SUBSTITUTE	2		
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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
15	Birthing mother with multiple delivery positions and techniques, birthing placenta with umbilical cord, and articulating baby with force monitoring. Minimum one (1) year warranty. Laerdal Prompt Birthing Simulator Model 376-00550 NO SUBSTITUTE	1			<b>\$7,415.10</b>	<b>\$7,415.10</b>
	Indicate included manufacturer's warranty:				<b>**Includes one year warranty** **See warranty details attached**</b>	
a.		1			<b>PN 376-05050EXW Extended 1 year warranty</b>	
					<b>\$1,183.50</b>	<b>\$1,183.50</b>
16	Training pads. One pair per set. Minimum one (1) year warranty. Laerdal Link Training Pads Model 945090 NO SUBSTITUTE	2 sets	\$38.88	\$77.76	<b>\$42.30</b>	<b>\$84.60</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	
17	Pediatric pads. One pair per set. Minimum one (1) year warranty. Laerdal AED Trainer 2 Model M3871A NO SUBSTITUTE	2 sets	\$36.98	\$73.96	<b>\$44.10</b>	<b>\$88.20</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
15	Birthing mother with multiple delivery positions and techniques, birthing placenta with umbilical cord, and articulating baby with force monitoring. Minimum one (1) year warranty. Laerdal Prompt Birthing Simulator Model 376-00550 NO SUBSTITUTE	1				
	Indicate included manufacturer's warranty:					
a.		1				
16	Training pads. One pair per set. Minimum one (1) year warranty. Laerdal Link Training Pads Model 945090 NO SUBSTITUTE	2 sets				
	Indicate included manufacturer's warranty:					
17	Pediatric pads. One pair per set. Minimum one (1) year warranty. Laerdal AED Trainer 2 Model M3871A NO SUBSTITUTE	2 sets				
	Indicate included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Nursing Assistant, Practical Nursing, & Emergency Medical Services  
 Lab Equipment - Bid #14-0278

Opened on February 12, 2014 at 2:00 p.m.

The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Southwest Medical Corporation	
Item #	Description	Unit	Unit Price	Extended Price
15	Birthing mother with multiple delivery positions and techniques, birthing placenta with umbilical cord, and articulating baby with force monitoring. Minimum one (1) year warranty. Laerdal Prompt Birthing Simulator Model 376-00550 NO SUBSTITUTE	1		
	Indicate included manufacturer's warranty:			
a.		1		
16	Training pads. One pair per set. Minimum one (1) year warranty. Laerdal Link Training Pads Model 945090 NO SUBSTITUTE	2 sets		
	Indicate included manufacturer's warranty:			
17	Pediatric pads. One pair per set. Minimum one (1) year warranty. Laerdal AED Trainer 2 Model M3871A NO SUBSTITUTE	2 sets		
	Indicate included manufacturer's warranty:			

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The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Henry Schein, Inc.		Laerdal Medical Corporation	
Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
18	ECG rhythm simulator to provide basic, modified, and pediatric rhythms (a total of 30 cardiac rhythms). Minimum one (1) year warranty. Laerdal HeartSim® 200 Model 260010 NO SUBSTITUTE	1	\$1,129.93	\$1,129.93	<b>\$1,229.40</b>	<b>\$1,229.40</b>
	Indicate included manufacturer's warranty:		1 year		<b>**Includes one year warranty** **See warranty details attached**</b>	
19	Emergency portable resuscitation system. Includes: aluminum cylinder type D with standard valve, nasal cannula adult, manual aspirator, oxygen regulator, demand valve, oxygen hoses, handweel, adult cuffed mask, disposable adult and child airways, and soft pack. Life Support Products (LSP) by Allied Healthcare Products Soft Case Assembly Model L515 To Include All Items Listed Above. NO SUBSTITUTE	1				
	Indicate included manufacturer's warranty:					
20	Transport ventilator with optional continuous positive airway pressure (CPAP), electronic alarm package and air mix mode. Lightweight, pneumatically powered, independent settings for ventilation parameters, manual breath button and anti-breath stacking, and large color-coded manometer gauge. Minimum one (1) year warranty. Life Support Products (LSP) by Allied Healthcare Products Autovent™ 4000 Model L760-CPAP NO SUBSTITUTE	1	\$3,435.24	\$3,435.24		
	Indicate included manufacturer's warranty:		1 year			
21	CPAP ventilator circuit for use with the Autovent 4000 transport ventilator. Six per package. Minimum one (1) year warranty. Life Support Products (LSP) by Allied Healthcare Products CPAP Ventilator Circuit Model 800148 NO SUBSTITUTE	1 pkg.	\$76.47	\$76.47		
	Indicate included manufacturer's warranty:		1 year			

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The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Physio-Control, Inc.		Products Unlimited, Inc.	
Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
18	ECG rhythm simulator to provide basic, modified, and pediatric rhythms (a total of 30 cardiac rhythms). Minimum one (1) year warranty. Laerdal HeartSim® 200 Model 260010 NO SUBSTITUTE	1				
	Indicate included manufacturer's warranty:					
19	Emergency portable resuscitation system. Includes: aluminum cylinder type D with standard valve, nasal cannula adult, manual aspirator, oxygen regulator, demand valve, oxygen hoses, handweel, adult cuffed mask, disposable adult and child airways, and soft pack. Life Support Products (LSP) by Allied Healthcare Products Soft Case Assembly Model L515 To Include All Items Listed Above. NO SUBSTITUTE	1			<b>\$800.38</b>	<b>\$800.38</b>
	Indicate included manufacturer's warranty:				<b>1 yr parts &amp; labor</b>	
20	Transport ventilator with optional continuous positive airway pressure (CPAP), electronic alarm package and air mix mode. Lightweight, pneumatically powered, independent settings for ventilation parameters, manual breath button and anti-breath stacking, and large color-coded manometer gauge. Minimum one (1) year warranty. Life Support Products (LSP) by Allied Healthcare Products Autovent™ 4000 Model L760-CPAP NO SUBSTITUTE	1			<b>\$3,499.90</b>	<b>\$3,499.90</b>
	Indicate included manufacturer's warranty:				<b>1 year parts &amp; labor</b>	
21	CPAP ventilator circuit for use with the Autovent 4000 transport ventilator. Six per package. Minimum one (1) year warranty. Life Support Products (LSP) by Allied Healthcare Products CPAP Ventilator Circuit Model 800148 NO SUBSTITUTE	1 pkg.			<b>\$115.00</b>	<b>\$115.00</b>
	Indicate included manufacturer's warranty:					

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Item #	Description	Unit	Unit Price	Extended Price
18	ECG rhythm simulator to provide basic, modified, and pediatric rhythms (a total of 30 cardiac rhythms). Minimum one (1) year warranty. Laerdal HeartSim® 200 Model 260010 NO SUBSTITUTE	1		
	Indicate included manufacturer's warranty:			
19	Emergency portable resuscitation system. Includes: aluminum cylinder type D with standard valve, nasal cannula adult, manual aspirator, oxygen regulator, demand valve, oxygen hoses, handweel, adult cuffed mask, disposable adult and child airways, and soft pack. Life Support Products (LSP) by Allied Healthcare Products Soft Case Assembly Model L515 To Include All Items Listed Above. NO SUBSTITUTE	1		
	Indicate included manufacturer's warranty:			
20	Transport ventilator with optional continuous positive airway pressure (CPAP), electronic alarm package and air mix mode. Lightweight, pneumatically powered, independent settings for ventilation parameters, manual breath button and anti-breath stacking, and large color-coded manometer gauge. Minimum one (1) year warranty. Life Support Products (LSP) by Allied Healthcare Products Autovent™ 4000 Model L760-CPAP NO SUBSTITUTE	1		
	Indicate included manufacturer's warranty:			
21	CPAP ventilator circuit for use with the Autovent 4000 transport ventilator. Six per package. Minimum one (1) year warranty. Life Support Products (LSP) by Allied Healthcare Products CPAP Ventilator Circuit Model 800148 NO SUBSTITUTE	1 pkg.		
	Indicate included manufacturer's warranty:			

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The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Henry Schein, Inc.		Laerdal Medical Corporation	
Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
22	<p>Monitor/defibrillator with manual and AED external defibrillation with a 8.4" color LCD display. Each monitor/defibrillator to include a 10-wire cable to be used for 12-lead ECG acquisition. When the chest electrodes are removed, the 10-wire cable functions as a 4-wire cable. SpO2 display that updates every 4-16 seconds, saturated accuracy range from 70-100%, to include optional waveform display with autogain control, measurements are displayed, and stored. SpCO™ concentration display range: 0 to 40%. NIBP with blood pressure systolic pressure range from 30 to 255 mmHg, diastolic pressure range from 15 to 220 mmHg, mean arterial pressure range from 20 to 235 mmHg, bp measurement time is 20 seconds, pulse range from 30 to 240 pulses per minute. CO2 range from 0 to 99 mmHg, respiration rate accuracy from 0 to 99 breaths per minute, and optional CO2 pressure waveform. Invasive pressure with pressure range from -30 to 300 mmHg in six user selectable ranges. Printer that prints continuous strip of the displayed patient information and reports with 2 rolls of paper. Pacer, user configured pacing mode for demand and non-demand rate, and current defaults. One (1) year manufacturer's warranty.</p> <p>PLEASE NOTE: Units will not be used on humans, only on simulators. Physio Control LIFEPAK 15 (NEW UNITS ONLY) Model 99577-000087 NO SUBSTITUTE</p> <p style="text-align: center; color: cyan; font-size: 2em; font-weight: bold;">REJECT</p>	1				
	Indicate included manufacturer's warranty:					
a.		1				

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
22	<p>Monitor/defibrillator with manual and AED external defibrillation with a 8.4" color LCD display. Each monitor/defibrillator to include a 10-wire cable to be used for 12-lead ECG acquisition. When the chest electrodes are removed, the 10-wire cable functions as a 4-wire cable. SpO2 display that updates every 4-16 seconds, saturated accuracy range from 70-100%, to include optional waveform display with autogain control, measurements are displayed, and stored. SpCO™ concentration display range: 0 to 40%. NIBP with blood pressure systolic pressure range from 30 to 255 mmHg, diastolic pressure range from 15 to 220 mmHg, mean arterial pressure range from 20 to 235 mmHg, bp measurement time is 20 seconds, pulse range from 30 to 240 pulses per minute. CO2 range from 0 to 99 mmHg, respiration rate accuracy from 0 to 99 breaths per minute, and optional CO2 pressure waveform. Invasive pressure with pressure range from -30 to 300 mmHg in six user selectable ranges. Printer that prints continuous strip of the displayed patient information and reports with 2 rolls of paper. Pacer, user configured pacing mode for demand and non-demand rate, and current defaults. One (1) year manufacturer's warranty. PLEASE NOTE: Units will not be used on humans, only on simulators. Physio Control LIFEPAK 15 (NEW UNITS ONLY) Model 99577-000087 NO SUBSTITUTE</p>	1	<p><del>Model 99577-000087</del> Model #99577-001249</p> <p>\$30,592.08*</p> <p>Price includes Item #11171-000049 Rainbow DCI ADT reusable sensor</p> <p>Price without: \$29,915.75</p>	<p>\$30,592.08</p> <p>or</p> <p>\$29,915.75</p>	<p>\$28,846.00</p> <p>This is an old configuration #. New # for this equipment: #99577-001249 per Physio-Control</p>	\$28,846.00
	Indicate included manufacturer's warranty:		1 year		5 years parts & labor standard warranty	
a.		1	Physio-Control offers several service packages rather than an extended warranty			

REJECT

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Item #	Description	Unit	Unit Price	Extended Price
22	<p>Monitor/defibrillator with manual and AED external defibrillation with a 8.4" color LCD display. Each monitor/defibrillator to include a 10-wire cable to be used for 12-lead ECG acquisition. When the chest electrodes are removed, the 10-wire cable functions as a 4-wire cable. SpO2 display that updates every 4-16 seconds, saturated accuracy range from 70-100%, to include optional waveform display with autogain control, measurements are displayed, and stored. SpCO™ concentration display range: 0 to 40%. NIBP with blood pressure systolic pressure range from 30 to 255 mmHg, diastolic pressure range from 15 to 220 mmHg, mean arterial pressure range from 20 to 235 mmHg, bp measurement time is 20 seconds, pulse range from 30 to 240 pulses per minute. CO2 range from 0 to 99 mmHg, respiration rate accuracy from 0 to 99 breaths per minute, and optional CO2 pressure waveform. Invasive pressure with pressure range from -30 to 300 mmHg in six user selectable ranges. Printer that prints continuous strip of the displayed patient information and reports with 2 rolls of paper. Pacer, user configured pacing mode for demand and non-demand rate, and current defaults. One (1) year manufacturer's warranty.                  PLEASE NOTE: Units will not be used on humans, only on simulators.                  Physio Control LIFEPAK 15 (NEW UNITS ONLY)                  Model 99577-000087                  NO SUBSTITUTE</p>	1		
	Indicate included manufacturer's warranty:			
a.		1		

REJECT

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The bidder proposes and agrees to provide all product, installation, labor, materials, supervision, equipment, tools, travel, etc., to perform the service required in accordance with the bid documents for the following prices:			Henry Schein, Inc.		Laerdal Medical Corporation	
Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
23	Lithium-ion batteries 5.7 Ah, 5.7 amp hour, 11.1 volt, rechargeable, with fuel gauge. Physio Control Item #21330-001176 NO SUBSTITUTE <b>REJECT</b>	1	\$340.80	\$340.80		
	Indicate included manufacturer's warranty:		1 year			
24	Station battery charger, includes AC power cord, mounting bracket, and operating instructions. Physio Control Item #11577-000004 NO SUBSTITUTE <b>REJECT</b>	1	\$1,350.78	\$1,350.78		
	Indicate included manufacturer's warranty:		1 year			
25	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 NO SUBSTITUTE <b>REJECT</b>	1	\$179.59	\$179.59		
	Indicate included manufacturer's warranty:		1 year			
26	Standard carrying case with right pouch and left pouch, for use with LIFEPAK 15. Physio Control Item #11577-000002 NO SUBSTITUTE <b>REJECT</b>	1	\$228.30	\$228.30		
	Indicate included manufacturer's warranty:					

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
23	Lithium-ion batteries 5.7 Ah, 5.7 amp hour, 11.1 volt, rechargeable, with fuel gauge. Physio Control Item #21330-001176 NO SUBSTITUTE <b>REJECT</b>	1	(2) \$341.76	\$683.52	\$368.35	\$368.35
Indicate included manufacturer's warranty:			1 year			
24	Station battery charger, includes AC power cord, mounting bracket, and operating instructions. Physio Control Item #11577-000004 NO SUBSTITUTE <b>REJECT</b>	1	Physio Control Item #11577-000004 11577-000011 \$1525.78 Price includes AC power cord. Item # 11140-000015	\$1,525.78	\$1,456.00	\$1,456.00
Indicate included manufacturer's warranty:			1 year			
25	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 NO SUBSTITUTE <b>REJECT</b>	1	\$179.45	\$179.45	\$194.07	\$194.07
Indicate included manufacturer's warranty:			90 days			
26	Standard carrying case with right pouch and left pouch, for use with LIFEPAK 15. Physio Control Item #11577-000002 NO SUBSTITUTE <b>REJECT</b>	1	\$225.45	\$225.45	\$245.83	\$245.83
Indicate included manufacturer's warranty:			90 days			

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Item #	Description	Unit	Unit Price	Extended Price
23	Lithium-ion batteries 5.7 Ah, 5.7 amp hour, 11.1 volt, rechargeable, with fuel gauge. Physio Control Item #21330-001176 NO SUBSTITUTE  <b>REJECT</b>	1		
Indicate included manufacturer's warranty:				
24	Station battery charger, includes AC power cord, mounting bracket, and operating instructions. Physio Control Item #11577-000004 NO SUBSTITUTE  <b>REJECT</b>	1		
Indicate included manufacturer's warranty:				
25	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 NO SUBSTITUTE  <b>REJECT</b>	1		
Indicate included manufacturer's warranty:				
26	Standard carrying case with right pouch and left pouch, for use with LIFEPAK 15. Physio Control Item #11577-000002 NO SUBSTITUTE  <b>REJECT</b>	1		
Indicate included manufacturer's warranty:				

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
27	Shoulder strap, for use with LIFEPAK 15. Physio Control Item #11577-000001 NO SUBSTITUTE	1	\$25.65	\$25.65		
	Indicate included manufacturer's warranty:					
28	Back pouch, for additional storage, for use with LIFEPAK 15. Physio Control Item #11260-000039 NO SUBSTITUTE	1	\$58.68	\$58.68		
	Indicate included manufacturer's warranty:					
29	Vital signs device measuring noninvasive blood pressure, pulse rate, temperature and SpO2. Includes carrying case. Welch Allyn Spot Vital Signs Device Item #42NTB-E1 and Welch Allyn Carrying Case Item #4200-100 NO SUBSTITUTE	1	\$2,149.35	\$2,149.35		
	Indicate included manufacturer's warranty:		1 year			
<b>Notes</b>						
Contact			Jesse A. Garringer		Heather Ryder	
Address			P.O. Box 3227		167 Myers Corners Road	
			Irmo, SC 29063		Wappingers Falls, NY 12590	
Phone			800-845-3550		845-297-7770	
Fax			800-533-4793		800-266-4359	
Federal ID#			113136595		132587752	
Email			<a href="mailto:jesse.garringer@henryschein.com">jesse.garringer@henryschein.com</a>		<a href="mailto:heather.ryder@laerdal.com">heather.ryder@laerdal.com</a>	

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Item #	Description	Unit	Unit Price	Extended Price	Unit Price	Extended Price
27	Shoulder strap, for use with LIFEPAK 15. Physio Control Item #11577-000001 NO SUBSTITUTE	1	*Included with standard carrying. Item #11577-000002		\$27.73	\$27.73
	Indicate included manufacturer's warranty:		90 days			
28	Back pouch, for additional storage, for use with LIFEPAK 15. Physio Control Item #11260-000039 NO SUBSTITUTE	1	*Quoted with top pouch. Item #11220-000028 \$100.10	\$100.10	\$63.25	\$63.25
	Indicate included manufacturer's warranty:		90 days			
29	Vital signs device measuring noninvasive blood pressure, pulse rate, temperature and SpO2. Includes carrying case. Welch Allyn Spot Vital Signs Device Item #42NTB-E1 and Welch Allyn Carrying Case Item #4200-100 NO SUBSTITUTE	1			\$2,262.00	\$2,262.00
	Indicate included manufacturer's warranty:				2 years parts & labor	
Notes						
Contact			Rebecca Joseph		Janey Cooper	
Address			11811 Willows Road NE		P.O. Box 339	
			Redmond, WA 98052		Justin, TX 76247	
Phone			425-867-4421		800-865-4683	
Fax			425-867-4970		940-648-3407	
Federal ID#			910697691		752438342	
Email			<a href="mailto:rs.physiocontracts-south@physio-control.com">rs.physiocontracts-south@physio-control.com</a>		<a href="mailto:jcooper@products-unlimited.com">jcooper@products-unlimited.com</a>	

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Item #	Description	Unit	Unit Price	Extended Price
27	Shoulder strap, for use with LIFEPAK 15. Physio Control Item #11577-000001 NO SUBSTITUTE	1		
REJECT				
Indicate included manufacturer's warranty:				
28	Back pouch, for additional storage, for use with LIFEPAK 15. Physio Control Item #11260-000039 NO SUBSTITUTE	1		
REJECT				
Indicate included manufacturer's warranty:				
29	Vital signs device measuring noninvasive blood pressure, pulse rate, temperature and SpO2. Includes carrying case. Welch Allyn Spot Vital Signs Device Item #42NTB-E1 and Welch Allyn Carrying Case Item #4200-100 NO SUBSTITUTE	1		
Indicate included manufacturer's warranty:				
Notes				
Contact			Erin Fowler	
Address			21900 East 96th Street	
			Broken Arrow, OK 74014	
Phone			918-254-4080	
Fax			918-254-7353	
Federal ID#			731475734	
Email			<a href="mailto:erin.fowler@swmedical.com">erin.fowler@swmedical.com</a>	
			Recorded by: Nikki Brock	
			Witnessed by: JoAnn Joyce	

Nursing Assistant, Practical Nursing, & Emergency Medical Services Lab Equipment - Bid #14-0278  
Justification for Award to Other Than Apparent Low Bidder

ITEM #	VENDOR	DESCRIPTION
1 and 2	Reject	Southwest Medical Corporation bid an alternate reconditioned item when NO SUBSTITUTE was specified. Vendor was non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. No other bids were received.
3	Reject	Southwest Medical Corporation bid an alternate demo unit when NO SUBSTITUTE was specified. Vendor was non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor. No other bids were received.
4, 6, 7, 10, 11, 12, 13, 14, 16, 17, and 18	Henry Schein, Inc.	Henry Schein, Inc., was non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor.
20, 21, 23, 24, 25, 26, 27, 28, and 29	Henry Schein, Inc.	Henry Schein, Inc., was non-responsive to completion of Bidder's Preference form, no attorney signature for out of state vendor.
22, 23, 24, 25, 26, 27 and 28	Physio-Control, Inc.	Vendor qualified bid by changing School Board terms and conditions. Reject item - no responsive bids received.
22, 23, 24, 25, 26, 27 and 28	Products Unlimited, Inc.	Vendor withdrew bid for these items. Reject item - no responsive bids received.

Dear Customer,

We thank you for having bought this Laerdal Medical product and hope you will be happy with it. In the event that your Laerdal Medical product needs warranty service, please contact Laerdal Medical or the Authorized Dealer from whom it was purchased. In order to avoid any unnecessary inconvenience on your part, we suggest reading the Directions for Use carefully before contacting Laerdal Medical or our Authorized Dealer.

Your warranty

By this limited warranty, Laerdal Medical, warrants to the purchaser the product to be free from defects in materials and workmanship for a period of one (1) year from the date its original purchase or a time period otherwise noted in the product Directions for Use.

If during this designated one (1) year period of warranty the product proves defective due to improper materials or workmanship, Laerdal Medical, Authorized Service Centers or Authorized Dealers will without charge for labor or parts, repair or (at Laerdal Medical discretion) replace the product or its defective parts upon the terms and conditions set out below. Laerdal Medical reserves the right (at its sole discretion) to replace spare parts of defective products or to replace low cost products with either new or refurbished spare parts or products.

#### Conditions

1. This warranty will be granted only when the original invoice or sales receipt (indicating the date of purchase, product type and dealer's name) is presented together with the defective product.  
Laerdal Medical reserves the right to refuse free-of-charge warranty service if the above documentation/information cannot be presented or if the information contained in it is incomplete or illegible.
  2. This warranty will not reimburse nor cover the damage resulting from adaptations or adjustments which may be made to the product, without the prior written consent of Laerdal Medical, in order to conform to the national or local technical or safety standards in force in any country other than the ones for which the product was originally designed and manufactured.
  3. This warranty will not apply if the type or serial number on the product has been altered, deleted, removed or made illegible.
    - (c) improper or incorrect installation of software;
  2. Repair done by non-authorized Service Stations or Dealers, or the customer himself;
  3. Accidents, lightning, water, fire, improper ventilation or any cause beyond the control of Laerdal Medical;
  4. Defects of the system into which this product is incorporated.
4. This warranty covers none of the following:
    - a. Periodic maintenance and repair or replacement of parts due to normal wear and tear;
    - b. Any adaptation or changes to upgrade the product from its normal purpose as described in the Direction for Use, without the prior written consent of Laerdal Medical;
    - c. Transport costs, home service transport cost and all risks of transport relating directly or indirectly to the warranty of the product;
    - d. Batteries, electrodes, soft pack, clothing, fuses, normal wear and tear, staining, discoloration or other cosmetic irregularity which does not impede or degrade product performance;
    - e. Damage resulting from:
      1. Misuse, including but not limited to
        - (a) failure to use the product for its intended use or in accordance with Laerdal Medical's instructions on the proper use and maintenance, and
        - (b) installation or use of the product in a manner inconsistent with the technical or safety standards in force in the country where it is used and
5. This warranty does not affect the customer's statutory rights under applicable national laws in force, nor the customer's rights against the dealer arising from their sales/purchase contract.