

REQUEST FOR BOARD ACTION

HENDERSON COUNTY BOARD OF COMMISSIONERS

MEETING DATE: October 21, 2020

SUBJECT: Sole Source of 3 Power Loads with Upgrade Kits

PRESENTER: Mike Barnett, EMS Manager

ATTACHMENTS: I. Quote
II. Sole Source Letter

SUMMARY OF REQUEST:

The Board is requested to approve the attached proposal and authorize staff to proceed with the procurement of 3 Stryker EMS Power-LOAD cot fasteners with upgrade kits via the sole source exception for informal bidding in accordance with N.C.G.S 143-129 (e)(6).

The sole quote was received from Stryker EMS for a total price of \$67,415.64. They are the only manufacturer of this type of lift system, which will be utilized in combination with the Stryker stretchers that Henderson County currently owns. This ensures conformity and operability of these systems as the County has standardized its fleet of stretchers to the Stryker Power Pro Stretcher.

All three (3) Stryker Power-LOAD cot fasteners with upgrade kits were included in the FY2021 budget in the amount of \$72,702.00

BOARD ACTION REQUESTED:

The Board is requested to accept the sole proposal from Stryker EMS and authorize Henderson County staff to proceed with the purchase of 3 Stryker Power-LOAD cot fasteners with upgrade kits in the amount of \$67,415.64 using the sole source exception to informal bidding as allowed under N.C.G.S 143-129 (e)(6).

Suggested Motion:

I move the Henderson County Board of Commissioners to accept the sole proposal from Stryker EMS and authorize Henderson County staff to proceed with the purchase of 3 Stryker Power-LOAD cot fasteners with upgrade kits in the amount of \$67,415.64 using the sole source exception to informal bidding as allowed under N.C.G.S 143-129 (e)(6).



3 Power-LOADS with 8 Upgrade Kits

Quote Number: 10073011

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308
Chicago, IL 60673-3308

Prepared For: HENDERSON COUNTY EMS

Rep: Jaren Sustar

Attn:

Email: jaren.sustar@stryker.com

Phone Number:

Quote Date: 10/02/2020

Expiration Date: 12/31/2020

Delivery Address

Name: Northwestern Emergency Vehicles

Account #: 1073620

Address: 268 NWEV Dr

West Jefferson

North Carolina 28694

End User - Shipping - Billing

Name: HENDERSON COUNTY EMS

Account #: 1073620

Address: 2529 ASHEVILLE HWY

HENDERSONVILLE

North Carolina 28791-1409

Bill To Account

Name: HENDERSON COUNTY EMS

Account #: 1073620

Address: 2529 ASHEVILLE HWY

HENDERSONVILLE

North Carolina 28791-1409

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	639005550003	MTS PWLD EXCLUDES FLOOR PLATE	3	\$20,595.48	\$61,786.44
2.0	6390001135	CABLE, ANCHOR TO VEHICLE	8	\$79.49	\$635.92
3.0	0004395000	1/4-20 X 1.250 6 LOBE BHCS EPS	32	\$3.82	\$122.24
4.0	0004593000	BHCS 6-LOBE 1/4-20 X 3/4	16	\$1.04	\$16.64
5.0	0004614000	BHCS 6-LOBE #10-24 X 3/4IN	8	\$1.04	\$8.32
6.0	6500002100	COMM BOARD, COT	8	\$523.03	\$4,184.24
7.0	6500002104	LOAD WHEEL PIN	16	\$31.05	\$496.80
8.0	6500002123	ARM SPACER, COT	16	\$5.20	\$83.20
9.0	6500002124	SLEEVE SPACER, COT ARM	32	\$0.80	\$25.60
10.0	6506201101	LABEL, FCC	8	\$7.03	\$56.24
Equipment Total:					\$67,415.64

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$67,415.64

Prices: In effect for 60 days.

Terms: Net 30 Days



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Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Jaren Sustar

Email:

jaren.sustar@stryker.com

Phone Number:

Quote Date: 10/02/2020

Expiration Date: 12/31/2020

Ask your Stryker Sales Rep about our flexible financing options.

AUTHORIZED CUSTOMER SIGNATURE

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.

Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.

Terms: Net 30 days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-Stryker.

In the event of any conflict between Stryker Medical's Standard Terms and Conditions and any other terms and conditions, as may be included in any purchase order or purchase contract, Stryker's terms and conditions shall govern.

Cancellation and Return Policy: In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.

Zac Jordan – Marketing Manager
Stryker Medical
3800 E. Centre Ave. Portage, MI 49002



Date: January, 2020

Re: Power-LOAD Cot Fastener Sole Source Information

To Whom It May Concern,

Stryker Medical certifies that we are the sole manufacturer of the Stryker EMS Power-LOAD cot fastener (Model 6390). This correspondence is to inform you of the characteristics of the Power-LOAD Cot Fastener. These characteristics can be broken down into two primary categories: Independent Qualification and Ease of Use.

The Stryker EMS Power-LOAD (Model 6390) cot fastening system is mounted within the patient compartment and is intended to aid in the loading/unloading of patients. The Stryker Power-LOAD is the only powered cot fastening system that meets the following:

Independent Qualification

- IPX6: The system is tested to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: The Power-LOAD cot fastener conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789:2007, clause 4.5.9 when used with Power-PRO cot and X-Restraints: This is a European dynamic crash test which subjects a 50th percentile dummy to nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance.
- SAE J3027 compliant when used with a Stryker Power-PRO cot and X-Restraints

Ease of Use

- Device must provide a linear guide when loading and unloading the cot.
- Device must allow for remote actuation from Power-PRO foot end controls.
- Device must engage to the cot during loading and unloading, providing a means of lifting and lowering.
- Device must have a safe working load of 870 lbs. and be capable of lifting patients weighing up to 700 lbs.
- Device must be mounted inside the patient compartment to prevent environmental exposure and corrosion.
- Device must be power washable.
- Device must be capable of inductively charging the Stryker SMRT cot battery.

Please forward any further questions to your Stryker sales representative.

Sincerely,

A handwritten signature in black ink, appearing to read "Zac Jordan".

Zac Jordan
Marketing Manager