



Bid Tabulation
 Project: AED's for EMS/YSO
 Bid Opening: Nov. 12 @ 11 am
 Project No.: C11510
 Contract Term: 1-5 Years
 Project Manager: Tony Miller, EMS

Contract Term:

AWARD AND REASON THEREFORE:		Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	Vendor Name	
I recommend award to Heartsmart, based on theirs being the lowest responsive bid from a responsible bidder, meeting all specifications. <i>Maria Mayhew/12-9-15</i> BUYER / DATE		Allied 100, LLC	Bound Tree Medical (Bidding HeartStart FRx #BTM 861304)	CPR Savers & First Aid Supply, LLC	Enerspect Medical Solutions. LLC	Heartsmart (11/10) & Supplement 11/12	Life-Assist, Inc.	Life Guard Medical Solutions	Moore Medical (#23431)	Northstar Medical Equipment											
No.	Description	Qty.	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Phillips HeartStart FRx Defibrillator (#861304) Includes the following: (1) Brand New Phillips HeartStart FRx (w/8 Year Warranty) (1) Smart Pads Cartridge (Adult) (1) Battery Pack (4 year warranty) (1) User Manual (1) Quick User Guide	50	EA	1,364.35	68,217.50	1,235.61	61,780.50	1,073.60	53,680.00	1,103.32	55,166.00	945.00	47,250.00	976.00	48,800.00	892.00	44,600.00	1,206.32	60,316.00	919.00	45,950.00
2	Phillips HeartStart FRx - Carrying Case (#989803139251)	50	EA	0.00	0.00	88.29	4,414.50	73.70	3,685.00	78.65	3,932.50	0.00	0.00	73.50	3,675.00	75.00	3,750.00	0.00	0.00	71.09	3,554.50
3	HeartSmart CPR/AED Rescue Kit (#HSRK-10) (Includes Red Nylon Zipper Pouch, CPR Mask, Pair of Scissors, Antiseptic Wipe, Razor, Pair of Nitrile Gloves)	50	EA	0.00	0.00	27.96	1,398.00	3.15	157.50	24.61	1,230.50	0.00	0.00	23.00	1,150.00	10.00	500.00	26.44	1,322.00	15.00	750.00
4	AED - Inspection Tag (#HST-ACC01)	50	EA	0.00	0.00	0.27	13.50	1.00	50.00	0.00	0.00	0.00	0.00	1.00	50.00	0.00	0.00		0.00	0.00	0.00
5	AED - Facility Sticker (#HST-ACC02)	50	EA	0.00	0.00	0.38	19.00	1.00	50.00	0.00	0.00	0.00	0.00	2.00	100.00	0.00	0.00		0.00	0.00	0.00
6	Heart Smart Quick Response Keychain (#HST-KEY01)	50	EA	0.00	0.00	4.24	212.00	1.00	50.00	4.24	212.00	0.00	0.00	3.90	195.00	2.00	100.00		0.00	0.00	0.00
7	Phillips HeartStart FRx - Infant/Child Key (#989803139311)	50	EA	61.75	3,087.50	63.44	3,172.00	61.56	3,078.00	56.18	2,809.00	58.00	2,900.00	52.50	2,625.00	65.00	3,250.00	60.34	3,017.00	63.00	3,150.00
Subtotal:				71,305.00		71,009.50		60,750.50		63,350.00		50,150.00		56,595.00		52,200.00		64,655.00		53,404.50	
AED Management Program - Unlimited Online Subscription (*Provide overview & features of program with bid submittal)		Not Included. Arch 3-yr medical direction & program management \$259/unit		Included (Pro-1 En-Pro PlusTrac)		Included (AED Total Solution)		Included (AED Total Solution)		Included		Not offered		Included		Included		Included		Included	
Freight - FOB Destination Included. Number of days for delivery ARO:		4-5 days		14-21 days *if in stock at warehouse. Bound Tree does do partial shipments.		?		?		10 days. *Can do partial shipments. Delay at Mfg. level.		30-60 days*		?		Earliest shipping date is 1/20/16		Currently have 35 in stock, but Mfg has backlog. Should have sometime in Dec. fully stocked.			
8.2% WSST:				5,847.01		5,822.78		4,981.54		5,194.70		4,112.30		4,640.79		4,280.40		5,301.71		4,379.17	
Grand Total Base Bid:				77,152.01		76,832.28		65,732.04		68,544.70		54,262.30		61,235.79		56,480.40		69,956.71		57,783.67	
Addendum No. 1 Acknowledged?		Y		Y		N		Y		Y		Y		Y		N		N		N	
Comments:				Exceptions to price increase clause								Phillips rep has agreed to work with the Life-Assist Rep to provide in-service training				No Bid Items 4-6. Exceptions to price increase clause.					
Prompt Payment Discount:		N/A net 0 days		0% net 30 days		0% net 30		0% net 30		0		net 30		0% n/a		0		0% net 30 days			
List discount offered off list price for any other items not specifically listed:		0		20% *See list of excluded items		0		40%		0		50%		32%		0		40% Philips Only. Ask for discounts on other brands.			



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I recommend award to HeartSmart, based on theirs being the lowest responsive bid from a responsible bidder, meeting all specifications. <i>Maria Mayhue/12-9-15</i> BUYER / DATE				One Beat CPR		Physio Controls <i>(Bidding LIFEPAK Express 80427-000134)</i>		School Health Corp Bid #1		School Health Corp Bid #2		Wilson Safety (dba Code Red Washington) Bid #1 <i>(Bidding HeartSine Samaritan 350P)</i>		Wilson Safety (dba Code Red Washington) Bid #2 <i>(Bidding Cardiac Science 9390A Powerheart G3)</i>		Wilson Safety (dba Code Red Washington) Bid #3 <i>(Bidding Cardiac Science G5A-80A-P Powerheart G5)</i>		Revi, Inc. (dba Zee Medical)	
				No.	Description	Qty.	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Phillips HeartStart FRx Defibrillator (#861304) Includes the following: (1) Brand New Phillips HeartStart FRx (w/8 Year Warranty) (1) Smart Pads Cartridge (Adult) (1) Battery Pack (4 year warranty) (1) User Manual (1) Quick User Guide	50	EA	885.00	44,250.00	1,271.25	63,562.50	1,195.00	59,750.00	1,195.00	59,750.00	800.00	40,000.00	975.00	48,750.00	1,195.00	59,750.00	1,430.00	71,500.00
2	Phillips HeartStart FRx - Carrying Case (#989803139251)	50	EA	70.00	3,500.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3	HeartSmart CPR/AED Rescue Kit (#HSRK-10) (Includes Red Nylon Zipper Pouch, CPR Mask, Pair of Scissors, Antiseptic Wipe, Razor, Pair of Nitrile Gloves)	50	EA	12.00	600.00		0.00	28.00	1,400.00	12.00	600.00	0.00	0.00	0.00	0.00	0.00	0.00	48.60	2,430.00
4	AED - Inspection Tag (#HST-ACC01)	50	EA	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.04	52.00
5	AED - Facility Sticker (#HST-ACC02)	50	EA	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.98	99.00
6	Heart Smart Quick Response Keychain (#HST-KEY01)	50	EA	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.12	406.00
7	Phillips HeartStart FRx - Infant/Child Key (#989803139311)	50	EA	62.00	3,100.00		0.00	69.90	3,495.00	69.90	3,495.00	172.50	8,625.00		0.00		0.00	83.80	4,190.00
Subtotal:				51,450.00		63,562.50		64,645.00		63,845.00		48,625.00		48,750.00		59,750.00		78,677.00	
AED Management Program - Unlimited Online Subscription (*Provide overview & features of program with bid submittal)				Included		Included		Included		Included		VIA Atrus Program Management		Powerheart G3 AED QuickStart Tool Kit CD		Powerheart G5 AED Manager CD		1 year ZEE Vital - Line Program Management	
Freight - FOB Destination Included. Number of days for delivery ARO:				7-10 days		45 Days (subject to product availability) FOB Origin.		4-5 Days (3-5 weeks if shipped direct from mfg)		4-5 Days (3-5 weeks if shipped direct from mfg)		4-5 Days		30 Days. Delivery by 12/15/15		30 Days		45 Days	
8.2% WSST:				4,218.90		5,212.13		5,300.89		5,235.29		3,987.25		3,997.50		4,899.50		6,451.51	
Grand Total Base Bid:				55,668.90		68,774.63		69,945.89		69,080.29		52,612.25		52,747.50		64,649.50		85,128.51	
Addendum No. 1 Acknowledged?				N		Y		Y		Y		Y		Y		Y		N	
Comments:						Items 2-9 "N/A" - see note. Multiple exceptions to T&C's				See optional items bid		Item #7 pedi-pad pak. See HeartSine Specs		See parts list and comments. See Cardiac Science Specs.		See parts list and comments. See Cardiac Science Specs.			
Prompt Payment Discount:				N/A net 0 days		N/A		0% net 30		0% net 30		N/A		N/A		N/A		0	
List discount offered off list price for any other items not specifically listed:				40%		N/A		11.75% Some exclusions		11.75% Some exclusions		Will throw in (2) HeartSine training units.		0		0		15%	