



Date: February 18, 2022

To: Johna Easley, Interim President & CEO
Frank Gresh, Interim Chief Operating Officer

From: Christopher Jenkins, Interim Chief of Operations

Re: Transport Ventilator RFP #OPS2022-0002

RFP #OPS2022-0002 was released on January 7, 2022. The purpose of the RFP was to solicit proposals from qualified vendors for transport ventilators. ZOLL Medical Corporation was the only respondent despite multiple requests for bid packages. ZOLL Medical Corporation provided two solutions each of which met the conditions of the request for proposal.

I recommend we proceed with the purchase of the ZOLL Medical Corporation ZVENT (Q-21407). The reasons for this recommendation are as follows:

- EMSA has had an ongoing relationship with ZOLL Medical Corporation for many years including our previous transport ventilators. They have consistently exceeded the conditions of their contracts and been good partners.
- While not specifically required by the request for proposal the ZVENT (Q-21407) includes features that improve patient comfort and offer greater versatility for patient use (SIMV / Inverse I:E).

Attached to this memorandum you will find a review document that covers all our criteria and does a side-by-side cost comparison.

Should you have any additional questions, please feel free to ask

**Request for Proposal: Transport Ventilators: Proposal Review and Pricing Evaluation
February 14, 2022**

Evaluation of responses

Item #	Requirement	ZOLL Medical Corporation Q-23821 ZVENT Basic	ZOLL Medical Corporation Q-21407 ZVENT
1) Process Overview and Procedures			
1.3	Schedule – were proposals received on time?	Yes	Yes
1.5	Proposals provided in response to the RFP should be valid for a minimum of 180 days	No. Quote valid for 56 days.	No. Quote valid for 56 days.
1.7	Proposals must be organized and indexed in the format identified herein in Sections 2 and 3. Proposals shall contain all requirements and consist of the following submission documentation:	Yes	Yes
1.7	All proposals must be typewritten on 8-1/2 x 11 papers and contain a table of contents delineating responses to each section. Proposals must be organized and indexed in the format identified herein in Sections 1, 2, and 3.	Yes	Yes
2) Proposer Information (responses to each point must be included in proposer's response)			
2.0	The proposer must provide a history for their company . Information to be included in this section is tax identification number, age of company, number of employees, experience with comparable accounts, and a brief description of the existing relationship with EMSA if there is one , including past purchases in excess of \$50,000.	No, an In-depth company profile is included however no past purchases were identified. ZOLL Medical Corporation has previously or currently supplies transport ventilators, billing software, CAD software, and electronic patient care reporting software.	No, an In-depth company profile is included however no past purchases were identified. ZOLL Medical Corporation has previously or currently supplies transport ventilators, billing software, CAD software, and electronic patient care reporting software.

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2.2	All proposals should outline the proposer's and/or manufacturer's customer support methodologies as well as examples of how the customer support is provided. Further information about warranties and support should be outlined in section 3.	Detailed product support and extended warranty information included.	Detailed product support and extended warranty information included.
2.3	References provided and acceptable	Yes	Yes
2.3	Provided contact information for reference	Yes	Yes
2.5	Each proposer <u>must provide financial background of their organization</u> for evaluation of the stability of the company.	Yes	Yes
2.6	The proposer must clearly stipulate that payment is due no earlier than thirty (30) days after invoice and appropriate acceptance by EMSA. The proposer should clearly indicate when invoices will be sent during each phase of the project(s).	Yes	Yes
2.7	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability, worker's compensation, etc.	Yes	Yes
2.8	Non-Collusion	Attested	Attested
2.9	Non-Exclusion from Medicare/Medicaid	Attested	Attested
2.11	All shipping, handling, and freight costs should be included the proposal as much as possible. Please see section 3.2 for	All shipping handling and freight costs are included in the proposal.	All shipping handling and freight costs are included in the proposal.

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	specific information that is considered in scope of that part of the proposal		
3) Solution Overview and Requirements			
3.0	EMSA requested solutions to replace transport ventilators. Was a transport ventilator solution included?	Yes	Yes
3.1	Transport Ventilator a. FDA Approved Transport Ventilator b. Rugged Design for use in the Pre-Hospital setting c. Assist Control, Continuous Positive Airway Pressure, Bilevel Positive Airway Pressure ventilation modes.	Yes. Assist Control (Pressure and Volume) Continuous Positive Airway Pressure Bilevel Positive Airway Pressure ventilation	Yes. Assist Control (Pressure and Volume) SIMV (Pressure and Volume) Plus Pressure Support Continuous Positive Airway Pressure Bilevel Positive Airway Pressure ventilation Inverse I:E Plateau Pressure Measurements
3.1	Warranty and Maintenance a. Perform testing and preventative maintenance once per year b. Includes unscheduled service and non-disposable replacement parts	Three levels of warranty coverage all meet the requirements of the request.	Three levels of warranty coverage all meet the requirements of the request.
3.2	Initial inspection and plan to address equipment failure or perform unscheduled maintenance shall be performed within seven (7) business days of the request or report of failure. For depot service failures or unscheduled maintenance shall be addressed within seven (7) business days of receipt by the vendor.	Yes	Yes

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Item #	Requirement	ZOLL Medical Corporation Q-23821 ZVENT Basic	ZOLL Medical Corporation Q-21407 ZVENT
4.1	Attested to General Terms and Conditions	No. Alterations to the indemnification clause requested.	No. Alterations to the indemnification clause requested.

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Pricing Evaluation

	ZVENT Basic	ZVENT
Ventilators (116)	\$ 1,086,833.00	\$ 1,521,740.20
Carrier	\$ 38,947.00	\$ 38,947.00
Warranty Service	\$ 495,465.00	\$ 495,465.00
Trade-in Allowance	\$ 200.00	\$ 200.00
Combined	\$ 1,602,840.28	\$ 2,037,747.48