



Date: March 18, 2022

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

From: Christopher Jenkins, Director of Business Analytics

Re: Stretcher Loading System RFP #OPS2022-0001

RFP #OPS2022-0001 was released on January 7, 2022. The purpose of the RFP was to solicit proposals from qualified vendors for Stretcher Loading System. Our current stretcher loading systems have reached the end of their service lifespan. The bid period was extended from February 8th to March 16th due to no bids being received. Stryker Sales LLC was the only respondent despite multiple requests for bid packages.

I recommend we proceed with the purchase of the Stryker Sales LLC Power Load System. The reasons for this recommendation are as follows:

- EMSA has had an ongoing relationship with Stryker Sales LLC for many years including our current stretchers and previous stretcher loading system. They have consistently exceeded the conditions of their contracts and been good partners.
- The solution provided is a direct replacement for our current stretcher loading system and designed to operate with our current stretchers.

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

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

Request for Proposal: Stretcher Loading System: Proposal Review and Pricing Evaluation
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Evaluation of responses

Item #	Requirement	Stryker Sales LLC	
1) Process Overview and Procedures			
1.3	Schedule – were proposals received on time?	Yes	
1.5	Proposals provided in response to the RFP should be valid for a minimum of 180 days	Yes	
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	
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	
1.11	Risk of Loss	No, an amendment was added to included RFP to include FOB origin. EMSA would be responsible to seek damages from the commercial carrier.	
2) Proposer Information (responses to each point must be included in proposer's response)			
2.0	The proposer <u>must provide a history for their company.</u> Information to be included in this section is <u>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</u>	No, an In-depth company profile is included however no past purchases were identified. Stryker Medical Corporation currently or has previously supplied monitors, stretchers, stretcher loading systems, and accompanying accessories or disposable items.	

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	one , including past purchases in excess of \$50,000.		
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.	Yes	
2.3	References provided and acceptable	Yes	
2.3	Provided contact information for reference	Yes	
2.5	Each proposer must provide financial background of their organization for evaluation of the stability of the company.	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	
2.7	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability, worker's compensation, etc.	Yes	
2.8	Non-Collusion	No, RFP language is included in the response.	
2.9	Non-Exclusion from Medicare/Medicaid	No, requested amendment added to RFP included in the response.	

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2.11	All shipping, handling, and freight costs should be included the proposal as much as possible. Please see section 3.2 for specific information that is considered in scope of that part of the proposal	All shipping handling and freight costs are included in the proposal.	
3) Solution Overview and Requirements			
3.0	EMSA requested solutions to replace Stretcher Loading Systems. Was a Stretcher Loading System solution included?	Yes	
3.1	Stretcher Loading System a. Vehicle Mounted b. Fully compatible with Stryker Power-PRO XT c. Conforms to all applicable regulations	Yes, direct replacement of currently installed Power Load system.	
3.1	Warranty and Maintenance a. Perform testing and preventative maintenance twice per year b. Includes unscheduled service and non-disposable replacement parts	Yes	
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	

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Item #	Requirement	Stryker Sales LLC	
4.1	Attested to General Terms and Conditions	No, requested amendment added to RFP included in the response.	

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Pricing Evaluation

	Stryker Sales LLC	
Power Load (90)	\$ 1,768,282.20	
Warranty Service 7 years (90)	\$ 964,625.40	
Trade-in Allowance (90)	\$ 180,000.00	
Combined	\$ 2,552,907.60	