



## MEMORANDUM

Date: March 14, 2024

To: Johna Easley, Chief Executive Officer

From: Christopher Jenkins, Interim Director of IT

RE: Panasonic Toughbooks RFP #2024-0003

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RFP #2024-0003 was released on January 26, 2024. The purpose of the RFP was to solicit proposals from qualified vendors to replace our aging fleet of Panasonic CF-20 Toughbooks, which are used by Paramedics and EMTs to complete electronic healthcare records. Our current Toughbooks are approaching five years old and will soon be outside their warranty period and reach the end of their service lifespan. Panasonic Toughbooks are rugged laptop computers that are used in the field 24 hours per day and 7 days per week. The Toughbooks are placed under extreme environmental conditions and, when paired with Panasonic's Ultimate Care Protection plan, offer the most reliable and cost-effective solution for EMSA's needs. EMSA received four qualified bids.

It is my recommendation to award the contract to CDW. Since Panasonic provides service and provisioning, there are few advantages other than price when selecting a vendor to fulfill this contract. CDW is one of the largest nationwide technology vendors and has submitted the lowest-cost proposal.

Please let me know if I can answer any questions.

Christopher

**Request for Proposal: Panasonic Toughbooks: Proposal Review and Pricing Evaluation**

Evaluation of responses

Item #	Requirement	Insight	CDW	Public Safety Solutions	GHA Technologies
<b>1) Process Overview and Procedures</b>					
1.3	Schedule – were proposals received on time?	Yes	Yes	Yes	Yes
1.5	Proposals provided in response to the RFP should be valid for a minimum of 180 days	Yes	Not Specified	Not Specified	Not Specified
1.12	<b>Indemnification</b>	Not Specified	Not Specified	Not Specified	Not Specified
	<b>2) Proposer Information (responses to each point must be included in the proposer’s response)</b>				
2.0	The proposer <b><u>must provide a history for their company.</u></b> Information to be included in this section is <b><u>tax identification number, age of company, number of employees, experience with comparable accounts, and</u></b>	Yes, detailed response with purchase history.	Yes	Yes, detailed response with purchase history.	Yes

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<p><b><u>a brief description of the existing relationship with EMSA if there is one,</u></b> including past purchases in excess of \$50,000.</p>				
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Item #	Requirement	Insight	CDW	PSS	GHA
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 are included.	Detailed product support and extended warranty information are included.	Detailed product support and extended warranty information are included.	Minimal information provided.
2.3	References provided and acceptable	No, Will schedule time with clients by request.	Yes	Yes	Yes
2.3	Provided contact information for reference	No	Yes	Yes	Yes
2.4	Each proposer <b><u>must provide financial background of their organization</u></b> for evaluation of the stability of the company.	Yes	Yes	Yes	Yes, link to website
2.6	The proposer must clearly stipulate that payment is due no earlier than thirty (45) 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 – Net 60.	No – Net 30	Yes – Net 45	Yes – Net 45
2.7	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability,	Yes	Yes	Yes	Yes

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	worker's compensation, etc.				
2.8	Non-Collusion	Attested	No Attestation	Attested	Attested
2.9	Non-Exclusion from Medicare/Medicaid	Attested	No Attestation	Attested	Attested

<b>3) Solution Overview and Requirements</b>					
3.0	EMSA requested solutions to replace existing CF-20's. Was a Quote for Panasonic G2, keyboard, and additional accessories provided?	Yes	Yes	Yes	No
3.0 Cont.	Warranty and Maintenance a. Quote for 5-year extended coverage? b. Manufacturer attestation to 7-year parts availability?	Yes	Yes	Yes	No
4.1	Attested to General Terms and Conditions	No	No	No	No

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Pricing Evaluation

	Insight	CDW	Public Safety Solutions	GHA Technologies
FZ-G2AZ-2FAM (Computer)	\$394,923.20	\$369,054.00	\$382,400.20	\$498,908.20
FZ-VEKG21LM (Keyboard)	\$77,340.20	\$72,889.60	\$82,460.00	\$78,579.20
FZ-SVCTPUCNF5Y (Warranty)	\$103,588.80	\$97,350.40	\$96,460.00	Only Quoted 3yr Plus and included in hardware price.
Sub-Total	\$575,852.20	\$539,294.00	\$561,320.20	Not Provided
Accessories				
FZ-VZSU1VU (Battery)	\$20,141.80	\$19,587.40	\$21,140.00	Not Provided
FZ-VNP026U (Stylus)	\$5,513.20	\$5,954.20	\$5,810.00	Not Provided
FZ-VNTG11U (Stylus Tether)	\$1,590.40	\$2,298.80	\$1,682.00	Not Provided
Accessories Sub-Total	\$27,245.40	\$27,840.40	\$28,632.00	Not Provided
Shipping	0	0	\$2,380.00	Not Provided
Total	\$603,097.60	\$567,134.40	\$592,332.20	\$577,487.40**