

ALS 1st Responder Electronic Patient Care Report Project – FY18-19

October 26, 2018

Pinellas County Public Safety Services EMS Division (EMS) in coordinating the purchase of the additional electronic patient care reporting (ePCR) Panasonic CF-20 laptop computers.

These laptop computers will be used by the paramedics in the field to document patient care and treatment. They will be using a specific suite of software programs from Zoll Data Systems. This software program will allow all the EMS related data gathered within Pinellas County to be administered and reported to the State of Florida, Bureau of EMS.

Zoll Data Systems is the sole-source provider of this suite of software. Zoll has developed and tested their software on the Panasonic Toughbook laptop computer. It is therefore required by EMS to remain with the Panasonic Toughbook to facilitate future training and standardization throughout Pinellas County EMS.

BID SPECIFICATIONS

DESCRIPTION	MINIMUM REQUIREMENTS
Brand	Panasonic
Series	Toughbook
Model	CF-20 (CF-20G5-00VM)
Operating System	Windows 10 Pro
CPU Type	Intel Core i5-7Y57
CPU Speed	1.20 GHz
Screen Size	10.1 inches
LCD Features	Sunlight-viewable (Gloved, MultiTouch + Digitizer)
Display Type	WUXGA
Resolution	1024 x 768
Hard Drive	256 GB SSD (Solid State Drive)
Memory	8GB
Memory Speed	DDR3L
LAN	10/100/1000 Mbps
WLAN	Intel wireless WiFi Link a/b/g/n/ac
Other	Dual pass (Upper:WWAN/Lower:WLAN)
Bluetooth	V4.0 + EDR (Class 1)
Keyboard	Emissive Backlit Keyboard
Touchpad	Pressure sensitive touchpad with vertical scrolling support
Card Reader	SD Card (SDHC)
Wireless	Integrated Gobi mobile broadband for use with Verizon/ATT
Infrared Webcam	1080p webcam with dual array mic
8MP Camera	Rear camera with autofocus
2D Bar Laser	Barcode Reader N6603
.NET Framework	Version 4.0 (All Service Packs Up-to-Date)
ADDITIONAL ITEMS	
Panasonic Battery for CF-20	Extra battery per device for Keyboard
Panasonic Laptop Pro-Plus Warranty	5 year warranty per device

SOLD-TO PARTY 10324711
 PINELLAS CO SAFETY & EMERG SVCS
 12490 ULMERTON RD
 LARGO FL 33774-2700

SHIP-TO PARTY
 PINELLAS CO SAFETY & EMERG SVCS
 12490 ULMERTON RD
 LARGO FL 33774-2700

We deliver according to the following terms:

Payment Terms : Net 45 days
Ship Via : Insight Assigned Carrier/Ground
Terms of Delivery : FOB DESTINATION
Currency : USD

Pinellas County - Piggyback of U.S. Communities Contract # 156-0248-PB(AM)

Quotation	
Quotation Number	: 220592503
Document Date	: 25-OCT-2018
PO Number	:
PO Release	:
Sales Rep	: Ricardo Pryor
Email	: RICARDO.PRYOR@INSIGHT.COM
Telephone	: 4804096992
Sales Rep 2	: Brian Mayer
Email	: BRIAN.MAYER@INSIGHT.COM
Telephone	: 4803333085

Material	Material Description	Quantity	Unit Price	Extended Price
CF-20G5-00VM	Panasonic Toughbook 20 - Tablet - with keyboard dock - Core i5 7Y57 / 1.2 GHz - Win 10 Pro 64-bit - 8 GB RAM - 256 GB SSD - 10.1" IP S touchscreen 1920 x 1200 - HD Graphics 615 - Wi-Fi, Bluetooth - 4G - rugged - with Toughbook Preferred / Toughbook & Toughpad Premier Deployment - Includes Imaging, Customer Portal Access, Multilocation Shipping and Disk Image Management at the Panasonic NSC / Toughbook Protection Plus / No return of defective drive PINELLAS COUNTY - TECHNOLOGY PRODUCTS, SERVICES, & SOLUTIONS(# 156-0248-PB(AM)) List Price: 4210.99 Discount %: 22.66%	60	3,257.00	195,420.00
CF-VZSU0QW	Panasonic CF-VZSU0QW - Notebook battery - for Toughpad FZ-A2 PINELLAS COUNTY - TECHNOLOGY PRODUCTS, SERVICES, & SOLUTIONS(# 156-0248-PB(AM)) List Price: 167.99 Discount %: 31.84%	60	114.50	6,870.00
CF-SVCPSY5	Panasonic Public Sector Service Package extended service agreement - 2 years - 4th and 5th year PINELLAS COUNTY - TECHNOLOGY PRODUCTS, SERVICES, & SOLUTIONS(# 156-0248-PB(AM)) List Price: 764.99 Discount %: 29.35%	60	540.50	32,430.00

Product Subtotal	202,290.00
Services Subtotal	32,430.00
TAX	0.00
Total	234,720.00

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Ricardo Pryor
4804096992
RICARDO.PRYOR@INSIGHT.COM
Fax 4807607266

Brian Mayer
4803333085
BRIAN.MAYER@INSIGHT.COM
Fax 4807609162

U.S. Communities IT Products, Services and Solutions Contract No. 4400006644 (156-0248-PB(AM))

Insight Public Sector (IPS) is proud to be a contract holder for the U.S. Communities Technology Products and Technology Services/Solutions Contract.

This competitively solicited contract is available to participating agencies of the U.S. Communities Government Purchasing Alliance. U.S. Communities assists local and state government agencies, school districts (K-12), higher education, and nonprofits in reducing the cost of purchased goods by pooling the purchasing power of public agencies nationwide. This is an optional use program with no minimum volume requirements and no cost to agencies to participate.

In order for Insight to accept Purchase Orders against this contract and honor the prices on this quote, your agency must be registered with U.S. Communities. Our sales teams would be happy to assist you with your registration. Please contact them for assistance -- the registration process lasts less than five minutes.

Regarding tariff impacts on IPS contract quotes, Insight is communicating with the contracting officials on the contracts held by Insight to minimize the impact of tariffs to our clients.

Thanks for choosing Insight!

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

The U.S. government has imposed tariffs on technology-related goods. Many of Insight's OEM and distribution partners have notified Insight that these tariffs will result in frequent and significant price increases. Some of our major partners have already provided Insight with cost increases, in some instances multiple times per day, while other providers are still assessing their situations. Due to the situation it is possible this quote may be subject to cost changes for Insight which will necessitate changes to the quoted pricing, or withdrawal of the quote.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by both your company and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at: http://www.insight.com/en_US/help/terms-of-sale-products-ips.html



INSIGHT PUBLIC SECTOR SLED
 6820 S HARL AVE
 TEMPE AZ 85283-4318
 Tel: 800-467-4448

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PRICE QUOTE IS VALID FOR 30-DAYS

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Document Date	: 25-OCT-2018
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PO Release	:
Sales Rep	: Ricardo Pryor
Email	: RICARDO.PRYOR@INSIGHT.COM
Telephone	: 4804096992
Sales Rep 2	: Brian Mayer
Email	: BRIAN.MAYER@INSIGHT.COM
Telephone	: 4803333085

Material	Material Description	Quantity	Unit Price	Extended Price
KW4-00151	Windows 10 Enterprise LTSB 2016 - Upgrade license - 1 license - local - OLP: Government - English STATE OF FLORIDA NASPO VALUEPOINT SOFTWARE VAR(# ADSP016-138244 / 43230000-NASPO-16-ACS-SOFTWARE VAR) LICENSE : 99839950ZZL2003	60	205.74	12,344.40
Product Subtotal				12,344.40
TAX				0.00
Total				12,344.40

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

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Panasonic recommends Windows.

TOUGHBOOK 20

- 10.1" fully rugged PC for use as a laptop or tablet
- Sunlight-viewable display works with or without gloves
- Infrared webcam on i5-7Y57 model
- Bridge battery enables hot-swap battery replacement for continuous use
- Integrated 2nd battery, CAC SmartCard, fingerprint, magstripe, barcode options and more
- TPM 2.0 Security¹

MIL-STD-810G

MIL-STD-461F

IP65

ANSI HAZ LOC

4-FOOT DROP RATING

P.L.E.C.

THE WORLD'S FIRST FULLY RUGGED DETACHABLE LAPTOP.

The Toughbook 20 is the first fully rugged detachable PC with a removable keyboard that quickly transforms from a laptop into a fully functioning tablet with just one hand. At only 3.9 pounds, it's good on the go with a clever built in handle that also functions as a kickstand, a bridge battery that allows hot swappable battery replacement while running without disruption and the broadest range of ports and integrated options in its class. The Toughbook 20 display can be used with or without gloves and its sunlight-viewable 800 nit IPS display with direct bonding enables wider viewing angles and richer colors.

1.800.662.3537

na.panasonic.com/us/toughbook20

TOUGHBOOK®

TOUGHBOOK 20

Panasonic recommends Windows.

SOFTWARE	<ul style="list-style-type: none"> ■ Panasonic Utilities (including Dashboard), Recovery Partition ■ Enterprise ready driver packages including CAB files and one-click driver bundles ■ Windows® 10 Pro 64-bit 																		
DURABILITY	<ul style="list-style-type: none"> ■ MIL-STD-810G certified [4' drop - 5' tablet only, shock, vibration, rain, dust, sand, altitude, freeze/thaw, high/low temperature, temperature shock, solar radiation, salt fog, humidity, explosive atmosphere]¹ ■ MIL-STD-461F certified² ■ IP65 certified sealed all-weather fanless design³ ■ Optional hazardous location class I division 2, groups ABCD certified model ■ Magnesium alloy chassis encased with ABS and elastomer edges ■ Built-in dual purpose handle & kickstand ■ Solid state drive heater ■ Removable battery ■ Optional rotating hand strap ■ Reinforced locking port covers ■ Raised bezel for LCD impact protection ■ Preinstalled replaceable screen film for LCD protection 																		
OPERATING SYSTEM	<ul style="list-style-type: none"> ■ i5-7Y57U model: <ul style="list-style-type: none"> ■ CPU <ul style="list-style-type: none"> - Intel® Core™ i5-7Y57 vPro™ processor (7th Gen CPU) - 1.2GHz with Turbo Boost up to 3.3GHz, 4MB cache ■ Graphics <ul style="list-style-type: none"> - Intel® HD Graphics 615 ■ Memory (RAM) - factory installed <ul style="list-style-type: none"> - 8GB or 16GB (DDR3L-1866MT/s)⁴ ■ Storage Drive Shock-mounted with Heater <ul style="list-style-type: none"> - 256GB SSD⁵ - Optional 512GB SSD⁵ - Optional OPAL encrypted SSD ■ m5-6Y57 model: <ul style="list-style-type: none"> ■ CPU <ul style="list-style-type: none"> - Intel® Core™ m5-6Y57 vPro™ processor (6th Gen CPU) - 1.1GHz with Turbo Boost up to 2.8GHz, 3MB cache ■ Graphics <ul style="list-style-type: none"> - Intel® HD Graphics 515 ■ Memory (RAM) - factory installed <ul style="list-style-type: none"> - 8GB or 16GB (DDR3L-1866MT/s)⁴ ■ Storage Drive Shock-mounted with Heater <ul style="list-style-type: none"> - 128GB SSD⁵ - Optional 256/512GB SSD⁵ - Optional OPAL encrypted SSD 																		
DISPLAY	<ul style="list-style-type: none"> ■ 10.1" WUXGA 1920 x 1200 ■ 10-point capacitive gloved multi touch (available only on m5-6Y57 model) ■ 10-point capacitive gloved multi touch + digitizer ■ 2-800 nit ■ IPS display with direct bonding ■ Anti-reflective (AR) and anti-glare (AG) screen treatments ■ 4 monitor support ■ Concealed mode (configurable) 																		
AUDIO	<ul style="list-style-type: none"> ■ Integrated dual array microphone ■ Intel® High Definition Audio compliant ■ Integrated speaker ■ On-screen and button volume and mute controls 																		
CAMERAS	<ul style="list-style-type: none"> ■ 1080p webcam with dual array mic and camera on/off indicator ■ Infrared with Windows Hello support (i5-7Y57 model) ■ 8MP rear camera with autofocus and triple LED flash (optional on m5-6Y57 model) 																		
KEYBOARD & INPUT	<ul style="list-style-type: none"> ■ Waterproof IP55 stylus pen with integrated stylus holder, tether and cleaning cloth ■ Supports glove mode and rain mode ■ 7 tablet buttons (5 user-definable A1/A2 buttons) ■ On-screen QWERTY keyboard ■ 82-key with dedicated Windows® key ■ Emissive white backlit keyboard with 4 adjustable levels ■ Pressure-sensitive touchpad with multi touch 																		
INTERFACE & EXPANSION	<ul style="list-style-type: none"> ■ On the tablet: <ul style="list-style-type: none"> - USB 3.0 x1 (optional 2nd USB 2.0^{6,7}) - MicroSDXC - HDMI - 10/100/1000 Ethernet - Optional Serial (True)^{8,9} - Audio In/Out - SIM ■ On the keyboard: <ul style="list-style-type: none"> - Docking Connector - USB 3.0 x2, USB 2.0 x1 - SDXC - HDMI - VGA - 10/100/1000 Ethernet - Serial (USB) <table border="0"> <tr> <td>Type A (USB 3.0 is 1.5A)</td> <td>UHS-I</td> </tr> <tr> <td>Type A</td> <td>RJ-45</td> </tr> <tr> <td>D-sub 9-pin</td> <td>3.5mm Mini-jack stereo</td> </tr> <tr> <td>4FF (i5-7Y57 model), 3FF (m5-6Y57 model)</td> <td></td> </tr> <tr> <td>24-pin</td> <td>Type A</td> </tr> <tr> <td>Type A</td> <td>UHS-I</td> </tr> <tr> <td>Type A</td> <td>Type A</td> </tr> <tr> <td>D-sub 15-pin</td> <td>RJ-45</td> </tr> <tr> <td>D-sub 9-pin</td> <td></td> </tr> </table>	Type A (USB 3.0 is 1.5A)	UHS-I	Type A	RJ-45	D-sub 9-pin	3.5mm Mini-jack stereo	4FF (i5-7Y57 model), 3FF (m5-6Y57 model)		24-pin	Type A	Type A	UHS-I	Type A	Type A	D-sub 15-pin	RJ-45	D-sub 9-pin	
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WIRELESS	<ul style="list-style-type: none"> ■ Optional 4G LTE-A multi carrier mobile broadband w/satellite GPS (i5-7Y57 model only)⁴ ■ Certified with Verizon, AT&T, Sprint and P.180¹¹ ■ Optional dedicated GPS (u-blox NEO M8N)¹² ■ Dual high-gain antenna pass-through ■ Intel® Dual Band Wireless-AC 8265 Wi-Fi 802.11a/b/g/n/ac (8260 on m5-6Y57 model) ■ Bluetooth® v4.1 (Class 1) + EDR 																		
POWER	<ul style="list-style-type: none"> ■ Li-Ion battery pack: <ul style="list-style-type: none"> - Standard in tablet; optional 2nd battery in keyboard - 11.4V, 2600mAh (each battery) ■ Battery operation: <ul style="list-style-type: none"> - i5-7Y57 model: 8.5 hours (17 hours with opt. 2nd battery)¹³ - m5-6Y57 model: 8 hours (16 hours with opt. 2nd battery)¹³ ■ Battery charging time: 3 hours (3.5 hours with opt. 2nd battery)¹³ ■ Bridge battery: 1 minute hot swap time (optional on m5-6Y57 model) ■ AC Adapter: AC 100V-240V 50/60Hz, auto sensing/switching worldwide power supply 																		

SECURITY FEATURES

- TPM v2.0¹
- NIST BIOS compliant
- Persistence® technology by Absolute embedded in BIOS⁴
- Kensington cable lock slots x2 (on tablet and keyboard)
- Optional fingerprint reader⁵
- Optional insertable SmartCard CAC reader⁶
- Optional contactless SmartCard CAC reader⁶
 - 13.56MHz (ISO 14443 A/B compliant)

WARRANTY

- 3-year limited warranty, parts and labor

DIMENSIONS & WEIGHT

- 10.7" (L) x 9.2" (W) x 1.3" (H)¹⁰
- 3.9 lbs.¹¹

HAZARDOUS LOCATION CERTIFICATIONS

- ANSI/ISA 2.12.01-2013
- Optional class I division 2, groups ABCD certified model

INTEGRATED OPTIONS¹²

- Choice of dedicated 4G LTE multi carrier mobile broadband with satellite GPS (i5-7Y57 model) or dedicated GPS (u-blox NEO M8N)
- Choice on tablet of 1D/2D capable barcode reader (N6603), serial (true), or second USB 2.0 port
- Choice on tablet of magstripe, insertable SmartCard CAC, contactless SmartCard CAC or fingerprint reader

SELECT ACCESSORIES¹³

- | | |
|---|---|
| <ul style="list-style-type: none"> ■ AC Adapter Standard 65W (3-prong) ■ AC Adapter MIL-STD-461F (3-prong) ■ Battery Pack ■ 4-Bay Battery Charger ■ LIND Car Charger 120W ■ LIND Solar Charge System ■ ToughMate ComUniversal Jr. Carrying Case ■ ToughMate Mobility Bundle (Carry Strap) ■ ToughMate Always-on Case ■ ToughMate Rotating Hand & Shoulder Strap ■ Rotating Hand Strap ■ Rotating Hand Strap (for units w/Magstripe only) ■ Shoulder Strap ■ Desktop Dock ■ Laptop 2-in-1 Vehicle Docks (requires keyboard) <ul style="list-style-type: none"> - Gamber-Johnson (dual RF) - Havis (dual RF) ■ Tablet Extended Vehicle Docks <ul style="list-style-type: none"> - Gamber-Johnson (dual RF) ■ AntennaPlus Dual LTE & GPS Antenna Kit <ul style="list-style-type: none"> - Threaded Black Mount - Threaded White Mount ■ Multi Touch IP55 Stylus ■ Multi Touch + Digitizer IP55 Stylus ■ Tether ■ Spare Keyboard ■ 10.1" LCD Protector Film (i5-7Y57 model) ■ 10.1" LCD Protector Film (m5-6Y57 model) | <ul style="list-style-type: none"> CF-AA6413CM CF-AA5713AM CF-VZSU0GW CF-VCB201M CF-LNDDC120 PASC1580-4464 TBC20MUBDL-P TBC20ADCS-P TBC20HDSIP-P CF-VST2011U CF-VST2031U CF-VST2021U CF-VEB201U GJ-20-LVD2 H-20-LVD2 GJ-A2-TVD2-X AP-PAN-CCGPD-Q-BL AP-PAN-CCGPD-Q-WH CF-VNP025U CF-VNP023U CF-VN0202U CF-VEK201LMP CF-VPF35U CF-VPF31U |
|---|---|

Please consult your reseller or Panasonic representative before purchasing.

¹ TPM 1.2 ships by default on m5-6Y57 model, but can run TPM2.0 - see below Microsoft link for details: support.microsoft.com/en-us/help/2920186/update-to-add-support-for-tpm-2.0-in-windows-7-and-windows-server-2008-r2.

² Tested by national independent third party lab following MIL-STD-810G Method 516.6 Procedure IV for transit drop test and IEC 60529 Sections 13.4, 13.6.2, 14.2.5 and 14.3 for IP65. 461F requires CF-AA5713AM.

³ 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

⁴ Barcode, Serial (true) and 2nd USB 2.0 Port are mutually exclusive.

⁵ Magstripe, Serial, 2nd USB or Barcode+Insertable SmartCard integrated options increase overall height and prohibit use in convertible mode.

⁶ Dedicated GPS and 4G LTE are mutually exclusive.

⁷ Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014 at 150 nit.

⁸ Requires software and activation to enable theft protection.

⁹ Magstripe, Insertable SmartCard, Contactless SmartCard and Fingerprint Readers are mutually exclusive.

¹⁰ Includes tablet and keyboard with handle. Tablet when detached is 10.7" (L) x 7.7" (W) x 0.6" (H).

¹¹ Includes tablet and keyboard with handle. Tablet when detached is 2.1 lbs. Optional 2nd battery weighs 0.4 lbs.

¹² Accessories and Integrated Options may vary depending on your configuration. Visit the Panasonic website for more accessories and details.

¹³ P.180 is available only for i5-7Y57 model. For more information about P.180, please visit, PanasonicP180.com.



TOUGHBOOK®

1.800.662.3537

na.panasonic.com/us/toughbook20


Panasonic is constantly enhancing product specifications and accessories. Specifications subject to change without notice. Trademarks are property of their respective owners.
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PSC-M18786FlyTB20



MEMORANDUM

TO: Candis Mancuso, Purchasing Manager

THROUGH: Craig A. Hare, Director 

FROM: Stephen K. Fravel, EMS Data Systems Coordinator 

SUBJECT: Non-Bid Justification for Purchase of Electronic Patient Care Reporting Laptop CF-20 Computers (FY18-19)

DATE: October 26, 2018

EMS & Fire Administration (EMS) is coordinating the purchase and deployment of this FY's Panasonic Toughbook CF-20 laptop computers. This is for an additional sixty (60) Electronic Patient Care Reporting (ePCR) laptop computers. This is Phase 2 of the project - it is important for the hardware to be compatible from an operational sustainability, training, maintenance and accessories (chargers, cables, batteries, and parts) perspective.

The ALS 1st Responder Agreement, Section 509 requires that the EMS Authority provide ePCR for all Agencies.

The purchase of these sixty (60) CF-20s will replace the older version (CF-19) of Toughbook laptops originally purchased in April 2011.

The Pinellas County EMS system currently uses Zoll Data Systems RescueNet software suite for the Sunstar Paramedics, and all other ALS 1st Responder ePCRs. Zoll has certified the Panasonic Tough book for use with their software. There are other Zoll certified laptops, however Panasonic Toughbooks are recommended to ensure compatibility and uniformity within the existing system.

Funding of \$245,000 is available from 344310 EMS 1st Responder Services (Fund 1006, Program 1817).

If you have any questions or concerns, please contact me at 582-5753 at your earliest convenience.

Encl: Department Purchase Request; Panasonic Toughbook 20 (CF-20) Information; Zoll Sole Source Letter; Budgetary Quote from Insight