



# Pinellas County

## Staff Report

---

**File #:** 18-597A, **Version:** 1

---

### **Subject:**

Award of bid to Master Medical Equipment, LLC for the requirements of refurbished Philips MRx defibrillators.

### **Recommended Action:**

Approval of the award of bid to Master Medical Equipment LLC for the requirements of refurbished Philips MRx EKG defibrillators

Bid no. 178-0264-B(RG); in the annual amount of \$328,750.00 on the basis of being the only responsive, responsible bid received meeting specifications.

### **Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations.

### **Summary:**

The intent of this Invitation to Bid (ITB) is to establish a contract for the immediate need of twenty (20) refurbished Philips HeartStart MRx Defibrillators. The defibrillators are needed to increase the number of spare monitors for the purpose of replacing those out of service for repair and ensure uninterrupted field operations. EMS maintains a single clinical standard for EKG Monitors so all First Responders are using the same equipment in emergency situations. Our current equipment is six years old and has a safe useful life of 10 years. We had a 30% reserve when originally purchased but due to the increase in responder units the equipment has been deployed. We require our repair vendor to provide loaners.

The contract is for a twelve (12) month term; during this term, the County may elect to procure additional defibrillators at the unit price (\$13,150.00) offered with provision for increase not to exceed the average of the Producer Price Index (PPI) for Electro Medical Apparatus. Contingency funds of \$65,750.00 have been included in this award request should there be a need for additional defibrillators.

### **Background Information:**

The above referenced requirements were originally solicited on January 5, 2018. However, original bid specifications required revision and the bid was rejected by the County Administrator. February 27, 2018, the bid was re-issued resulting in one (1) response.

Staff reached out to potential suppliers to find out their reason for not responding. Apparently refurbished defibrillators are not kept in stock; suppliers wait for hospitals or agencies to solicit

requirements then search nationwide to fill those requirements by purchasing used defibrillators and refurbishing them. Polk County recently completed a competitive bid with only one (1) response as well.

**Fiscal Impact:**

Estimated twelve (12) month expenditure as follows:

- Immediate need not to exceed \$263,000.00
- Contingency not to exceed \$65,750.00

Total twelve month expenditure not to exceed \$328,750.00

Funding is provided through the EMS First Responders

**Staff Member Responsible:**

Jim Fogarty, Director, Safety and Emergency Services

Craig Hare, Director, EMS and Fire Administration

Joe Lauro, Director, Purchasing

**Partners:**

N/A

**Attachments:**

Bid Tabulation