



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
 CRH60352

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 ROBERTA WAGNER  
 304-558-0067

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

**MEMCO, INC.**  
 INDUSTRIAL & SAFETY SUPPLIES  
 10701 E. WINNER RD. SUITE #230  
 INDEPENDENCE, MO 64052  
 TOLL FREE: 1800-821-5554  
 FAX 816-833-5253

SHIP TO

HEALTH AND HUMAN RESOURCES  
 BPH - COMMUNITY & RURAL HEALTH  
 350 CAPITOL STREET, ROOM 515  
 CHARLESTON, WV  
 25301-3716 304-558-4109

DATE PRINTED 05/11/2006	TERMS OF SALE <i>NET 30</i>	SHIP VIA <i>Best Way</i>	F.O.B.	FREIGHT TERMS <i>Prepaid &amp; Allowed</i>
BID OPENING DATE: 06/14/2006		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR QUOTATION						
THE WEST VIRGINIA DIVISION OF PURCHASING IS SOLICITING BIDS FOR THE OFFICE OF EMERGENCY MEDICAL SERVICES TO PROVIDE AUTOMATIC EXTERNAL DEFIBRILLATORS (AED) AND AUTOMATIC EXTERNAL DEFIBRILLATOR (AED) TRAINERS.						
PLEASE NOTE THE FOLLOWING ATTACHMENTS: 1) CRH60352 AED BID SPECIFICATIONS 2006. 2) AFFIDAVIT						
0001	90	EA		964-26	<i>971.61</i>	<i>87444.00</i>
				AUTOMATIC EXTERNAL DEFIBRILLATORS (AED) UNITS		
				<i>DEFIBTECH DEF-100</i>		
ZOLL AED PLUS, PS SERIES - OR EQUAL MANUFACTURER MUST SUPPLY SPECIFICATIONS FOR COMPARISON AND COPIES OF TECHNICAL MANUALS; IF BIDDING OTHER THAN ZOLL.						
ALL UNITS MUST BE NEW, NOT RE-MANUFACTURED, MEET FDA APPROVAL, AND HAVE NO CURRENT FDA RECALL.						
ALL BIDS FOR AED'S MUST INCLUDE BATTERIES AND PADS FOR EACH UNIT.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>B. B. McNeely</i>	TELEPHONE <i>800-821-5554</i>	DATE <i>6-9-06</i>
FILED <i>Bio Coordinator</i>	FEIN <i>43-116572</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
  2. The State may accept or reject in part, or in whole, any bid.
  3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
  4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required registration fee. (Effective June 8, 2006, the fee will change from \$45.00 to \$125.00 pursuant to House Bill 4031.)
  5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
  6. Payment may only be made after the delivery and acceptance of goods or services.
  7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
  8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
  9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
  10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
  11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
  12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
  13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
  14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
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**ORIGINAL SIGNED BID TO:**

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

**DUPLICATE BID TO:**

State Auditor's Office  
Bid Observer  
Building 1 Room W114  
1900 Kanawha Boulevard, East  
Charleston, WV 25305-0230

NOTICE: Beginning June 8, 2006, there is no need to submit a duplicate bid to the State Auditor's Office pursuant to House Bill 4031.



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350 CAPITOL STREET, ROOM 515  
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 25301-3716 304-558-4109

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/11/2006	NET 30			

BID OPENING DATE: 06/14/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0002	90	EA		964-26	295 <sup>10</sup>	26,559 <sup>00</sup>
AUTOMATIC EXTERNAL DEFIBRILLATOR (AED) TRAINERS  ZOLL AED PLUS, PS SERIES TRAINERS - OR EQUAL MANUFACTURER MUST SUPPLY SPECIFICATIONS FOR COMPARISON AND COPIES OF TECHNICAL MANUALS, IF BIDDING OTHER THAN ZOLL. ALL TRAINERS MUST BE NEW, NOT RE-MANUFACTURED, MEET FDA APPROVAL AND HAVE NO CURRENT FDA RECALL.  ALL BIDS FOR TRAINERS MUST INCLUDE BATTERIES AND PADS FOR EACH UNIT.  THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.						
VENDOR PREFERENCE CERTIFICATE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Robb Mezey</i>	TELEPHONE 43-1165722	DATE 6-9-06
BID COORDINATOR		ADDRESS CHANGES TO BE NOTED ABOVE

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*Memo*

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05/11/2006				

BID OPENING DATE: 06/14/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( ) BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p>						

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SIGNATURE <i>Bob Mewey</i>	TELEPHONE	DATE 6-9-06
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>( ) BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>( ) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Bob Wemy</i>	TELEPHONE	DATE <i>6-9-06</i>
TITLE	ADDRESS CHANGES TO BE NOTED ABOVE	

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**MEMCO, INC.**  
 INDUSTRIAL & SAFETY SUPPLIES  
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<p>THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <u>Bob Niemeyer</u></p> <p>DATE: <u>6-9-06</u></p> <p>SIGNED: <u>Bob Niemeyer</u></p> <p>TITLE: <u>Bid Coordinator</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>AN ORIGINAL, SIGNED BID MUST BE SUBMITTED ALONG WITH A CONVENIENCE COPY TO:</p> <p>DEPARTMENT OF ADMINISTRATION</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Bob Niemeyer TELEPHONE 43-1165722 DATE 6-9-06

TITLE \_\_\_\_\_ FEIN \_\_\_\_\_ ADDRESS CHANGES TO BE NOTED ABOVE

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130  AN EXACT DUPLICATE MUST BE SUBMITTED TO:  STATE AUDITOR'S OFFICE BID OBSERVER BUILDING 1, ROOM W114 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0230  BOTH BIDS MUST CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPES OR THE BIDS MAY NOT BE CONSIDERED:  SEALED BID  BUYER: 22  RFQ. NO.: CRH60352  BID OPENING DATE: 06/14/2006  BID OPENING TIME: 1:30 PM  PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- 816-833-5253 ----- -----						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>R. B. Newby</i>	TELEPHONE	DATE 6-9-06
TITLE	FAX 43-1165722	ADDRESS CHANGES TO BE NOTED ABOVE

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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
CONTACT PERSON (PLEASE PRINT CLEARLY):						
----- <i>Bob Niemeyer</i> -----						
WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON MAY 24, 2006. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER, OR EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO: ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25311 FAX: 304-558-4115 EMAIL: RWAGNER@WVADMIN.GOV						
***** THIS IS THE END OF RFQ CRH60352 ***** TOTAL:						<i>114,003<sup>00</sup></i>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE <i>Bob Niemeyer</i>	TELEPHONE	DATE <i>6-9-06</i>
TITLE <i>BID Coordinator</i>	FEIN <i>43-1165722</i>	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>*****ADDENDUM NO. 1*****</p> <p>1. THIS ADDENDUM IS TO RESPOND TO VENDOR QUESTIONS PER THE ATTACHED.</p> <p>2. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.</p> <p>PLEASE NOTE THE FOLLOWING ATTACHMENTS:</p> <p>1. Q&amp;A'S FOR CRH60352</p> <p>2. ADDENDUM ACKNOWLEDGEMENT</p> <p>*****END OF ADDENDUM NO. 1*****</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE *Bob McNeely* TELEPHONE DATE *6-9-06*

TITLE FEIN ADDRESS CHANGES TO BE NOTED ABOVE

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**DUPLICATE BID TO:**

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Bid Observer  
Building 1 Room W114  
1900 Kanawha Boulevard, East  
Charleston, WV 25305-0230

NOTICE: Beginning June 8, 2006, there is no need to submit a duplicate bid to the State Auditor's Office pursuant to House Bill 4031.

**AED Bid Specifications 2006**

**All units must be new, not re-manufactured, meet FDA approval and have no current FDA recall.**

**90 - Zoll AED Plus, PS Series, or equivalent - Manufacturer must supply specifications for comparison and copies of technical manuals, if bidding other than Zoll brand.**

**90 - Zoll AED Plus, PS Series Trainers, or equivalent - Manufacturer must supply specifications for comparison and copies of technical manuals, if bidding other than Zoll brand.**

Both the AEDs and Trainers must include batteries and pads for each unit.

*YES*

**Mandatory Specifications for evaluation are grouped as follows:**

**Energy:**

Biphasic waveform with impedance compensation.

*YES*

Device shall be capable of delivering a shock of 120-Joules or greater in Standard operating mode, with a charge time of less than 10 seconds.

*YES*

Programmable: Device shall be delivered with customer's preferred energy sequence, and shall be programmable in set-up mode by the customer in the field.

*No*

**Battery:**

Battery power shall be a combined total of 11 volts or greater, of either sulfuryl chloride or manganese dioxide lithium type.

*YES*

Shall have a shelf life of 4 years.

*YES*

Unit shall have some type of low battery indicator (either visual or auditory).

*YES*

**Defibrillation Criteria:**

The device shall identify ventricular tachycardia based in part on the following criteria:

minimum heart rate of 120 beats per minute.

*YES*

**Storage:**

*critical* Storage: Device shall have the capability of storing at least 20 minutes of ~~continuous~~ patient ECG and scene audio in internal memory (i.e., without the use of external storage media)

Retrieval: Device shall permit patient information to be downloaded, stored, reviewed and printed. Supporting software shall allow for simultaneous replay of continuous ECG.

**Physical Criteria:**

Display: Must have LCD Screen for visual text or symbol instructions.

*No*

Environment:

Shall have operating temperature of: 32 to 122 degrees F°

*YES*

Shall have shock: MIL-STD 810

*YES*

Self-testing:

Device shall run a daily self-test, classify any faults into major or minor, and alert the operator if services is required. Results of tests shall be made available with all printed reports.

*No*

Device shall test the capacity of the battery and defibrillator charging system bi-weekly for a non-chargeable lithium battery.

*No*

User testing: Devices shall be capable of executing a user-initiated test without the use of a rhythm simulator. Results of tests shall be made available with all printed reports. — *No*

*YES*

**Other Specifications:**

Size: Portable - Unit should be approximately 7 in. x 12 in. x 12 in. (HxWxD) or equivalent cubic inch footprint.

Weight: Should be approximately 4 to 7 pounds (including battery).

*YES*

**A F F I D A V I T****West Virginia Code §5A-3-10a states:**

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions.

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**EXCEPTION:**

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**LICENSING:**

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

**CONFIDENTIALITY:**

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy) for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: BOB Niemeyer for Memco

Authorized Signature: Bob Niemeyer Date: 6-9-06

Page 2  
CRH60352/Addendum #1  
DHHR/BPH/Office Community Health Systems  
350 Capitol St. Rm 515  
Charleston, WV 25301

Questions from vendors:

1) Q – The RFQ states that the State of WV is looking for “90 Automatic External Defibrillators to be Zoll AED or Equal.” Will you in fact consider an award a contract to a vendor/manufacture who is not offering a Zoll AED Plus?

Answer: We follow all State Purchasing Requirements. If the specific Automatic External Defibrillator meets all of the specifications of the Zoll AED Plus, it will be considered.

2) Q – Is this funded by the Federal Rural Grant Program?

Answer: Yes.

3) Q - As we have a couple of new Powerheart AED G3 devices out that are configured with the new AHA protocols, are you looking for that type of product for this bid.

Answer: We did not specify new AHA protocols for this bid. If an AED meets all specifications set forth in the bid it will be considered during review.

4) Q - Is there any value to the State of WV or preference going to be given for a device that has a longer warranty on the AED and on the battery system. (Cost of ownership may be significantly lower than some devices due to longer, more inclusive warranties surrounding their products)

Answer: If an AED meet all specifications set forth in the bid it will be considered during review.

5) Q - Is there any value to the State of WV or preference going to be given for a device that performs an automatic, daily self-test of all three critical AED components (i.e. battery, functionality of electrodes, and internal circuitry)

Answer: If an AED meet all specifications set forth in the bid it will be considered during review.

6) Q - Is there any value to the State of WV or preference going to be given for a device that would offer non-polarized electrodes? This allows the rescuer to place either electrode pad in either position on the person’s chest enabling a quicker response.

Page 3  
CRH60352/Addendum #1

Answer: If an AED meets all specifications set forth in the bid it will be considered during review.

7) Q - The Zoll device requires a simulator to run the AED Plus through some self-testing yet I do not see your request for simulators on the bid. How are you handling that issue.

Answer: A simulator is not required to complete a self-test. The self test is conducted by holding the on/off switch down to initiate the self test.

8) Q - Is there any preference for a device that has a backlit text screen that would offer a disabled (hard of hearing) person the ability to be involved as a rescuer. Some AEDs do not have a text screen and can therefore be seen as discriminatory to a hard-of-hearing person's desire to be included as an otherwise capable rescuer

Answer: I am unsure what a backlit text screen has to do with assisting someone who is hard-of-hearing in using the AED. If an AED meets all specifications set forth in the bid, it will be considered during review.

9) Q - Is there any value to the State of WV or preference going to be given for a device that would utilize the same escalating energy protocol as used in most hospitals. (i.e. escalating energy up to a full 360 joules).

Answer: If an AED meet all specifications set forth in the bid it will be considered during review.

10) Q - Is there any preference or benefit to the State of WV to do business with a vendor who can offer credits as a Female Minority Owned Business.

Answer: The only preference we currently allow is one for resident vendors.

11) Q - We are trying to determine if you need an infant child key. This adjusts the system to respond to an infant or child. Also do you require a case for the unit? I do not have specifics from Zoll and want to be sure you are quoted the correct unit for your application.

Answer: We did not request any infant child key. It is not part of the specifications. The Zoll AED Plus unit is a hard case, it does not require an additional case.

WV-36a <b>STATE OF WEST VIRGINIA PURCHASING CONTINUATION SHEET</b>	Buyer:	Page	Req. or P. O. No.:
Vendor:	Spending Unit:		
<p>Requisition No.: <u>CRH60352</u></p>			
<p><b>ADDENDUM ACKNOWLEDGEMENT</b></p>			
<p>I hereby acknowledge receipt of the following checked addendum(s) and have made the necessary revisions to my proposal, plans and/or specifications, etc.</p>			
<p><b>Addendum No.'s:</b></p>			
<p>No. 1 <u>✓</u></p>			
<p>No. 2 _____</p>			
<p>No. 3 _____</p>			
<p>No. 4 _____</p>			
<p>No. 5 _____</p>			
<p>I understand that failure to confirm the receipt of the addendum(s) is cause for rejection of bids.</p>			
<p><i>Bob Macey</i></p>			
<p>Signature</p>			
<p><i>Menco</i></p>			
<p>Company</p>			
<p><i>6-9-06</i></p>			
<p>Date</p>			
<p>Exhibit 10 Rev. 11/96</p>			