

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

Request for Quotation

EN PERSON HEG NUMBER III III CRH60352

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ADDRESS CORRESPONDENCE TO ATTENTION OF

roberta wagner 304-558-0067

*A06133933 BLACKBURNS PHYSICIANS PHARMACY VENDOR 301 CORBET ST TARENTUM PA 15084

HEALTH AND HUMAN RESOURCES BPH - COMMUNITY & RURAL HEALTH

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

DATE PRINTED	TERMS OF SALE	SHIP WA		GEREIGHT TERMS
05/30/2006				
BID OPENING DATE:	06/14/2006	BID C	PENING TIME OI	:30974
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1. Q&A	NOTE THE FOLLOW 'S FOW CRHG0352 ENDUM ACKNOWLEDG	ing attachments: Ement		
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THIE.	FEIN		ADDRESS CHANGES	TO BE NOTED ABOVE

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/manufacturer 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.

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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. 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 selftesting 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.

NV-360 STATE OF WEST VIRGINIA PURCHASING CONTINUATION SHEET	Buyer:	Page	Req. or P. O. No.:
PURCHASING CONTINUATION SHEET	Spending L	init:	
endor:	1		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
F	Requisition	No.:	_CRH60352
ADDENDUM ACKNOW	LEDGEM	ENT	
hereby acknowledge receipt of the following che he necessary revisions to my proposal, plans an	ecked add id/or speci	endum(s) and have made , etc.
Addendum No.'s:			
NO. 1 <u>CRH 60352</u>			
No. 2			
No. 3			
No. 4			
No. 5			
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Exhibit 10 Rev. 11/96)		

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AUTOMATED EXTERNAL DEFIBRILLATOR

New Concept, Simple, & Easy-To-Use for Anyone, Anywhere, Anytime.



So advanced, it's actually simple.

Affordable

Extra Battery-Pak, Carrying Case, Training CD Rom, Users manual, Data recovery cable, And Quick Reference Instruction Guide. + Standard 5 year warranty

Blackburn's and Heartsine will:

- 1. Delivery and set up units as required.
- 2. Conduct CPR/AED training as needed, conforming to the American Heart Association HeartSaver AED standards-at no additional costi
- Provide Medical direction where regulred.

samaritan:



- Only (2 lbs), 8" x ?"
- Simple operation
- Easy STEP-BY-STEP voice instructions
- Visual (illuminated) graphical interface
- PAD-PAK™ Innovative pre-connected electrode pads
- Always ready-for-use
- Ready status indicator
- SCOPE™ Advanced Auto-Adjusting Escalating Energy
- Automatic dally self-test
- No maintenance required
- Built-in date recording memory card
- Perfect for all applications and environments

Other features include:

- Voice PLUS Graphical Interface
- Flashing Icons as Visual Prompts

2006 ANAGUIDALIDES

For more details, contact us at 800.472.2440

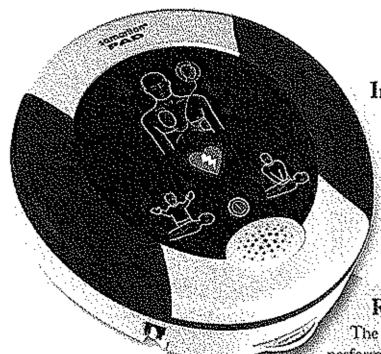
BLACKBURN'S 301 Corbet Street Tarentum, PA 15084 Phone: 724,224,9100 ext 287

Fax: 724.224.6108

ilm.heffran@blackburnsmed.com Email:

Visit our website to learn more at www.blackburnsmed.com

Samaritan® PAD



Helping you... Help someone.

- Only 2 (bs (1 kg)
- Simple operation
- Graphical Interface to guide user
- Clear voice instruction
- Always ready-for-use
- Auto self-test
- Perfect for home, business, travel, public areas and facilities



Interactive Graphical Interface

With everyday people in mind,
HeartSine designed an interface that
guides even the most inexperienced
user throughout the rescue process.
Using three simple icons and verbal
instructions, the samaritan® PAD
will clearly guide the rescuer through
each step.

Ready...Set...Go!

The samaritan[®] PAD will automatically perform critical systems self testing. The status indicator will blink, letting you know the samaritan[®] PAD is ready for use.

Clinically Safe and Effective

The samaritan® PAD is built on many years of research; development and patented technology. The samaritan® PAD uses HeartSine's SCOPE™ Biphasic technology (a low-energy, escalating waveform that adjusts for the differences in each person's physical make-up) to deliver optimal defibrillation to every patient.



Only One Expiration Date to Monitor

With the samaritan PAD there is only one expiration date to be concerned about. The battery and pad system has been packaged together. This new innovative battery & electrode system, reduces the maintenance in half and helps ensure an optimal state of readiness. Just one expiration to track.





HEADTSING



Samarllan' PAD



Pad-Pak"



Soft Carry Case

PANCHAL Steps 8,080 x 7.25(a) x 1.9(b) (20cm x 18.4cm x 4.8cm)

Weight 1.1 kg (2.4 lbs) archiding Pail Pak*** Reliefy.

DEFERRICLATOR

Waveform: SCOPE* (self-compensating output pulse envelope) Biphasic Escalating waveform. Optimized hipbuste waveform compensates energy, slope and envelope for policit impolimie.

Energy Sciention: For configured automated presents (escaladag from 100), 150), to 200).

Charge Tone: Less than 7 seconds (100B) and less than 12 seconds (2001) from a SA message with new Pad-Pak***.

Shock Cycle Time: 460 seconds for their analyte/shock ርያዊያየፉ.

Controls: On/Off and Shock button

PISTOYO EICYIANA TRAFTINA

Political Evaluates parfern's ECC, signal quality, electrode contact integrity and pattent impedance to determine if defibriblation is required.

Sensitivity / Specificity: Mores AAMI DF 80.

Visual Prompts: Assoch Pade, Stand Closs, Perform CPR, Short: Now, Soil Tests Past - Resdy State.

indicators: Low battery, (at teast 10 discharges remaining). audible proper (aters use of electrode discounted), resvice koon stops distriby if self-rests fail, no bassery, or when

Volce and Icon prompts: Exercise voice and Icon prompts guide the user through the operation sequence.

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ENVIORMENTAL

Operating Temporature: O' to S0" C (+32" to +112"F)

Storago Temperatura: 10° to 50° C

Relative Homidity: 5% to 95% (non-condensity)

Water Resistance, IEC 60529/EN 60529 IP44

Attitude: 0 to 15,000 feet (0 - 4,575 meters)

Shocks MIL STD 810F Method 516.5, Procedure I (400°4)

Vibration: MIL STD 610F Mechad 514.5

Category 4 Truck Transportation - US Highways Category 7 Astrono - In (737 & Convent Adation Expension) CMC1

EN 60001-1-2, Spoond Edillon 2001

Radified Emissions:

CISPR11: 1997 +1A:19994A82001 Gossp 1 Grav B

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Electrostatic Discharge immunity/ EN61000-4-2:1995 (SKV)+A1;1998+A2:2000

RE torrounity:

ENG1000 4-3:1996, 80 MHz - 2.5 GHz

000\$\$A+888EEEA+66WV01)

Magnetic Field introducty:

EN61000-4-8:1993 (3 Nm)+A1:2000

Alterath

RTCA / DO - 160D: 1997, Senten 21 (Conspay NO

EVENT ODCUMENTATION

Typic Internal memory

Memory Especify: 45 minutes of ECG (full disclosure) and ment/hightest testardings

Displace Capabilities Centino USB eating theorily continents to PC and SAVER* whetherwised data review spikware.

обырак" баттеру

PAK

Shelf Ute: 3 years

Weight: 0.44 lbs (0.2kg)

Slee: 3.93(n x 5.24tn x .94tn (100mm x 133mm v 24mm)

RATTERY

Type: Lightom Mangarese Dioxide (LiMinO2) 18V, 9.8 Amp Mrs

Capacity: >30 shocks at 2001 or 6 beams of continuous. monitoring.

Slandby Ufm 3 years

ELECTRODES

Excusors: Samuritare disposable deliberation in electrodes are supplied standard with each Pad-Pak**.

Active Get Area 100 cm

Cable Langthe 3,5 ft (1m)

Sholf Ufox 3 years

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The products described in this timetake \$1 minel the applicable Corespon Medical Device Directive requirements.

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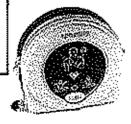
sules@heartsine.com www.beartsine.com

Corporate Headquarters: HeartSine Technologies, Inc. 940 Catte Amanecer - Suite E San Cleatente, CA 92673 - USA Tel: 1.949.218.0092

Fox: 1.949.218.0093

European Operations: HeartSine Technologies, Ltd. 203 Airport Road West Belitart, BT3 9ED - IV. Ireland Tet: +44 (0)28 9093 9400 Fax: +44 (0)28 9093 9401 FSS Contract// V797P4865A

Duns #065635193 Schedule # 65 VA Cage# 45EB9 TIN# 251619077





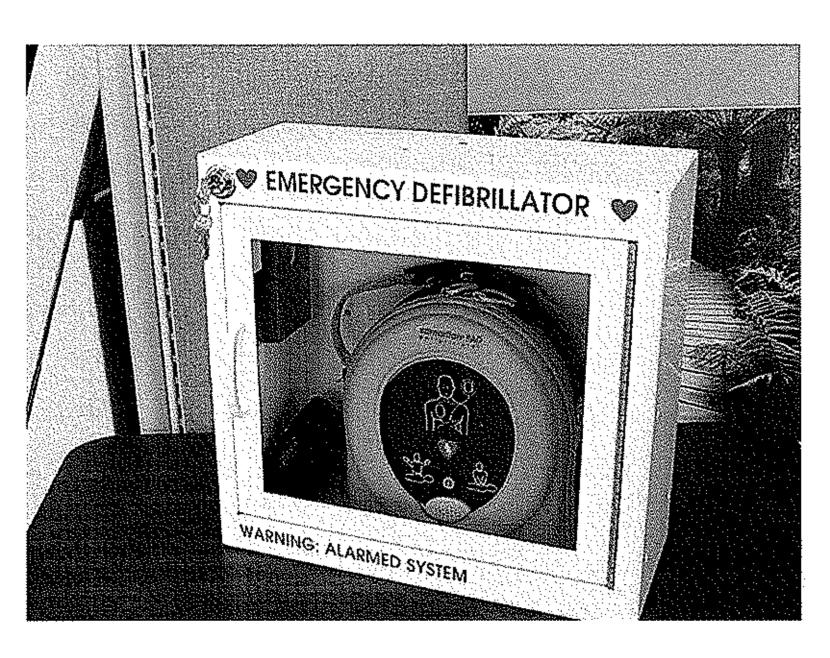
6/5/2006 Date Contact Jim Heffran Quote# GSA# V797P4865A



GSA Contract Holder

2020	BLACKBURN'S
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BILL TO:		PO# 1		SHIP TO:			
Company			j [Сотрепу			
Contact				Address 1			
Address				Address 2			
City				City			
State				State			
Zip				Zip			
Telephono			[Telephone			
Accis Pyble				Fax			
Fax			1				
ITEMS OR	DERED:	Free shipping with t	JPS ground				
QTY		DESCRIPTION				QUOTE PRICE	
	SAM003	Sam/AED w Text On	fy .		\$2,495.00		
		Sam/AED w ECG/Te			\$2,595.00		
		Sam/AED w ECG/Te			\$2,697.00		
		AED Data Batt/Pakw		ory	\$ 245,00		
		SDRU Data Recover			\$395.00		
		3-lead ECG monitor		C Code	\$155.00		
		AED Defib / 1 set of			\$25.00		
		AED DESIB PAD set			\$250.00		\$ -
		AED soft carrying ca	920		\$95,00		
		Sam AED Trainer			\$499,00		\$ -
		Training AHA (por p	erson)		\$ 35.00		· <u>-</u>
	SAM 30D	SAM PAD Unit			\$ 1,595.00	\$895.00	\$ -
							\$ -
		Sem PAD Pad-Pak	<u></u>		\$99.00		
		SAM PAD Trainer	·····		\$495.00		ş -
		AED prep kit			\$29.00		
		Vehicle Bracket			\$155.00		s ,
	SSS021	AED Wall Sign(trian	gular)		\$ 49,00		
		Rescue Wall Cabine	ts/w Alarm		\$299.00		
Troining se						Total \$\$\$	\$ -
		rms and conditions of sa	ale as indicate	ed above.			
AED serials					······		
Signaturo:	Jim Hoffs	an			Category Sale	s Manager	
Contact	Info:	Celi#724-321-5634		Mail To:	Blackburns		
FAX# 724-	224-9124	Toll Free#800-472-2	440		c/o Jim Heffra	n	
E-Mall: jir	n.heffran@b	lackburnsmed.com			301 Corbet St	reet	
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PHYSICIAN'S STATEMENT



Medical Authorization for AED Placement

Page 1 of 2

State law and FDA regulations require a prescription for an AED from an authorizing physician. Please have the physician complete and sign the section below.

Authorization for the	purchase of (Oty)AE	D(s)
AED Purchased By:		AED Placement Location:
Name		iano
 		Address
		Dily
State/Zip	Умш г	State/Zip
AED Serial Number(s)	(If known)	· · · · · · · · · · · · · · · · · · ·
not be limited to: [1] en- refresher training is est providing follow-up date protocol specific to the arrest, how to deal with	suring that targeted AED users are ablished, [2] ensuring that the loca a on any use of the AED to the EM recipient (i.e., where to place the A	r this AED program. My responsibilities will include, but trained in CPR and AED use and that a schedule for EMS is notified of the recipient's PAD program, [3] is for their data collection purposes, [4] establishing a ED, how to notify trained users in the event of a cardiac slow EMS, etc.), and [5] determining a maintenance ations.
Physician Name: Work Address:	Dr. Lawrence Ferlan / Ferlan 317 First Avenue Tarentum, PA 15084	Medical Group
	Work Phone: 724-224-639	6 Work Fax: 724-226-3435
Signature:		······································
Date:	······································	





Medical Authorization for AED Placement

Page 2 of 2

1. CPR Training and Refresher Schedule

Namo:	
	Trainer's Name:
Address:	Training Date:
***************************************	Refresher Training Schodule; within months of last training
Day:	
Steto/Zip:	
2. EMS Notification	
EMS Company	
Name:	Contact's Name:
Address;	Date Contacted:
Oly:	
State/Zip;	
	o the above names EMS service for data
collections purposes after any use of the Protocol for Use A) Recommended placement of the AED(s)	of this AED. YES NO
4. Protocol for Use A) Recommended placement of the ASD(s) B) Recommendation for how to notify a trained	of this AED. YES NO NO
4. Protocol for Use A) Recommended placement of the AED(a) B) Recommendation for how to notify a trained C) Special instructions such as: (EMS entry ins	iser when cardiac arrest occurs;

301 Corbet Street Tarentum, PA 16084 724.224.9100 800.472.2440 Fax: 724.224.9124



308 East Sixth Street Ede, PA 16507 814.454.2863 800.328.9325 Fex: 814.454.2706

EMS Notification-AED Placement

Date: 03/01/06

Placement of Samaritan PAD and AED Units

To:

As part of our facility's commitment to the health and well being of our customers, clients and visitors, we have developed a public access defibrillation PAD Unit for distribution. The brand is Samaritan AED and Samaritan PAD units. Please visit www.heartsine.com for additional information. We have worked with the American Heart Association to obtain CPR/AED training and have secured Medical Authorization for distribution. Please accept this letter as confirmation of our participation.

If you are in need of software to download event data, please advise.

We have implemented the following according to the American Heart Association's guidelines: Physicians Oversight has been secured. His/Her name is Lawrence Ferlan MD, Tarentum, Pa. 15084

An AED has been positioned at this location:

The AED unit at this location was placed there with the locations lay responders in mind. The American Heart Association HeartSaver AED course and all necessary orientation were provided to the lay responders.

A planned refresher course and ongoing maintenance of the equipment has been implemented. If you have any questions or needs, please contact-, Jim Heffran @ 724-321-5634, or 724-224-9100 ext 287 at Blackburns Physician's Pharmacy.

Thanks you in advance, Sincerely,

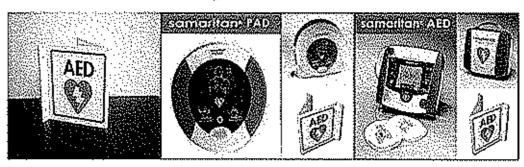
Jim Heffuan

Category Sales Manager
Blackburns Physicians Pharmacy
301 Corbet St.
Tarentum, Pa. 15084
Email- <u>jim.heffran@blackburnsmed.com</u>
Phone- 724-224-9100 Ext#287
Cell - 724-321-5634





Operational Checklist



TESTS TO BE PERFORMED		Insert Date	······································	
	•		#2	#3
Status	Indicator Light			
٠	Visually inspect the Status Indicator Light			
	and verify light is blinking			
9	Ensure that nothing is impairing clear view			
	of the Status Light		.	

Inspec	tion in the second of the seco	
•	Verify that the battery/data pack has not expired, if expired, replace with backup battery/data pak and order new backup pak.	
¢	Ensure unit is clean and void of any cracks, or other signs of abuse or damage.	
•	Ensure cables and software (if available) are clean and working	

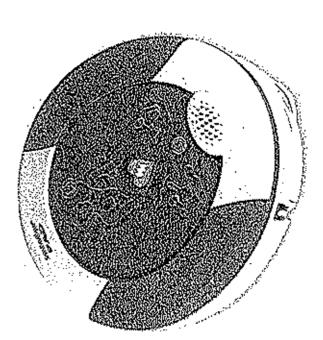
Suppl	ies de la	· · · · · · · · · · · · · · · · · · ·	
•	Do you have an extra backup battery and		
	Data Pak for the unit?		
•	Is the carrying case in good working		
	condition?		

Inspected	i by: Emale is the control of	 	
• E	nter Initials and Date Inspected		

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Comments, Observation	(5 **********			
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Release Date: 05/2005

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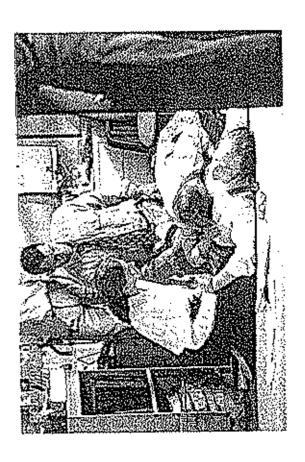


O2004 Heartsine Technologies, Inc.



ACCESS FOF SCA

- Unconscious
- Not Breathing
- Has no signs of normal circulation



Lonon 3 sinde Steps



Press Shock Button



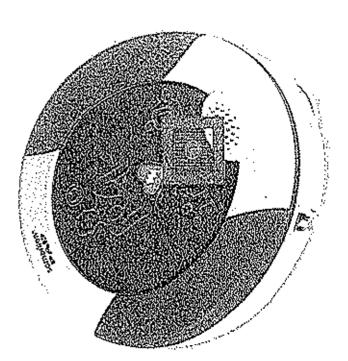
Follow Prompts



Turn On



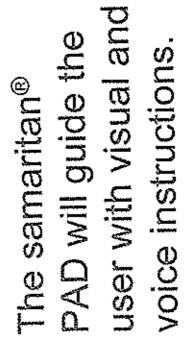
- Pressing the Green On button will "turn on" the samaritan® PAD.
- Voice and visual instructions will immediately occur

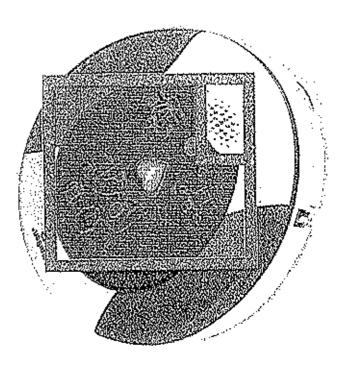






SCOLOR LOCAL

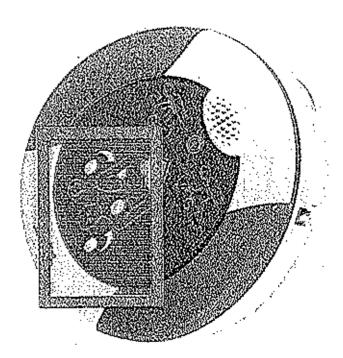






Apoly bads to bare crest

- Icon arrows will illuminated to visually guide user through each step.
- Voice instructions will be heard as well.

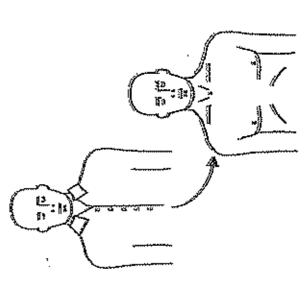




Automotic external defibrilator



Start by removing clothes from victims chest area



pads will be placed if chest IF NEEDED: Dry chest if wet. Shave area where is hairy.

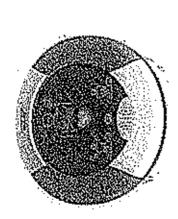




Automotic external defibrillator



Pull out defibrillation pads pouch.





O2004 Heatsine Technologies, Inc.



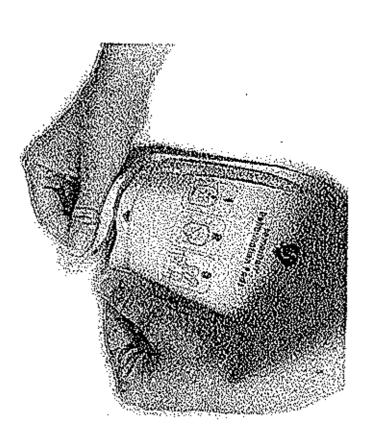


Automatic external defibritation



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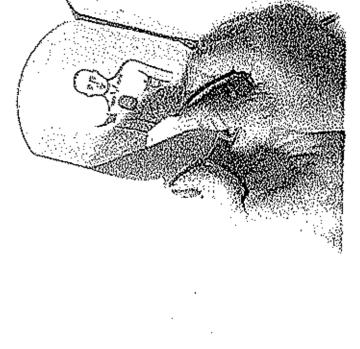
- The pads are located within the defibrillation pouch.
- Tear pouch open and remove pads.

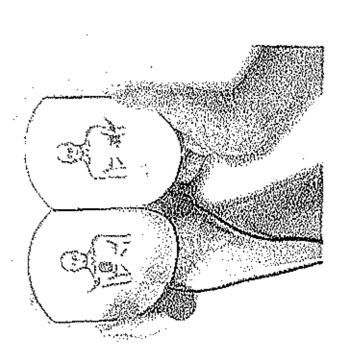


Automatic external defibritator







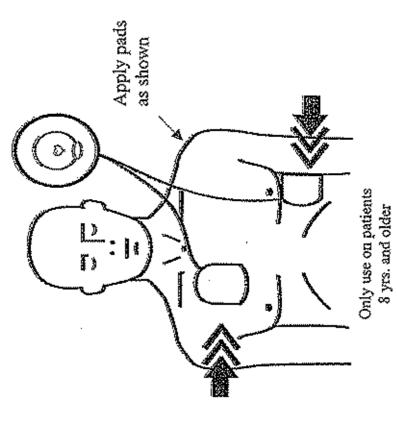


\$2004 Heartsine Technologies, Inc.



Tace Dacs on Sare Crest

- "Apply pads to patient's bare chest as shown in picture."
 - "Press pads firmly to patient's bare skin."



\$2004 Heartsiae Technologics, Inc.



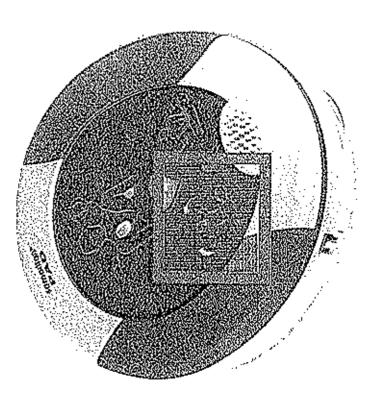


Automatic external deficitlator



Analyzing, Do Not Touch the Patient

when pads are attached to the patient the samaritan® PAD will begin to monitor the patient. "Assessing heart rhythm, do not touch the patient."





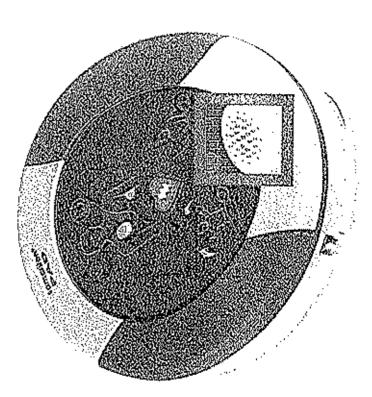


Automotic external defibrilator



Shock Advised, Stand Clear

If a shockable heart rhythm is found, the samaritan® PAD will tell the rescuer "shock advised" and to "stand clear"

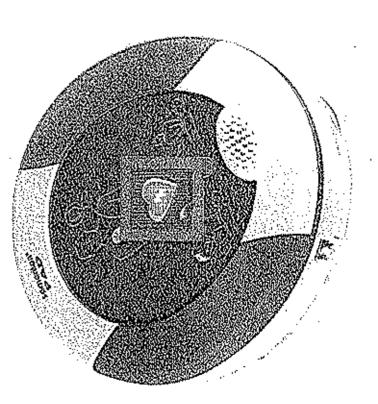




Stand Clear!

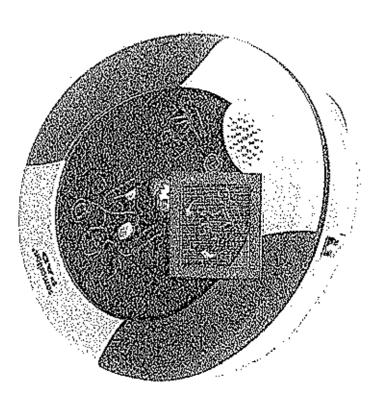
Press the shock button now!

- Once the samaritan[®]
 PAD is ready to deliver the shock, it will instruct the rescuer to "Stand Clear" and to "Press the shock button"
- IMPORTANT: Visually and verbally clear the patient before pressing the shock button.



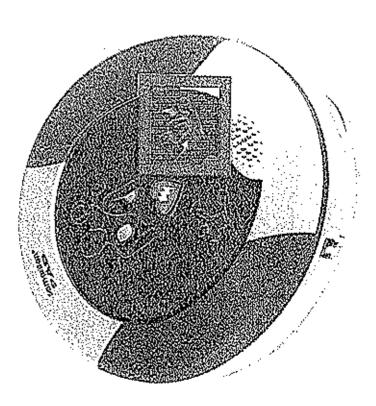
OWY THO YOOKS

- Once the shock is delivered the samaritan® PAD will reanalyze the heart rhythm to check for a normal rhythm.
 - Don't touch patient



NO Shock Advised

- If no shock is needed the samaritan® PAD will tell you it is safe to touch the patient and tell you to:
 - CHECK AIRWAY
- CHECK BREATHING
- CHECK FOR CIRCULATION
- IF NEEDED BEGIN CPR



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