

#### **ZOLL Medical Corporation**

Worldwide Headquarters 269 Mill Road Chelmsford, Massachusetts 01824-4105 U.S.A.

978 421-9655 978 421-0025 Main Fax

June 13, 2006

Roberta Wagner Department of Administration Purchasing Division 2019 Washington Street East Charleston, WV 25305

Dear Ms. Wagner:

ZOLL® Medical Corporation would like to thank you for the opportunity to respond to Bid Number CRH60352 for ninety (90) Automatic External Defibrillators and Trainers due June 14, 2006 at 1:30 PM. Please find enclosed a complete bid package including:

- ZOLL® AED Plus<sup>TM</sup> Warranty Information
- ZOLL® AED Plus<sup>TM</sup> Literature

Brilian Kathbun

ZOLL® Medical Corporation will provide the software and materials for self installation to upgrade all three hundred and seventy five (375) existing AED Plus units to the AHA Guidelines that were purchased through previous HRSA Grants.

If you need any further information or assistance, please do not hesitate to call me at  $800-242-9150 \times 9221$ .

Regards,

Barbara Rathbun

EMS Territory Manager

BR/jmh

Enclosures



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

Request for Quotation

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RFQ NUMBER CRH60352 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:

ROBERTA WAGNER 304-558-0067

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\*622142154 617-229-0020 ZOLL MEDICAL CORPORATION 269 MILL RD

01824-4105 CHELMSFORD MA

HEALTH AND HUMAN RESOURCES BPH - COMMUNITY & RURAL HEALTH

350 CAPITOL STREET, ROOM 515 CHARLESTON, WV

25301-3716 304-558-4109

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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.

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.

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PAGE 1

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CHELMSFORD MA 01824-4105

HEALTH AND HUMAN RESOURCES BPH - COMMUNITY & RURAL HEALTH

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

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State of West Virginia
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HEALTH AND HUMAN RESOURCES BPH - COMMUNITY & RURAL HEALTH

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

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CHELMSFORD MA 01824-4105 HEALTH AND HUMAN RESOURCES BPH - COMMUNITY & RURAL HEALTH

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

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# Request for Quotation

REQ NUMBER CRH 60352 PAGE 5

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HEALTH AND HUMAN RESOURCES
BPH - COMMUNITY & RURAL HEALTH

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

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State of West Virginia
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ZOLL MEDICAL CORPORATION

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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 VIA FOB FREIGHT TERMS 05/11/2006 **BID OPENING DATE:** 06/14/2006 BID OPENING TIME 01:30PM LINE QUANTITY UOP ITEM NUMBER UNIT PRICE AMOUNT CONTACT PERSON (PLEASE PRINT CLEARLY) Barbara Rathbun 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 UNHAIR 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 REQ CRH6d352 \*\*\*\*\* TOTAL: \$114,003.00 SEE REVERSE SIDE FOR TERMS AND CONDITIONS TELEPHONE 800-348-9011x9221 June 13,2006 ADDRESS CHANGES TO BE NOTED ABOVE Territory Mgr 04-2711626

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

#### **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.

## Mandatory Specifications for evaluation are grouped as follows:

#### Energy:

Biphasic waveform with impedance compensation.

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.

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.

#### **Battery:**

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

Shall have a shelf life of 4 years.

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

#### **Defibrillation Criteria:**

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

minimum heart rate of 120 beats per minute.

#### Storage:

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.

#### **Environment:**

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

Shall have shock: MIL-STD 810

### 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.

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

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.

## 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).

## AFFIDAVIT

#### 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 exceed 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 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:	ZOLL Medical	Corporation		
	Backeyer	pattebus	Date:	6/13/06
/ (dt/.0/.20d 0.g/	Barbara Rathb	oun		

No Debt Affidavit Revised 02/08/06



#### **ZOLL Medical Corporation**

Worldwide Headquarters 269 Mill Road Chelmsford, Massachusetts 01824-4105 U.S.A.

978 421-9655 978 421-0025 Main Fax

### **ZOLL 5 YEAR FACTORY WARRANTY**

ZOLL Medical Corporation warrants to the Customer that from the date of installation, or thirty (30) days after the date of shipment from ZOLL Medical Corporation's facility, whichever first occurs, the Equipment (other than accessories and electrodes) will be free from defects in material and workmanship under normal use and service for the period for 5 Years.

During such period ZOLL Medical Corporation will, at no charge to the Customer, either repair or replace (at ZOLL Medical Corporation's sole option) any part of the Equipment found by ZOLL Medical Corporation to be defective in material or workmanship. If ZOLL Medical Corporation's inspection detects no defects in material or workmanship; ZOLL Medical Corporation's regular service charges shall apply.

The Factory Warranty covers the Equipment (Defibrillators and Battery Chargers) for 5 Years from the date of shipment from ZOLL Medical Corporation's facility for the following: all parts and labor, all shipping and insurance costs, and a Service Loaner at no charge for use during the repair.

Accessories (cables, paddles, SpO2 sensors, single battery chargers and electrodes) shall be warranted for 90 days from date of shipment. During such period ZOLL Medical Corporation will, at no charge to the Customer, either repair or replace (at ZOLL Medical Corporation's sole option) any part of the accessories found by ZOLL Medical Corporation to be defective in material or workmanship. If ZOLL Medical Corporation's inspection detects no defects in material or workmanship; ZOLL Medical Corporation's regular service charges shall apply.

ZOLL Medical Corporation shall not be responsible for any Equipment defect, the failure of the Equipment to perform any specified function, or any other nonconformance of the Equipment, caused by or attributable to: (i) any modification of the Equipment by the Customer, unless such modification is made with the prior written approval of ZOLL Medical Corporation; (ii) the use of the Equipment with any associated or complementary equipment, accessory or software not supplied by ZOLL Medical Corporation (iii) any misuse or abuse of the Equipment; (iv) exposure of the Equipment to conditions beyond the environmental, power or operating constraints specified by ZOLL Medical Corporation; or (v) installation or wiring of the Equipment other than in accordance with ZOLL Medical Corporation's instructions, (c) This warranty does not cover items subject to normal wear and burnout during use, including but not limited to lamps, fuses, batteries, patient cables and accessories. (d) The foregoing warranty does not apply to software included as part of the Equipment (including software embodied in read-only memory, known as "firmware"). (e) The foregoing warranty constitutes the exclusive remedy of the customer and the exclusive liability of ZOLL Medical Corporation for any breach of any warranty related to the Equipment supplied hereunder. THE WARRANTY SET FORTH HEREIN IS EXCLUSIVE AND ZOLL MEDICAL CORPORATION EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES WHETHER WRITTEN, ORAL, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO ANY WARRANTIES OF MERCHANTABILITY OF FITNESS FOR A PARTICULAR PURPOSE.