

Request for Quotation

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CRH60352



ADDRESS CORRESPONDENCE TO ATTENTION OF ROBERTA WAGNER

304-558-0067

TY V E N D O R

RFQ COPY TYPE NAME/ADDRESS HERE

EMS Innovations Inc.

P.O. Box 239 Pasadena, MD 21123-0239 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 Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

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CRH60352 DHHR/BPH/OCHS

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.

P8 EMS Innovations Inc.
P.O. Box 239
Pasadena, MD 21123-0239



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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).

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EMS Innovations Inc. P.O. Box 239 Pasadena, MD 21123-0239

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 yold, and is terminated without further order.
- 14. HIPAA Business Associate Addendum The West Viginia 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.

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.
- 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.
- 6. **DUPLICATE BIDS:** All quotations must be delivered by the bidder to the respective offices listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

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

EMS Innovations Inc.

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

Rev. 05/05/2006

Pasadena, MD 21123-0239





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

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RFQ No. CRH6

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.

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

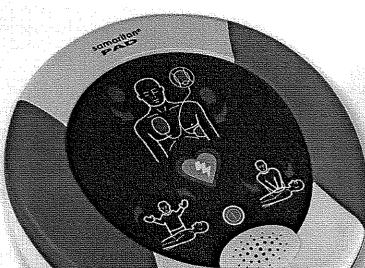
CONFIDENTIALITY:

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.

acknowledges the in	formation in this said affidavit and are in compliance with the requirements as statements
Vendor's Name:	EMS Innovations Inc.
	1 1 1 1 1 Date: 6/8/06
Authorized Signature	:
No Debt Affidavit	
Revised 02/08/06	EMS Innovations Inc.
	P.O. Box 239 P10
	Pasadena, MD 21123-0239

Samaritan® PAD



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.

Helping you... Help someone.

- Only 2 lbs (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



Clinically Safe and Effective

The samaritan® PAD is built on many years of research, development and patented technology. The samaritan® PAD uses HeartSine's SCOPETM 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.





EMS Innovations Inc. P.O. Box 239 Pasadena, MD 21123-0239





Samaritan" PAD



Pad-Pak™



Soft Carry Case

PHYSICAL

Size: 8.0in x 7.25in x 1.9in (20cm x 18.4cm x 4.8cm)

Weight: 1.1 kg (2.4 lbs) including Pad-Pak™ Battery.

DEFIBRILLATOR

Waveform: SCOPE® (self-compensating output pulse envelope) Biphasic Escalating waveform. Optimized biphasic waveform compensates energy, slope and envelope for patlent impedance.

Energy Selection: Pre-configured automated protocol (escalating from 100], 150], to 200]).

Charge Time: Less than 7 seconds (100J) and less than 12 seconds (200J) from a SA message with new Pad-Pak $^{\rm TM}$.

Shock Cycle Time: <60 seconds for three analyze/shock cycles.

Controls: On/Off and Shock button

PATIENT ANALYSIS SYSTEM

Method: Evaluates patient's ECG, signal quality, electrode contact integrity and patient impedance to determine if defibrillation is required.

Sensitivity / Specificity: Meets AAMI DF 80.

DISPLAY

Visual Prompts: Attach Pads, Stand Clear, Perform CPR, Shock Now, Self Tests Pass - Ready State.

Indicators: Low battery, (at least 10 discharges remaining), audible prompt (alerts user of electrode disconnect), service icon stops flashing if self-tests fail, no battery, or when service required.

Volce and icon prompts: Extensive voice and icon prompts guide the user through the operation sequence.

Languages: English

ENVIDONMENTAL

Operating Temperature: 0° to 50° C (+32° to +112°F)

Storage Temperature: -10° to 50° C

Relative Humidity: 5% to 95% (non-condensing)

Water Resistance: IEC 60529/EN 60529 IP44

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

Shock: MIL STD 810F Method 516.5, Procedure I (40G's)

Vibration: MIL STD 810F Method 514.5

Category 4 Truck Transportation - US Highways Category 7 Aircraft - Jet (737 & General Aviation Exposure)

EMC:

EN 60601-1-2, Second Edition: 2001

Radiated Emissions:

CISPR11: 1997 +1A:1999+A2:2001 Group 1 Class B

Electrostatic Discharge Immunity:

EN61000-4-2:1995 (8KV)+A1:1998+A2:2000

RF Immunity:

EN61000-4-3:1996, 80 MHz - 2.5 GHz (10V/m)+A1:1998+A2:2000

Magnetic Field Immunity:

EN61000-4-8:1993 (3 A/m)+A1:2000

aircraft:

RTCA / DO - 160D: 1997, Section 21 (Category M)

EVENT DOCUMENTATION

Type: Internal memory

Memory Capacity: 45 minutes of ECG (full disclosure) and event/incident recording.

Playback Capabilities: Custom USB cable directly connected to PC and SAVER® windows-based data review software.

Pad-PAK™ BATTERY

DAK

Shelf Life: 3 years

Weight: 0.44 lbs (0.2kg)

Size: 3.93in x 5.24in x .94in (100mm x 133mm x 24mm)

YGSTTAB

Type: Lithlum Manganese Dioxide (LiMnO2) 18V, 0.8 Amp Hrs

Capacity: >30 shocks at 200J or 6 hours of continuous monitoring.

Standby Life: 3 years

ELECTRODES

Electrodes: Samaritan* disposable defibrillation electrodes are supplied standard with each Pad-PakTM. Active Bet Area: 100 cm²

Cable Length: 3.5 ft (1m)

Shelf Life: 3 years

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The products described in this brochure all meet the applicable European Medical Device Directive requirements.

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