

**SPECIAL CONDITIONS**  
**FOR A**  
**State Purchasing Agreement**  
**For**  
**Automatic, Automated and Manual Defibrillators**  
**Begin Date 02/15/2005 End Date 02/14/2006**  
**Agreement #4653115-PA**

**PURPOSE**

The purpose of this eQuote is to establish a one (1) year State Purchasing Agreement (SPA) for the purchase of defibrillators by all State of Florida agencies and other eligible users.

**CERTIFICATION AND ELECTRONIC SIGNATURE**

By completing and responding to this eQuote, vendor is agreeing to all terms and conditions, including the terms of PUR 7722, and certifies that the discounted prices stated will hold for the duration of the agreement and that the products quoted meet or exceed manufacturer's warranty. Price decreases are acceptable on invoice(s) presented for payment.

**TECHNICAL DOCUMENTATION & PRICE LIST**

All products/services quoted must meet or exceed all requirements of this eQuote. When technical documentation and/or price list is required, its purpose is to demonstrate compliance of the product bid and to allow a technical evaluation of the product and verification of a true savings to the State of Florida Eligible Users.

**DELIVERY**

All prices quoted shall include delivery and freight charges to the ordering agency.

**PURCHASING CARD PROGRAM**

The State has implemented a purchasing card program through the Bank of America, using the VISA network. Contractors will receive payment from the purchasing card in the same manner as other Visa purchases. Accordingly, respondents must presently have the ability to accept VISA or take whatever steps necessary to implement the ability before the start of the agreement term. The State reserves the right to revise this program in conjunction with implementation of an on-line procurement system. VISA acceptance is mandatory but is not the exclusive method of payment. Please indicate your ability to accept VISA in the space provided on the Ordering Instruction sheet of the eQuote.

When an ordering agency makes a purchase using the State Purchasing Card, as method payment, the language in paragraph 7, Transaction Fee, on the attached form PUR 7722 does not apply. When the State Purchasing Card is not used as a method payment, or a purchasing card other than the State Purchasing Card is used the language does apply.

**AWARD**

Award will be made to the responsive and responsible vendors who offer the highest discount from their list price resulting in the lowest net price to the state. Vendor must submit a copy of their price list to the Department of Management Services at the address below or provide a website where the price list can be verified. Vendor may bid by district (counties) or statewide. Please indicate on page 11 of eQuote.

**CANCELLATION OF SNAPS AGREEMENTS**

Current SNAPS Agreements for like items or services will be replaced by any State Purchasing Agreement (SPA) awarded as a result of this eQuote. The new SPA agreement may be replaced by any State Term Contract that may be awarded in the future.

## QUESTIONS

If you have questions regarding how to use the eQuote tool (i.e., how to log in, review a quote, submit a response, download and attachment, etc.), please contact the My Florida Market Place Customer Service Desk at 1-866-352-3776 or at [vendorhelp@myfloridamarketplace.com](mailto:vendorhelp@myfloridamarketplace.com) .

If you have questions pertaining to the content of the eQuote itself, please contact the agency contact person listed on the eQuote. The contact person for this eQuote is Dorothy Stuff, telephone 850-410-2426 or email [stuffd@dms.state.fl.us](mailto:stuffd@dms.state.fl.us)

Each device purchased shall meet the agencies requirements outlined in FS 401.2915 and Administrative Code Rule 64E-2.039.

## Defibrillator Terms and Definitions

Algorithm- this is the brain of the AED

AED (Automatic Electronic Defibrillator)

ECG- Electro Cardio Gram

Asystole- is the flat line \_\_\_\_\_ on the screen that shows the hearts rhythm. (Dire form of cardiac arrest in which the heart stops beating)

Electrodes- the pads that are put on the patient's chest.

Biphasic Truncated Exponential- Waveform shape

SVT-Supraventricular Tachycardia

VT-Ventricular Tachycardia

VF-Ventricular Fibula ion

Automatic—does entire process for you

Automated-Tells you what to do till button pushing time.

Monophasic-current only goes one direction.

Biphasic-current goes positive to negative and back.

NSR-Normal Sinus Rhythm

Impedence –resistance of shock to get through the chest.

V-Tac no blood pressure and more organized complexes

## Automatic External Defibrillators

1. Energy setting shall range between 105 Joules to 360 Joules for defibrillator being bid.
2. All rhythm analysis should be initiated without the operator having to press an analyze key. Equipment should be able to determine rhythm of patient and whether patient is shockable or not.
3. The device shall prompt the operator when to perform CPR for defined time period following each three shock set or indicate that no shock is advised.
4. When the device is not performing ECG (Electrocardiogram) rhythm analysis or is not prompting the operator to perform CPR, the device shall operate in a continuous monitoring mode., which automatically monitors for potentially shockable rhythm.
5. Device shall alert operator to low battery condition during use by any combination of icon(s), screen prompts or voice prompt(s).
6. Device shall run a daily self test, and alert the operator if service is required.
7. Device shall have Biphasic Waveform in accordance with the American Heart Association year 2000 guidelines for biphasic waveform requirements.
8. Device shall have multiple energy settings, selecting the appropriate one for each patient after analyzing. The settings should be from ultra-low (105 Joules to 360 Joules) and non-escalating variable energy options.
9. Device shall not shock patient inadvertently and should be able to determine necessity of shock
10. AED shall have the capability to detect pacemakers and other devices that may be assisting the heart.
11. The device shall weigh from three to seven pounds with battery and electrodes included.

### Environmental and Testing Criteria:

1. Device shall meet the Association for the Advancement of Medical Instrumentation (AAMI) DF39 requirements.
2. Device shall have an operating temperature range of 32° F to 122° F (0 to 50° C )
3. Storage temperature range shall be 20° F to 149° F (-7° C to 65° C) without battery or electrodes; 20° F to 149° F (-7° C to 65° C) for one week with electrodes and battery installed.
4. Device shall meet or exceed International Electrotechnical Commission (IEC) 60529 or IEC 529IP23 “Splash Proof” for water resistance.
5. Device shall meet or exceed MIL-STD-810E, Method 516, Procedure I.
6. Device shall meet or exceed MIL-STD-810E, Method 514.4, Ground Mobile-Category 8 (3.15 GRMS)
7. All devices are to be approved by the Food And Drug Administration (FDA)
8. Device shall come with durable, protective carrying case.

### Electrodes and Batteries

1. Device shall come with two sets of electrodes in case due to unforeseeable circumstances the first set doesn't work.
2. Electrodes shall have an extended shelf life of at least two years.
3. Device shall operate without use of permanent patient cable. (i.e. patient cable shall be integrated into disposable electrode.)
4. Device shall have either non-rechargeable batteries or rechargeable batteries that can be charged within 1 to 2 hours and have a shelf life of 4 to 5 years or non-rechargeable batteries with the life of the battery being as long as the shelf life or better. Shelf life being defined as the life of battery while inserted into the device.
5. Each new battery should be easy to install and provide a minimum of 290 shocks for non rechargeable batteries and 290 shocks for rechargeable batteries.

#### Event Documentation:

1. Device shall have the capability of storing at least 20 minutes of continuous patient ECG and scene audio. In devices with audio recording feature, the device shall be capable of recording a minimum of 80 minutes of continuous patient ECG in internal memory if no scene audio is stored. Devices without the audio recording feature will be capable of recording a minimum of 60 minutes of continuous patient ECG in internal memory.
2. Device shall permit patient information to be downloaded by any of the following means: Direct connection to printer, connection to a modem or connection to a PC. If directly connected to printer the device shall produce a printed summary of key events and associated ECG waveforms directly from an external printer. If connection is to a modem, device shall be programmable for direct connection to any compatible modem device. Device shall hold one modem destination telephone number to allow remote downloading of data to a central personal computer. If connection is to a PC device it shall be supported by software to allow direct downloading of patient data to a personal computer. Device shall allow downloading of both the most recent patient case and the previous patient case summary. Software should be compatible to any system.

#### Warranty:

1. Device shall be covered by a 3 to 7 year warranty on material and workmanship under normal service and use.
2. Technical service shall be provided on-site by manufacturer-certified technicians.
3. A service contract to include maintenance shall be made available to end user for purchase in addition to having the manufacturer warranty.
4. Battery shall have a warranty of 4 to 5 years.

## **Automated External Defibrillator Specifications:**

1. Energy setting shall range between 105 Joules to 360 Joules for defibrillator being bid.
2. All rhythm analysis should be initiated without the operator having to press an analyze key. Equipment should be able to determine rhythm of patient and whether patient is shockable or not.
3. Device shall verbally and with prompts on LCD screen, guide the operator through the Procedure.
4. The device shall prompt the operator when to perform CPR for defined time period following each three shock set or indicate that no shock is advised.
5. When the device is not performing ECG (Electrocardiogram) rhythm analysis or is not prompting the operator to perform CPR, the device shall operate in a continuous monitoring mode., which automatically monitors for potentially shockable rhythm.
6. Device shall alert operator to low battery condition during use by any combination of icon(s), screen prompts or voice prompt(s).
7. Device shall run a daily self test, and alert the operator if service is required.
8. Device shall have Biphasic Waveform in accordance with the American Heart Association year 2000 guidelines for biphasic waveform requirements.
9. Device shall offer multiple programmable energy settings, with choice of ultra-low (105 Joules to 360 Joules) and non-escalating variable energy options.
10. Device shall not shock patient inadvertently and should be able to determine necessity of shock
11. AED shall have the capability to detect pacemakers and other devices that may be assisting the heart.
12. The device shall weigh from three to seven pounds with battery and electrodes included.

### Environmental and Testing Criteria:

1. Device shall meet the Association for the Advancement of Medical Instrumentation (AAMI) DF39 requirements.
2. Device shall have an operating temperature range of 32° F to 122° F (0 to 50° C )
3. Storage temperature range shall be 20° F to 149° F (-7° C to 65° C) without battery or electrodes; 20° F to 149° F (-7° C to 65° C) for one week with electrodes and battery installed.
4. Device shall meet or exceed International Electro technical Commission (IEC) 60529 or IEC 529IP23 “Splash Proof” for water resistance.
5. Device shall meet or exceed MIL-STD-810E, Method 516, Procedure I.
6. Device shall meet or exceed MIL-STD-810E, Method 514.4, Ground Mobile-Category 8 (3.15 GRMS)
7. All devices are to be approved by the Food And Drug Administration (FDA)
8. Device shall come with durable, protective carrying case.

### Electrodes and Batteries

1. Device shall come with two sets of electrodes in case due to unforeseeable circumstances the first set doesn't work.
2. Electrodes shall have an extended shelf life of at least two years.
3. Device shall operate without use of permanent patient cable. (i.e. patient cable shall be integrated into disposable electrode.)
4. Device shall have either non rechargeable batteries or rechargeable batteries that can be charged within 1 to 2 hours and have a shelf life of 4 to 5 years or non-rechargeable batteries with the life of the battery being as long as the shelf life or better. Shelf life being defined as the life of battery while inserted into the device.
5. Each new battery should be easy to install and provide a minimum of 290 shocks for non-rechargeable batteries and 290 for rechargeable batteries.

#### Event Documentation:

1. Device shall have the capability of storing at least 20 minutes of continuous patient ECG and scene audio. In devices with audio recording feature, the device shall be capable of recording a minimum of 80 minutes of continuous patient ECG in internal memory if no scene audio is stored. Devices without the audio recording feature will be capable of recording a minimum of 60 minutes of continuous patient ECG in internal memory.
2. Device shall permit patient information to be downloaded by any of the following means: Direct connection to printer, connection to a modem or connection to a PC. If direct connected to printer the device shall produce a printed summary of key events and associated ECG waveforms directly from an external printer. If connection is to a modem, device shall be programmable for direct connection to any compatible modem device. Device shall hold one modem destination telephone number to allow remote downloading of data to a central personal computer. If connection is to a PC device it shall be supported by software to allow direct downloading of patient data to a personal computer. Device shall allow downloading of both the most recent patient case and the previous patient case summary. Software should be compatible to any system.

#### Warranty:

1. Device shall be covered by a 3 to 7 year warranty on material and workmanship under normal service and use.
2. Technical service shall be provided on-site by manufacture-certified technicians.
3. A service contract to include maintenance shall be made available to end user for purchase in addition to having the manufacturer warranty.
4. Battery shall have a warranty of 4 to 5 years

#### **Manual Defibrillators**

1. Device shall have Biphasic Waveform in accordance with the American Heart Association year 2000 guidelines for biphasic waveform requirements.
2. Device shall have ECG monitor capabilities.
3. Device shall have capability to detect implanted pacemakers and or any other type of heart stimulant device.
4. The device shall have the capability to print out ECG lead, also showing date, time, ECG gain, DIAG heart rate, defibrillation, cardioversion or pacing parameters, heart rate alarm and code summary critical event record.
5. The device shall have the capability to perform as a Non-Invasive Pacemaker and maintain full defibrillator protection.
6. The device shall be able to analyze the condition of the heart and where in the heart the problem is occurring.
7. The device shall have 3 lead and 12 lead capabilities
8. Device shall be able to provide noninvasive pacing.

#### Environmental and Testing Criteria:

1. Device shall meet the Association for the Advancement of Medical Instrumentation (AAMI) DF39 requirements.
2. Device shall have an operating temperature range of 32° F to 122° F (0 to 50°C )

3. Storage temperature range shall be 20°F to 149°F (-7° C to 65° C) without battery or electrodes; 20°F to 149°F (-7° C to 65° C) for one week with electrodes and battery installed.
4. Device shall meet or exceed International Electro technical Commission (IEC) 60529 or IEC 529IP23 “Splash Proof” for water resistance.
5. Device shall meet or exceed MIL-STD-810E, Method 516, Procedure I.
6. Device shall meet or exceed MIL-STD-810E, Method 514.4, Ground Mobile-Category 8 (3.15 GRMS)
7. All devices are to be approved by the Food And Drug Administration (FDA)
8. Device shall come with durable, protective carrying case.

#### Electrodes and Batteries

1. Device shall come with two sets of electrodes in case due to unforeseeable circumstances the first set doesn't work.
2. Electrodes shall have an extended shelf life of at least two years.
3. Device shall operate without use of permanent patient cable. (i.e. patient cable shall be integrated into disposable electrode.)
4. Device shall have either non rechargeable batteries or rechargeable batteries that can be charged within 1 to 2 hours and have a shelf life of 4 to 5 years or non-rechargeable batteries with the life of the battery being as long as the shelf life or better. Shelf life being defined as the life of battery while inserted into the device.
5. Each new battery should be easy to install and provide a minimum of 290 shocks for non-rechargeable batteries and 290 for rechargeable batteries.

#### Warranty:

1. Device shall be covered by a 3 to 7 year warranty on material and workmanship under normal service and use.
2. Technical service shall be provided on-site by manufacture-certified technicians.
3. A service contract to include maintenance shall be made available to end user for purchase in addition to having the manufacturer warranty.
4. Battery shall have a warranty of 4 to 5 years.

Please list model and type of defibrillator that your company provides that best meets the specifications outlined in this e-Quote. Please provide a copy of your published price list along with your submission.

**Defibrillators**

<u>Automated Defibrillators 9300C-201</u>	<u>List Price</u>	<b>Percent discount</b> <u>From Price List</u>	<u>SPA Price</u>
9300E-201	\$2,188.90	36.3%	\$1,395.00
9300P-201	\$2,688.90	25.9%	\$1,995.00
	\$4,188.90	16.6%	\$3,495.00
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____

Any additional products not listed above will be provided to the user at no less than the discount offered above.

**SAVINGS/PRICE REDUCTIONS**

Respondent is required to furnish the percent (%) savings in prices offered in this eQuote compared to retail, list, published or other usual and customary prices that would be paid by the purchaser without benefit of an agreement resulting from this eQuote.

DATE 02/10/05

COMPETITIVE PRICES OFFERED AVERAGE 26.2 % SAVINGS.

HOW CAN WE VERIFY THE CLAIMED SAVINGS (example: retail or other usual and customary prices published at (url), or other source of benchmark prices)?

Compare to U.S. Retail Price List  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_

TELEPHONE NUMBER: 949-797-3800

RESPONDENT NAME: Carole Diskin

IF AGREEMENT AWARDED, STATE PURCHASING ANALYST/SPECIALIST TOOK THE FOLLOWING STEPS TO VERIFY SAVINGS:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

WHAT WERE THE RESULTS? \_\_\_\_\_

PURCHASING ANALYST/SPECIALIST: \_\_\_\_\_

## Ordering Instructions

CONTRACTOR: Cardiac Science, Inc.

SPURS VENDOR NUMBER: \_\_\_\_\_

### eQuote/Agreement Administration

Please identify the person who will be responsible for administering the agreement on your behalf if award is made, and include an emergency contact phone number:

Name: Carole Diskin

Title: Contract Administrator

Street Address: 1900 Main Street, Suite 700, Irvine, CA 92614

Email Address: contractadmin@cardiacscience.com

Phone Number(s): 949-797-3867

Fax Number: 949-851-4422

If the person responsible for answering questions about the agreement is different from the person identified above, please provide the same information for that person.

Name: Michael Gioffredi

Title: Chief Marketing Officer

Street Address: 1900 Main Street, Suite 700, Irvine, CA 92614

Email Address: mgioffredi@cardiacscience.com

Phone Number(s): 949-797-3866

Fax Number: 949-851-4422

### Direct Orders

Please provide the following information about where the Customers should direct orders. You must provide a regular mailing address. If equipped to receive purchase orders electronically, you may also provide an Internet address.

Street Address or P.O. Box: 1900 Main Street, Suite 700

City, State, Zip: Irvine, CA 92614

Phone Number: 949-797-3800

Toll Free Number: 888-274-3342

Ordering Fax Number: 800-991-5465

Internet Address: www.cardiacscience.com

Federal ID Number: 33-0465681

Remit Address: Dept CH 17106

City, State, Zip: Palatine, IL 60055-7106

Email Address: chernandez@cardiacscience.com

**Attach additional addresses for all locations in Florida authorized to perform services under this agreement. All locations must be registered in MyFloridaMarketPlace.**