

"Notice of Intent to Award Sole Source"



HIGHLANDS COUNTY
BOARD OF COUNTY COMMISSIONERS
 Purchasing Division

REQUEST FOR SOLE SOURCE PURCHASE

To: Purchasing Manager
 From: 5105 Emergency Medical Services
 Department / Division Name
 Date: 09.11.2024

A written request is being made to exercise the Sole Source Procurement outlined in Section 9 of the Highlands County Purchasing Manual. In accordance with the Sole Source Policy, the requesting department must submit a written justification that supports the request for Sole Source.

Brief Description of Good or Service: Hamilton T-1 Ventilators

Supplier Name: Hamilton Medical

Supplier Contact Information: Jesse Carroll, Account Manager

CHECK ALL THAT APPLY (EXPLAIN REASONS BELOW):

<input checked="" type="checkbox"/>	Goods or services can be obtained from only one (1) supplier. Describe the unique characteristics of the product or service.
<input checked="" type="checkbox"/>	Continuity of existing research/work
<input type="checkbox"/>	Compatibility with existing equipment
<input checked="" type="checkbox"/>	Critically important features (detail the features and your research of comparable items).
<input type="checkbox"/>	Must match existing piece of equipment available only from the same source of original equipment. Provide documentation from supplier supporting that no other supplier can supply this.
<input type="checkbox"/>	Repair/Maintenance service requires expertise in operations on unit. Necessary parts unavailable from any source except original equipment manufacturer or their designated servicing dealer. Provide explanation of expertise or documentation supporting that this is the only designated dealer.
<input type="checkbox"/>	Repairs, replacement parts, or technical service available only from manufacturer or authorized distributor
<input type="checkbox"/>	Technical services in connection with the assembly, installation or servicing of equipment of a highly technical or specialized nature. Provide explanation of services required and why another supplier cannot be used.
<input checked="" type="checkbox"/>	Uniqueness of a product (explain your research/work requirements and the relevance of the product).
<input type="checkbox"/>	Upgrade to proprietary software or hardware. Available only from the producer of the software or hardware who sells on a direct basis only. Provide documentation showing that this is the only supplier that sells the software or can perform the upgrade.
<input type="checkbox"/>	Use of this supplier is required by contract/agreement or granting or other governing agency. Please attach a copy of the award page or requirement page referencing this requirement.
<input type="checkbox"/>	Other - Explain below

LIST EVIDENCE FOR JUSTIFICATION (SUCH AS COMMITTEE REVIEW, VENDOR FEEDBACK, ETC..)

Hamilton T-1 combines the functionality of a fully fetured ICU ventilator with compactness and ruggedness for transport 9 hours of battery life with noninvasive ventilation. See attached justification for further information.

Approved Denied _____
 Purchasing Manager Date

Posted 09/18/2024 to 09/26/2024

The HAMILTON-T1 combines for the first time the functionality of a fully featured intensive care unit ventilator with the compactness and ruggedness required for transport. This combination enables you to provide optimal ventilation therapy to all patient groups during transport.

The Hamilton package is the only ventilator known to Highlands County Fire Rescue Department staff that offers ventilation adapted to the patient. The ventilation mode **ASV (Adaptive Support Ventilation)** continuously adjusts breath-by-breath, the respiratory rate, tidal volume, and inspiratory time depending on the patient's lung mechanics and effort, 24 hours a day, from intubation to extubation.

ASV automatically employs lung-protective strategies to minimize complications from AutoPEEP and volutrauma/barotrauma. It also aids in the prevention of apnea, tachypnea, dead-space ventilation, and excessively large breaths. Within the rules of this lung-protective strategy, ASV encourages the patient to breathe spontaneously, and this is proprietary to the Hamilton ventilator equipment.

These actions require qualification as a sole source purchase of the HAMILTON T1 product. This product is supplied only by Hamilton Medical, Inc. who is the owner, and the only distributor of these goods.



THE CITY OF LYNCHBURG
PROCUREMENT

900 Church Street
Lynchburg, VA 24504

SOLE SOURCE

May 13, 2024

Hamilton Ventilator T1 EMS Package for the Lynchburg Fire Department

The City of Lynchburg intends to award the contract for ventilator equipment to Hamilton Medical Incorporated 4655 Aircenter Circle Reno, NV 89502 for \$34,328.13 as allowed by Section 2.2-4303(E) of the Code of Virginia.

The Hamilton package is the only ventilator known to Lynchburg Fire Department staff that offers ventilation adapted to the patient. The ventilation mode ASV continuously adjusts breath-by-breath, the respiratory rate, tidal volume, and inspiratory time depending on the patient's lung mechanics and effort, 24 hours a day, from intubation to extubation.

ASV automatically employs lung-protective strategies to minimize complications from AutoPEEP and volutrauma/barotrauma. It also aids in the prevention of apnea, tachypnea, dead-space ventilation, and excessively large breaths. Within the rules of this lung-protective strategy, ASV encourages the patient to breathe spontaneously and this is proprietary to the Hamilton ventilator equipment.

For questions or additional information, please contact me at 434-455-4233 or matthew.marsteller@lynchburgva.gov.



Matt Marsteller, CPPB
Senior Contract Specialist



DATE: 9/13/23

TO: Williamson County Commissioner's Court

RE: Sole Source recommendation for Hamilton Medical, Inc.
HAMILTON – T1 Model Transport Ventilator and Consumables

Greetings County Judge and Commissioners,

Recently our Emergency Medical Services (EMS) Department made a request for a contract with Hamilton Medical, Inc. for the purchase of the HAMILTON – T1 Model Ventilator and Consumables that is designed specifically for transport environments. The request was made as a Sole Source request. The quote amount for thirty (32) generators totals \$619,242.32. **These actions require qualification as a sole source purchase of the HAMILTON T1 product.** This product is supplied only by Hamilton Medical, Inc. who is the owner, and the only distributor of these goods.

After reviewing all documentation submitted and running our announcement process on our solicitation portal I recommend qualifying this request as a sole source purchase and exempting these goods from competitive bidding requirements per Texas Local Government Code sections 262.003 (a) and 262.024 (a) (7).

The process has included the following:

- Public posting of Intent to Award Sole Source in Bonfire for 14 days, August 29th through September 12th, 2023;
 - 2,542 vendors were notified directly of the opportunity;
 - The posting received one (1) document takers, but zero (0) responses were received from competitors;
- A signed Sole Source Justification Request from Mike Knipstein, EMS Director;
- A signed letter of justification from the supplier, establishing why their product/service is only available from their company;
- A notarized Sole Source Affidavit completed by the supplier;
- A price quote of requested items/services and amendment.

The term of this Sole Source exemption will be effective for 36 months from the date of approval.

If you have any questions or concerns, please contact me directly.

Sincerely,

A handwritten signature in black ink, appearing to be 'JS' or similar initials.

Joy Simonton
Purchasing Agent
Williamson County Purchasing Department



Hamilton Medical, Inc.
201 Edison Way, Unit A
Reno, Nevada 89502

10/25/2023

Hamilton Medical Sole Source Letter

To Whom It May Concern:

This letter is to confirm that the Hamilton Medical, HAMILTON-T1 model ventilator and consumables are sole source products, manufactured, sold and distributed exclusively by Hamilton Medical, Inc. No division of Hamilton Medical, nor any other company, makes a similar or competing products. These products must be purchased directly by institutions from Hamilton Medical, Inc. at the address listed above. There are no agents or dealers authorized to represent this product.

Additionally, competition is precluded by the existence of an agreement with the manufacturer, who has given us an exclusive right to market these products.

There is no other like item(s) or products(s) available for purchase that would service the same purpose or function and there is only one price for the above named item(s) or product(s) because of exclusive distribution and marketing rights.

If you desire additional information, don't hesitate to visit our website, www.hamilton-medical.com

Thank you for your interest in our products.

With kind regards,

A handwritten signature in blue ink, appearing to read "RH", is placed above the typed name of Robert Hamilton.

Robert Hamilton
CEO
Hamilton Medical, Inc.