



ANDERSON COUNTY GOVERNMENT SOLE SOURCE & EXCLUSIVE RIGHTS AND LICENSE JUSTIFICATION FORM

SUBMIT WITH REQUISITION TO PURCHASING DEPARTMENT

DATE: 10/22/21

CHECK ONE:

- Sole Source** – Product or service(s) is only available from a single vendor or supplier.
- Exclusive Rights & License** – Vendor holds exclusive patents and/or license for this product. An Exclusive Rights letter with current date must accompany this request.
- Upgrade or renewal to an existing software system** – Provide information regarding current software system.

Requisition Number: _____ Requisition Amount: \$ 132,771.76

Vendor Name: Styker Medical

Vendor Address: P.O. Box 93308, Chicago IL 60673-3308

Vendor Telephone #: 404-409-8864

Requesting Department: EMS

Requesting Official: Nathan Sweet

JUSTIFICATION FOR THE REQUEST

***What is the function of this product or service? Why is it needed?
What makes it unique? Why can't competitive quotes/bids from other vendors be obtained? How is it known that other vendor(s) can not provide a similar solution?***

***This information will be used to approve or deny the purchase. PLEASE BE SPECIFIC.
ATTACH MEMO IF ADDITIONAL SPACE IS NEEDED. Sole Source purchases that exceed the bid threshold will be noticed on vendor registry for 10 business days prior to purchase approval.***

See attached



Anderson County Emergency Medical Services

Integrity - Service - Excellence - Stewardship

The Lucas device is best suited for our department. Although there are other devices that provide the same function as the Lucas, the Lucas device is the only one that can connect to our Lifenet and Code-State software.

The Lifenet system currently provides connectivity of our cardiac monitors to our patient care report, as well as to local emergency departments. Having Lifenet for the chest compression devices allows for the connectivity we already have to be used to import the information from the Lucas device into our current system. Other devices may have a comparable product to Lifenet, but that would bear additional cost, and greater work on our end to have multiple systems instead of one connected system for multiple devices in our service.

Having the Lucas device connected to Lifenet allows us to monitor each device, knowing when devices are due for maintenance, when batteries are nearing their end of life, and providing reports when a device experiences an issue.

Another advantage is that Anderson County EMS uses the Stryker Code-Stat analysis software. This software is used to review cardiac arrests and currently collects cardiac monitor data. With the addition of the Lucas devices it will also collect the data from them. Code-Stat is proprietary to Stryker and does not connect with other vendor's products. The Lucas device affords the ability to merge its Post-Event Review with the Code-Stat analysis software, creating a more comprehensive report for Quality Assurance/Quality Improvement purposes.

Respectfully,

Nathan Sweet, B.S., EMTP
Director, Anderson County EMS

August 10, 2020

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. and Canada for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR® coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELI™ (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.net® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe SolutionSM Government Campus Solution
- MultiTech 4G and Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope

Stryker does not authorize any third parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,



Matt Van Der Wende, Senior Director, Americas Sales

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Emergency Care

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Anderson County LUCAS quote Oct 2021

Quote Number: 10438006

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: ANDERSON COUNTY EMS

Rep: Jamie Leigh Boyd

Attn:

Email: jamieleigh.boyd@stryker.com

Phone Number: 404.409.8864

Mobile: 404.409.8864

Quote Date: 10/04/2021

Expiration Date: 01/06/2022

Delivery Address

Name: ANDERSON COUNTY EMS

Account #: 1077183

Address: 314 PUBLIC SAFETY LN

CLINTON

Tennessee 37716-3968

End User - Shipping - Billing

Name: ANDERSON COUNTY EMS

Account #: 1077183

Address: 314 PUBLIC SAFETY LN

CLINTON

Tennessee 37716-3968

Bill To Account

Name: ANDERSON COUNTY EMS

Account #: 1077183

Address: 314 PUBLIC SAFETY LN

CLINTON

Tennessee 37716-3968

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	8	\$14,572.62	\$116,580.96
2.0	11576-000060	LUCAS Desk-Top Battery Charger	8	\$1,049.75	\$8,398.00
3.0	11576-000071	LUCAS External Power Supply	8	\$332.35	\$2,658.80
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	8	\$641.75	\$5,134.00
Equipment Total:					\$132,771.76

Price Totals:

Estimated Sales Tax (0.000%): \$0.00

Freight/Shipping: \$0.00

Grand Total: \$132,771.76

Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.