

ARLINGTON COUNTY, VIRGINIA**AGREEMENT NO. 19-184-ITB
AMENDMENT NUMBER 2**

This Amendment Number 2 is made on the date of execution by the County and amends Agreement Number **19-184-ITB** ("Main Agreement") dated 03/08/2019 between ONE BEAT CPR LEARNING CENTER, LLC ("Contractor") and the County Board of Arlington County, Virginia ("County").

The County and the Contractor agree to amend the main contract called for under the Main Agreement as follows:

1. ADD: CONTRACT PRICING WITH OPTIONAL PRICE ADJUSTMENTS

The Contract Amount/unit price(s) will remain firm until March 31, 2023 ("Price Adjustment Date"). To request a price adjustment, the Contractor or the County must submit a written request to the other party not less than 90 days before the Price Adjustment Date. Requests for adjustment(s) to the Contract unit price(s) for ensuing years shall not exceed prices listed in the Contractor's bona-fide manufacturer's documents or prices reflecting the change. Increases shall be limited to the actual cost increase to the Contractor.

Any Contract Amount/unit price(s) that result from this provision will become effective the day after the Price Adjustment Date and will be binding for 12 months. The new Price Adjustment Date will be 12 months after the price adjustment.

If the Contractor and the County have not agreed on a requested adjustment by 30 days before the Price Adjustment Date, the County may not renew the Contract, whether or not the County has previously elected to renew the Contract's term.

2. In accordance with the provision in Section 4: **CONTRACT TERM**, this amendment constitutes notice of renewal of the contract to cover the 12-months performance period from April 1, 2022, to March 31, 2023, at the adjusted price per Attachment A – Pricing Sheet.

All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

ONE BEAT CPR LEARNING CENTER, LLC

AUTHORIZED: _____
DocuSigned by:
 SIGNATURE: Dr. Sharon T. Lewis
89B86B1AD301462
 NAME: Dr. Sharon T. Lewis
 TITLE: Purchasing Agent
 DATE: 4/1/2022

AUTHORIZED: _____
DocuSigned by:
 SIGNATURE: JAIME TYLER
4087E23359374FF...
 NAME: Jaime Tyler
 TITLE: _____
 DATE: 3/29/2022



One Beat CPR Learning Center LLC is pleased to have this opportunity to submit an increased cost proposal to Arlington County for the contract extension for ITB No. 19-184 Philips Medical Defibrillator and Accessories. Proposed contract effective date April 1, 2022, through March 31, 2023.

Philips OnSite AED M5066A – Opt C01 \$855.00

Adult Smart Pad Cartridge M5071A \$ 48.30

Child Pad Cartridge M5072A \$77.90

Battery M5070A \$122.30

Fast Response Kit \$15.00

Thank you for considering this cost increase proposal. If you have any questions, please reach out to Jaime Tyler @386-631-7329 or Jaime@onebeatmedical.com

Sincerely

A handwritten signature in black ink that reads "Jaime Tyler". The signature is fluid and cursive, with the first and last names clearly legible.

Jaime Tyler

ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF CONTRACT AWARD

ONE BEAT CPR LEARNING CENTE LLC
ATTN: LAWRENCE FRANCHETTI
4350 OAKES ROAD STE 500-503
DAVIE, FL 33314

DATE ISSUED:

MARCH 8, 2019,

CURRENT REFERENCE NO:

19-184-ITB

CONTRACT TITLE:

PHILIPS MEDICAL
DEFIBRILLATOR &
ACCESSORIES

**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 19-184-ITB
including any attachments or amendments thereto.

EFFECTIVE DATE: FEBRUARY 8, 2019

EXPIRES: MARCH 30 , 2020

RENEWALS: FIVE (5) ONE (1) YEAR RENEWAL PERIODS.

COMMODITY CODE(S): 25726, 28504

LIVING WAGE: N

PROFESSIONAL SERVICES: N

ATTACHMENTS:

AGREEMENT No. 19-184 - ITB

ATTACHMENT A -19-184 – ITB FORM/PRICE LIST

EMPLOYEES NOT TO BENEFIT:

**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE
GENERAL PUBLIC.**

VENDOR CONTACT: JAMIE TYLER

VENDOR TEL. NO.:

(386)-631-7329

EMAIL ADDRESS: jaime@onebeatcpr.com

COUNTY CONTACT: TERESA ELKINS

COUNTY TEL. NO.:

(703)-228-4421

COUNTY CONTACT EMAIL: telkins@arlingtonva.us

ARLINGTON COUNTY, VIRGINIA

INVITATION TO BID NO. 19-184

BID FORM

SUBMIT ONE (1) ORIGINAL FULLY-COMPLETED, SIGNED BID FORM (WITH LONGHAND SIGNATURE); ALL OTHER REQUIRED DOCUMENTS (AS INDICATED IN SECTION 8) ON A USB FLASH DRIVE LABELED AS 19-184-ITB, TO THE OFFICE OF THE BID CLERK, SUITE 511, 2100 CLARENDON BLVD., ARLINGTON, VIRGINIA 22201 ON OR BEFORE 3:00 P.M. FEBRUARY 13th, 2019.

BIDS WILL BE OPENED AT 3:00 P.M., February 13th, 2019

FOR: PHILIPS MEDICAL DEFIBRILLATOR & ACCESSORIES
PER THE TERMS, CONDITIONS AND UNITS OF THIS SOLICITATION

THE FULL LEGAL NAME OF THE ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE BELOW. THIS BID FORM AND ALL OTHER DOCUMENTS THAT REQUIRE A SIGNATURE MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BY A PERSON WHO IS AUTHORIZED TO BIND THE BIDDER, OR THE BID MAY BE REJECTED:

SUBMITTED BY:

(legal name of entity)

One Best CPR Learning Center LLC.

AUTHORIZED

SIGNATURE:

PRINT NAME AND TITLE:

Lawrence Franchetti Owner / CEO

ADDRESS:

4360 Oakes Road Ste 500-503

CITY/STATE/ZIP:

Davie, FL 33314

TELEPHONE NO.:

854-321-5305

E-MAIL

ADDRESS:

lsaine@onebestcpr.com

THIS ENTITY IS
INCORPORATED IN:

Florida

THIS ENTITY IS A:
(check the
applicable option)

CORPORATION

☐

LIMITED PARTNERSHIP

☐

GENERAL PARTNERSHIP

☐

UNINCORPORATED
ASSOCIATION

☐

LIMITED LIABILITY
COMPANY

☒

SOLE PROPRIETORSHIP

☐

IS BIDDER AUTHORIZED TO TRANSACT BUSINESS IN THE
COMMONWEALTH OF VIRGINIA?

YES ☒

NO ☐

**IDENTIFICATION NO. ISSUED TO THE ENTITY BY
THE SCC:**

Any Bidder exempt from Virginia State Corporation Commission (SCC) authorization requirement must include a statement with its bid explaining why it is not required to be so
**IS YOUR FIRM OR ANY OF ITS PRINCIPALS CURRENTLY
DEBARRED FROM SUBMITTING BIDS TO ARLINGTON
COUNTY, VIRGINIA, OR ANY OTHER STATE OR POLITICAL
SUBDIVISION?**

YES ☐ NO ☒

BIDDER STATUS: MINORITY OWNED: ☐ WOMAN OWNED: ☐ NEITHER: ☒

**COMPLETE THE INFORMATION BELOW AND SUBMIT THE REQUIRED DOCUMENTS AS
IDENTIFIED BID FORM SUBMISSION.**

ARLINGTON COUNTY GOVERNMENT UTILIZES THE PHILIPS MEDICAL, HEARTSTART ONSITE HSI, MODEL M5066A. REOCCURRING REPLACEMENT PARTS FOR ADULT AND CHILD PADS ARE EVERY TWO YEARS, AND BATTERIES ARE EVERY FOUR YEARS. AED UNITS ARE ESTIMATED AT A 20 YEAR USEFUL LIFE. THE BELOW ITEMS WILL SERVE A TOTAL OF EIGHT DEPARTMENTS AT ARLINGTON COUNTY GOVERNMENT. ITEMS SHALL BE SHIPPED WITHIN 30 DAYS OF ORDER.

**PHILIPS MEDICAL DEFIBRILLATOR, PAD CARTRIDGES & BATTERY PACK – BRAND NAME NO
SUBSTITUTE.**

ITEM		PRICE FOR SINGLE ITEM ORDERS	QUANTITY AND PRICE FOR BULK ORDERS
1.	PHILIPS MEDICAL MODEL M5066A HeartStart Defibrillator HSI with Durable Carry Case (Opt C01)	\$ 695.00	\$ 650.00 for 10 or more
2.	PHILIPS MEDICAL MODEL M5071A HS1 ADULT SMART PAD CARTRIDGE	\$ 36.85	\$ 36.85
3.	PHILIPS MEDICAL MODEL M5072A HS1 INFANT/CHILD SMART PAD CARTRIDGE	\$ 59.40	\$ 59.40
4.	PHILIPS MEDICAL MODEL M5070A HS1 BATTERY PACK	\$ 92.95	\$ 92.95
TOTAL AMOUNT		\$ 884.20	\$ 839.20

Note Line item #1 includes OnSite AED (#M5066A), Standard Case 1 Battery and 1-set of Adult Pads = \$695.00 (single orders).

Line item #2, 3, and 4- are Replacement Accessory prices

THE UNDERSIGNED UNDERSTANDS AND ACKNOWLEDGES THE FOLLOWING:

THE OFFICIAL COPY OF THE SOLICITATION DOCUMENTS, WHICH INCLUDES ANY ADDENDA, IS THE ELECTRONIC COPY THAT IS AVAILABLE FROM THE COMMONWEALTH OF VIRGINIA'S eVA WEBSITE AT: [HTTP://WWW.EVA.VIRGINIA.GOV](http://www.eva.virginia.gov).

POTENTIAL BIDDERS ARE RESPONSIBLE FOR DETERMINING THE ACCURACY AND COMPLETENESS OF ALL SOLICITATION DOCUMENTS THEY RECEIVE FROM ANY SOURCE, INCLUDING THE COUNTY.

The undersigned acknowledges receipt of the following Addenda:

ADDENDUM NO. 1	DATE: <u>1/17/19</u>	INITIAL: <u>LF</u>
ADDENDUM NO. 2	DATE: <u>1/25/19</u>	INITIAL: <u>LF</u>
ADDENDUM NO. 3	DATE: _____	INITIAL: _____

TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by a Bidder in connection with a procurement transaction will not be subject to public disclosure under the Virginia Freedom of Information Act. Pursuant to Section 4-111 of the Arlington County Purchasing Resolution, however, a Bidder seeking to protect submitted data or materials from disclosure must, before or upon submission of the data or materials, identify the data or materials to be protected and state the reasons why protection is necessary.

Please mark one:

- ☒ No, the bid that I have submitted does not contain any trade secrets and/or proprietary information.
- ☐ Yes, the bid that I have submitted does contain trade secrets and/or proprietary information.

If Yes, you must clearly identify below the exact data or materials to be protected and list all applicable page numbers of the bid that contain such data or materials:

N/A

BIDDER NAME: One Beat CPR Learning Center LLC.

THE FAST RESPONSE KIT - PHILIPS BRAND OR EQUIVALENT.

ITEM		PRICE FOR SINGLE ITEM ORDERS	QUANTITY AND PRICE FOR BULK ORDERS
1.	OPIM MOUTH GUARD	\$ 2.00	\$ 2.00
2.	LARGE NEOPRENE GLOVES	\$ 2.00	\$ 2.00
3.	DISPOSABLE RAZOR	\$ 2.00	\$ 2.00
4.	SAFETY CUTTING SCISSOR	\$ 2.00	\$ 2.00
5.	ALCOHOL WIPES	\$ 2.00	\$ 2.00
6.	BIO-HAZARD DISPOSAL BAG	\$ 2.00	\$ 2.00
	TOTAL AMOUNT	\$ 12.00	\$ 12.00

TOTAL BID AMOUNT FOR SINGLE ITEM ORDERS \$ 896.20

TOTAL BID AMOUNT FOR BULK ITEM ORDERS \$ 851.20

BIDDER NAME Lawrence Franchetti

BIDDER COMPANY NAME One Best CPR Learning Center LLC.