

## Public Notice of Proposed Award of Sole Source Procurement

### Section A – Description of Proposed Sole Source Procurement

**Description of Supplies/Services:** Medical equipment that includes the following: Lucas 3, v3.1 Chest Compression System, Lucas 3 Battery, Lucas External Power Supply, Lucas Desk-Top Charger, Lucas Disposable Suction Cup (12 pack), 6257 Xpedition High Config, Assembly Battery Charger, Lithium-Ion Battery, and Power-Pro XT MTS High.

**Demonstration of Contractor’s Unique Qualifications:** Stryker is one of the world’s leading medical technology companies that offer innovative products and services in Medical and Surgical, Neurotechnology, Orthopaedics and Spine that help improve patient and healthcare outcomes. Their products are in hospitals, hospital owned facilities, emergency response services, and for emergency response training professionals such as paramedics, professional and volunteer fire for markets in the U.S. and Canada.

### Section B – To Be Completed by the Department of Purchasing and Contracting

#### Market Survey Results

**Date Public Notice posted on website:** 10/4/23

**Date Public Notice closed:** 10/11/23

#### Review of Offers

**Were any offers received (Yes/No):** No

**Number of offers received:** N/A

**Responders:** N/A

**Purchasing Agent review and recommendation:** Having posted the request to the website for the required time, no offers were received. Stryker is a global company that has been in business for 82 years that is the sole-source provider in hospitals, emergency response services and emergency response training. Not only are they sole source provider for all of the products that Fire Rescue needs, but they are also the sole-source distributor and the only vendor who can bundle their life-saving pieces of equipment into one payment through Stryker’s Flex Financial business. With no offers and this being a customized solution for DeKalb Fire Rescue, I would recommend approval of the Sole Source with Stryker.

William M. Parker II Digitally signed by William M. Parker II  
Date: 2023.10.16 13:08:12 -04'00'

10/16/23

Agent Signature

Date

Procurement Manager Signature

Date



# Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: Fire Rescue  
Department Contact Person: Jason Smith Telephone: 6784067741  
Email: Jgsmith@dekalbcountyga.gov

Requisition Number: \_\_\_\_\_ Suggested Supplier: Stryker  
Estimated Amount of Purchase: \$ 593,758.06  
Detailed Description of the Goods or Services to be purchased: \_\_\_\_\_  
Various medical equipment suppliers per quote # 10756526 dated 08/31/23

**Emergency** (For Emergency Requests, Please check this box and answer all questions below.)

1. Date and Time of Emergency Occurrence: \_\_\_\_\_

2. Please state the nature of the emergency posing a risk to public health, welfare, safety or resources:

\_\_\_\_\_

3. State how the Estimated Amount was determined to be Fair and Reasonable (attach supporting documentation):

\_\_\_\_\_

**Sole Source** (Please check box and answer all of the following completely.)

1. Provide an explanation why the product, service or supplier requested is the only method that can satisfy the requirements. Please explain why alternatives are unacceptable. Be specific with regard to specification, features, characteristics, requirements, capabilities and compatibility. (Attach additional documents, if necessary):

Stryker is the sole source distributor and employees its own team to service their products. These are the products utilized by Department.

2. Will this purchase obligate us to a particular vendor for future purchases? (Either in terms of maintenance that only this vendor will be able to perform and/or if we purchase this item, will we need more "like" items in the future to match this one?) Explain in detail.

As long as we purchase these items.

3. Explain the impact to the County or Public if this request is not approved.

Will not be able to purchase the equipment.

I hereby request that this non-competitive procurement request be approved for the purchase of the above stated work, material, equipment, commodity, or service.

Department Director (Typed/Printed Name) Darnell Fullum Signature: [Signature] Date: 9-1-23

### Do Not Write Below – for the Department of Purchasing and Contracting Use Only

Procurement Agent (Typed/Printed Name) William M. Parker II Signature: William M. Parker II Digitally signed by William M. Parker II Date: 2023.10.16 13:08:33 -0400 Date: 10/16/23

Procurement Manager (Typed/Printed Name) \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Approved  Not Approved

Signature: \_\_\_\_\_, Director, Department of Purchasing and Contracting Date: \_\_\_\_\_

P&C Rev. 12/13/2018

Approved  Not Approved \_\_\_\_\_ Zachary L. Williams, COO, Date \_\_\_\_\_

**Print Form**

October 4, 2023

DeKalb Fire & Emergency Services  
Will Parker, MBA Procurement Agent - Team C  
DeKalb County Government | Purchasing & Contracts Department  
1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030

Dear Will Parker,

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, the only monitor/defibrillator capable of shocking at 360J of biphasic energy
- New LIFEPAK 1000 & LIFEPAK CR2 automated external defibrillators, the only first responder AED capable of shocking at 360J of biphasic energy
- New LUCAS chest compression system, the only automated chest compression device with an adjustable rate up to 120 compressions per minute
- CODE-STAT data review software and service, the only post-event review software compatible with both LIFEPAK 15 and LUCAS
- New Power-LOAD, the powered fastener which does not require the use of safety hooks in normal unloading/loading operation
- New Power-PRO, the only SAE J3027-compliant stretcher when used with either Performance-LOAD and/or Power-LOAD

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, which includes LIFENET Asset, the only asset management program that is compatible with LIFEPAK 15 and LUCAS 3.1
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS ePCR software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- MultiTech 4G and Titan III gateways for use with LIFEPAK 15 monitor/defibrillators

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
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade

Stryker also is the only vendor who can bundle all these respective life-saving pieces of equipment into one payment through Stryker's Flex Financial business. Stryker does not authorize any third parties to sell these products or services in the markets listed above outside of an ambulance for cots and fasteners. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services.

Based on the DeKalb Fire & Emergency Services statement of need provided to Stryker, Stryker certifies and warrants that it is the only vendor or supplier of these unique goods and/or services, the uniqueness is substantially related to the county's stated intended purpose, use and performance of the goods or services sought by the county, and other similar goods or services cannot perform the county's stated desired objectives. The very nature of these goods and services are impossible to award by competitive bidding.

Sincerely,



Matt Van Der Wende  
Sr. Director of Sales, Americas

Stryker or its affiliated entities own, use, or have applied for the following trademarks or services marks: CODE-STAT, Flex Financial, HealthEMS, LIFENET, LIFEPAK, LUCAS, Power-LOAD, Power-PRO, RELI, Stryker, and TrueCPR. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

# Sole Sources

<b>Project Name</b>	Digital and Vinyl Billboard Advertising
<b>Attachments</b>	<a href="#">Sole Source Notice</a>
<b>Contact</b>	Will Parker, <a href="mailto:wmparker@dekalbcountyga.gov">wmparker@dekalbcountyga.gov</a>
<b>Project Name</b>	POWER Engineering Consulting Services for EnQuesta/CityWorks Integration
<b>Attachments</b>	<a href="#">Sole Source Notice</a>
<b>Contact</b>	Sarah Pratt, <a href="mailto:sspratt@dekalbcountyga.gov">sspratt@dekalbcountyga.gov</a>
<b>Project Name</b>	Medical Equipment for DeKalb County Fire Rescue
<b>Attachments</b>	<a href="#">Sole Source Notice</a>
<b>Contact</b>	Will Parker, <a href="mailto:wmparker@dekalbcountyga.gov">wmparker@dekalbcountyga.gov</a>