

League of Oregon Cities

Automatic Electronic Defibrillators and Clinical Defibrillators

Solicitation Synopsis - RFP No. 520

Intent

The League of Oregon Cities (LOC), in conjunction with National Purchasing Partners, LLC (NPP), served as Lead Agency to solicit proposals from Automatic Electronic Defibrillator and Clinical Defibrillator providers to service the LOC and NPP membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPP throughout the nation to “piggy-back” off the resulting Master Price Agreement.

Determination for issuing RFP

LOC has determined that it is either not practicable or not advantageous for LOC to procure Automatic Electronic Defibrillators or Clinical Defibrillators using competitive sealed bidding. Competitive sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, prohibits revision of the offers, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) for LOC and its members.

Procedure

LOC issued a RFP (520) on April 11, 2012.

The RFP was published in the Oregon Daily Journal of Commerce on April 17 and April 24, 2012.

The RFP was posted to the following web sites: www.mynpp.com, www.orcities.org, and www.findrfp.com

The text of the published notice of solicitation is as follows:

The League of Oregon Cities intends to enter into a Master Agreement for Automatic Electronic Defibrillators and Clinical Defibrillators. The intent of this Interstate Cooperative Procurement Solicitation is to source Proposers through a competitively solicited Master Price Agreement offering Defibrillators to National Purchasing Partners, LLC (“NPP”) dba Fire Rescue GPO and Public Safety GPO members locally and nationwide, reduce expenses by eliminating multiple bids and/or proposals by Participating Agencies and multiple responses by Proposers and obtain discounted pricing through volume purchasing.

Consideration will be given to Proposers who are capable of servicing the League of Oregon Cities within the state of Oregon as well as Proposers with a strong national presence for a vast array of Defibrillators for use by various government agencies nationwide.

For information or a copy of the Request for Proposal, contact NPP, Lindsey Larson at (877) 329-8847 or lindsey.larson@mynpp.com. The League of Oregon Cities reserves the right to reject any or all proposals or to waive any specification or requirement when determined to be in the best interest of the League of Oregon Cities. The deadline for submitting proposals is **Wednesday, May 23, 2012 at 2:00 p.m.** All proposals must be signed, sealed, and addressed to:

Mailing Address:

LOC AUTOMATIC ELECTRONIC DEFIBRILLATORS AND CLINICAL
DEFIBRILLATORS RFP
C/O JENNIE MESSMER
LOCAL GOVERNMENT CENTER
1201 Court St. NE, Suite 200
Salem, OR 98301-4194

Physical Address for Hand or Ground Transportation Delivery:

LOC AUTOMATIC ELECTRONIC DEFIBRILLATORS AND CLINICAL
DEFIBRILLATORS RFP
C/O JENNIE MESSMER
LOCAL GOVERNMENT CENTER
1201 Court St. NE, Suite 200
Salem, OR 98301-4194

and marked "Solicitation 520 for Automatic Electronic Defibrillators and Clinical Defibrillators"

NOTE: LEAGUE OF OREGON CITIES PUBLISHES ITS SOLICITATIONS IN THE DAILY JOURNAL OF COMMERCE AND ONLINE. SOLICITATIONS ARE AVAILABLE FOR VIEWING AND/OR DOWNLOADING AT THE FOLLOWING INTERNET ADDRESSES:
www.orcities.org, findrfp.com AND www.nppgovernment.com

LOC received one proposal from the following vendors:

1. Zoll Medical Corporation
2. Physio-Control

A copy of the log book for proposals received is attached hereto.

A copy of the Affidavit of Mailing to potential proposers is attached hereto.

A copy of the Affidavit of Publication is attached hereto.

Proposals were evaluated over a two-week period by LOC based on the criteria contained in the RFP.

LOC reviewed a summary of the recommendations and selected the successful proposer.

Evaluation

The evaluation was based on the following criteria as described in the RFP (weighted):

3.13 EVALUATION OF PROPOSAL – SELECTION FACTORS:

A Proposal Analysis Committee shall be appointed by the Lead Contracting Agency in conjunction with NPP on behalf of its membership to evaluate each Proposal and prepare a scoring of each Proposal to the responses as solicited in the original request. Each Proposal received and reviewed shall be awarded points under each criterion. The maximum points awarded in each criterion are provided in parenthesis below. Points awarded under 3.13.1 to Proposers with a national presence shall not negatively impact local Proposers. At the Lead Contracting Agency's option, Proposers may be invited to make presentations to the Evaluation Committee. Best and Final Offers and/or Negotiations may be conducted, as needed, with the highest rated Proposer(s). Proposals will be evaluated on the following criteria.

3.13.1 Criteria for Proposers with national presence (150).

- (1) (50) PROVEN EXPERIENCE of the Proposer's success in providing products and services on a nationwide basis in a timely manner.
- (2) (50) NATIONAL COVERAGE - The quantity and location of distribution centers.
- (3) (50) MARKETING – The Proposer's marketing plan to promote this contractual agreement to Public Agencies nationwide (Section 2.5).

3.13.2 Criteria for all Proposers (550)

- (1) (200) PRICING - Product price analysis and/or price discounts proposed based on Specifications (ATTACHMENT A).
- (2) (50) MARKETING – The Proposer's marketing plan to promote this contractual agreement to Public Agencies within the state of Oregon (Section 2.5).
- (3) (50) Customer Service support dedicated to Lead Contracting and Participating Agencies.
- (4) (100) Completeness of the proposal package and the degree to which the Proposer responds to all requirements of the Specifications (ATTACHMENT A).
- (5) (100) Product Safety and Service and warranty data submitted.
- (6) (50) Capability of meeting delivery timelines.

3.13.3 Additional criteria/preferences that are not awarded points.

3.13.3.1 Pursuant to ORS 279A.125, Lead Contracting Agency shall give

preference to the procurement of goods manufactured from recycled materials.

3.13.3.2 Pursuant to ORS 279A.120, Lead Contracting Agency shall give preference to good and services that have been manufactured or produced within the State of Oregon if price, fitness, availability and quality are otherwise equal; and the Lead Contracting Agency shall add a percent increase to the proposal of a nonresident Proposer equal to the percent, if any, of the preference given to the Proposer in the state in which the Proposer resides. All Proposers shall identify the state to which it is a resident bidder.

3.13.3.3 Proposer shall comply with all federal, state and local laws applicable to the work under the Master Price Agreement awarded as a result of this Solicitation, including, without limitation, the provisions of ORS 279B.020, 279B.220, 279B.230, 279B.235, 279C.515(1), 279C.530 and 279C.540(9)(b), as set forth on Exhibit 1, attached hereto and incorporated herein by this reference.

3.13.3.4 Pursuant to Section 1.6, the Lead Contracting Agency encourages Minority and Women-owned Small Business Proposers to submit proposals.

The evaluation committee selected Zoll Medical Corporation as the local and national Proposer.

Pricing Structure

Core list pricing per unit – See Price List Attachment to Proposal.

Product Offering Limitations

Oregon Public Agencies are prohibited from use of products and services offered under the contract that are already provided by qualified nonprofit agencies for disabled individuals as listed on the Department of Administrative Service's Procurement List ("Procurement List") pursuant to ORS 279.835-.855. See www.OregonRehabilitation.org/qrf for more information. Supplier will not sell products and services identified on the Procurement List (e.g., reconditioned toner cartridges) to Purchaser or Participating Agencies within the state of Oregon or to public institutions in other states with similar restrictions.

RFP PROPOSAL RECEIPT LOG

Solicitation # 520
Due Date 5/23/2012
Time 2:00pm

National Purchasing Partners (NPP) dba FireRescue GPO and PublicSafety GPO has received the following responses to the solicitation listed above.

Name 2011 Medical Corp. Date & Time 5/21/2012 @ 9:55am
Shipping Carrier _____ Notes _____

Name Physio-Control Date & Time 5/30/12 @ 2:37pm
Shipping Carrier _____ Notes Orig. pkg. rec'd. b/f deadline

Name _____ Date & Time _____
Shipping Carrier _____ Notes _____

Name _____ Date & Time _____
Shipping Carrier _____ Notes _____

Name _____ Date & Time _____
Shipping Carrier _____ Notes _____

Name _____ Date & Time _____
Shipping Carrier _____ Notes _____

***I hereby certify that the above proposals were
received prior to the due date and time listed:***

Signed M. Allen

Signed 5/30/12

Printed _____

Printed _____

Date _____

Date _____

Note: Staff will initial each entry and note the last response received, lining out the remaining spaces.

AFFIDAVIT OF MAILING

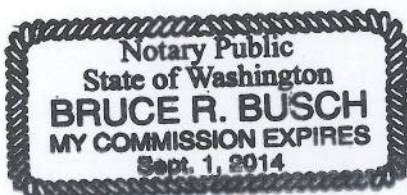
STATE OF WASHINGTON)
) ss.
COUNTY OF KING)

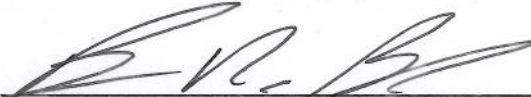
I, Jonathan Honari, being first duly sworn on oath, deposes and states that I am a Contract Manager for National Purchasing Partners, a group purchasing organization. On April 12, 2012, I caused to be deposited in the United States mail at Seattle, King County, Washington, with first class postage prepaid, one each copy of the attached NOTICE OF SOLICITATION for the MASTER AGREEMENT FOR AUTOMATIC ELECTRONIC DEFIBRILLATORS AND CLINICAL DEFIBRILLATORS to the following addresses:

Zoll Medical Corporation 269 Mill Road Chelmsford, MA 01824-4105	HeartSafe America, Inc 13731 Omega Rd. Dallas, TX 75244-4517	Philips Medical Systems 3000 Minuteman Road Andover, MA 01810
Philips Attn: Heather McLeod 1928 E. Highland Ave. Ste F 104-414 Phoenix, AZ 85016-4626	Physio Control 11811 Willows Road NE Redmond, WA 98052	DXE Medical, Inc 1001 Flagpole Court Brentwood, TN 37027
AED Professionals General Medical Devices, Inc. 348 W. Colfax St., Palatine, IL 60067	American AED, Inc. 405 N.W. 10 th Terrace Hallandale Beach, FL 33009-3105	Welch Allyn, Inc. 4341 State Street Road Skaneateles Falls, NY 13153-0220
Buckeye Medical 2097 E Washington Street, Ste 1E Colton, CA 92324-4719	Henan Medical 8276 N.W. 68 th . Street Miami, FL 33166	Absolute Medical Equipment 455 Route 306 Suite 112 Wesley Hills, NY 10952
Cardiac Science, Inc. 3303 Monte Villa Pkwy #100 Bothell, WA 98021-8969	Defibtech, LLC 741 Boston Post Road, Ste 201 Guilford, CT 06437	HeartSine Technologies, Inc. 121 Friends Lane, Suite 400 Newtown, PA 18940


Jonathan Honari

SUBSCRIBED AND SWORN TO before me this 12th day of April, 2012 by Jonathan Honari.




NOTARY PUBLIC in and for the State of
Washington, residing at Seattle
My commission expires: 9-1-2014

DJC

921 SW Washington, Suite 210 / Portland, OR 97205
(503)226-1311 FAX (503) 222-5358

STATE OF OREGON, COUNTY OF MULTNOMAH, --ss.

I, MARC CAPLAN, being first duly sworn, depose and say that I am a Manager of the DAILY JOURNAL OF COMMERCE, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the

REQUEST FOR PROPOSALS

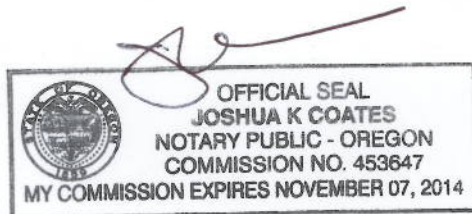
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a printed copy of which is attached, was published in the entire issue of this newspaper for 2 time(s) in the following issues:

04/17/2012, 04/24/2012.



Subscribed and sworn to before me this 25th day of April, 2012.



**LEAGUE OF OREGON CITIES
AUTOMATIC ELECTRONIC
DEFIBRILLATORS AND CLINICAL
DEFIBRILLATORS**

**Proposals due 2:00 pm, May 23
REQUEST FOR PROPOSALS**

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Sealed bids for the construction of "2011-12 Miscellaneous Street Resurfacing Improvements" will be received by the City of Woodburn, OR at City Hall Annex, 190 Garfield St. until 10:00 AM, Thursday, May 3, 2012 and will thereafter be publicly opened and read. Proposals shall be addressed to the City Engineer, City of Woodburn, 190 Garfield St., Woodburn, OR 97071. Bids shall be submitted in a plain sealed envelope bearing the Bidders name, the name of the project and the date and time of the Bid opening, and shall be marked "Bid No. 2012-09", and Bidders shall indicate on the Bid Proposal Form that "Bidder will comply with the provisions of Chapter 278B ORS." Bids due 10:00am, May 3 INVITATION TO BID PROJECT FILE #: 2012-017-28 BID No. 2012-09

NATIONAL PURCHASING PARTNERS
Attn: LINDSEY LARSON
1100 OLIVE WAY, STE 1020
SEATTLE, WA 98101

Order No.: 10182819
Client's Reference No.: