

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B8400050

PRINT DATE: 06/30/17

PAGE: 01

SHIP TO: AS SPECIFIED ON INDIVIDUAL ORDERS	
VENDOR ID: RESCUE ONE TRAINING FOR LIFE 7621 RICKENBACKER DR SUITE 700 GAITHERSBURG, MD 20879 (301) 740-3390	REFER QUESTIONS TO: IRIS LESTER BELL (410) 767-4612 IRIS.LESTER@MARYLAND.GOV
ITB:	EXPR DATE: 07/01/20 POST DATE: 06/28/17 DISCOUNT TERMS: . NET 30 DAY CONTRACT AMOUNT: .00

TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

STATEWIDE CONTRACT
FOR
DEFIBRILLATORS (AED) AND ACCESSORIES

CONTRACT TERM JULY 01, 2017 THROUGH JULY 01, 2020 (3 YRS)

THIS CONTRACT MAY BE RENEWED UNILATERALLY FOR TWO (2), ONE (1) YEAR RENEWAL OPTIONS WITH THE SAME PRICE, TERMS AND CONDITIONS.

THIS CONTRACT IS SUBJECT TO THE TERMS AND CONDITIONS FOR COMMODITIES CONTRACTS OVER \$25,00.00

CONTACT: IRIS LESTER BELL (410) 767-4612 FAX: (410) 333-5509
PROCUREMENT OFFICER IRIS.LESTER@MARYLAND.GOV

VENDOR CONTACT: CATHERINE GRUBER (301) 740-3390
KGRUBER@RESCUE-ONE.COM FRX: 301) 740-3393

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<u>LINE #</u>	<u>STATE ITEM ID</u>	<u>U/M</u>	<u>UNIT COST</u>	
0001	46514	EA		

CARDIOVASCULAR INSTRUMENTATION: DEFIBRILLATORS, HEART PUMPS, MONITORIN
EQUIPMENT, ETC.

DEFIBRILLATORS - 20-50 PERCENT OFF CATALOG LIST PRICE FOR THE STATE
OF MARYLAND

END OF ITEM LIST

THIS PROCUREMENT WAS CONDUCTED AS A COMPETITIVE SEALED BID. THE
AWARD WILL BE TO THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER
(BASIS FOR AWARD).

VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL
INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

ALL PRODUCTS USED IN PACKING TO CUSHION AND PROTECT DURING THE
SHIPMENT OF COMMODITIES ARE TO BE MADE OF RECYCLED, REYCLABLE,
AND/OR BIODEGRADABLE MATERIALS.

C O N T R A C T

AVAILABLE TO: DESIGNATED AGENCY ONLY ()
ALL STATE OF MARYLAND AGENCIES ()
STATE AGENCIES AND POLITICAL SUBDIVISIONS (X)

ELECTRONIC PROCESSING FEE

1.

CONTRACTOR SHALL PAY A PROCESSING FEE TO THE STATE IN THE AMOUNT OF
ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE PROCESSING FEE IS
CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS,
ANY RETURNS OR CREDITS. THE PROCESSING FEE SHALL NOT BE CHARGED
DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR
SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACTS UNIT PRICES

2.

THE PROCESSING FEE SHALL BE SUBMITTED TO THE DEPARTMENT OF GENERAL
SERVICES, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309,
BALTIMORE, MD., 21201, WITHIN TEN (10) CALENDAR DAYS FOLLOWING THE
END OF EACH CALENDAR MONTH ALONG WITH A MONTHLY USAGE REPORT
DOCUMENTING ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY
USAGE REPORT SHALL ALSO BE EMAILED TO THE PROCUREMENT OFFICER AND THE

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TERMS (cont'd):

ACCOUNTANT, AWAWU SALAKO, AT AWAWU.SALAKO@MARYLAND.GOV

3.

FAILURE TO REMIT PROCESSING FEES IN A TIMELY MANNER OR REMITTANCE OF FEES INCONSISTENT WITH THE CONTRACT'S REQUIREMENT MAY RESULT IN THE STATE EXERCISING ALL RECOURSE AVAILABLE UNDER THE CONTRACT INCLUDING, BUT NOT LIMITED TO, A THIRD PARTY AUDIT OF ALL CONTRACT CONTRACT ACTIVITY. SHOULD AN AUDIT BE REQUIRED BY THE STATE, THE CONTRACTOR SHALL REIMBURSE THE STATE FOR ALL COSTS ASSOCIATED WITH THE AUDIT UP TO \$10,000.00 OR ONE (1%) PERCENT OF THE CONTRACT'S ESTIMATED ANNUAL VALUE, WHICH EVER IS HIGHER.

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AUTHORIZED BY: _____ DATE: _____

BUYER AUTHORIZED DESIGNEE

Maryland Department of General Services

Physio-Control/HeartSine AED and Accessories Pricing Catalog

Heartsine AED and Accessories					
350-BAC-US-10 or 80514-000263	HeartSine Samaritan 350P AED w/ 1 adult PAD-PAK, carry case, user manual & DVD. Cable must be purchased separately.	\$ 1,586.00	\$ 793.00		50.00%
450-BAC-US-08 or 80515-000002	HeartSine Samaritan 450P AED w/ 1 adult PAD-PAK, carry case, user manual & DVD. Cable must be purchased separately.	\$ 2,066.00	\$ 1,033.00		50.00%
350-BTC-US-10 or 80514-000264	HeartSine Samaritan 350P AED w/ 1 adult Aviation PAD-PAK w/ TSO-C142a, carry case, user manual & DVD. Cable must be purchased separately.	\$ 1,722.00	\$ 861.00		50.00%
PAD-PAK-01 or 11516-000003	Samaritan Adult PAD-PAK	\$ 176.00	\$ 132.00		25.00%
PAD-PAK-02 or 11516-000004	Samaritan Pediatric PAD-PAK	\$ 209.00	\$ 156.75		25.00%
PAD-PAK-07 TSO or 11516-000027	Samaritan Adult PAD-PAK - TSO-C142a	\$ 192.00	\$ 144.00		25.00%
PAD-ACC-02 or 11516-000018	HeartSine samaritan USB Data Cable	\$ 37.00	\$ 27.75		25.00%
Heartsine Trainer and Accessories					
TRN-350-US or 11516-000059	HeartSine 350P Training Unit w/ Remote Control	\$ 420.00	\$ 336.00		20.00%
TRN-450-US or 11516-000092	HeartSine 450P Training Unit w/ Remote Control	\$ 420.00	\$ 336.00		20.00%
TRN-ACC-02 or 11516-000009	Trainer Defib Pads (Set of 10)	\$ 33.00	\$ 24.75		25.00%
TRN-ACC-03 or 11516-000011	Trainer Defib Pads (Set of 25)	\$ 75.00	\$ 56.25		25.00%
TRN-ACC-14 or 11516-000012	Battery Charger for Rechargeable Battery for 350P Trainer	\$ 32.00	\$ 24.00		25.00%
TRN-PAK-04 or 11516-000017	Pad-Pak Electrode cartridge for Trainer (w/ toggle)	\$ 50.00	\$ 37.50		25.00%
TRN-ACC-16 or 11516-000014	Remote Control for TRN-350-US	\$ 154.00	\$ 115.50		25.00%
TRN-ACC-19 or 11516-000001	Remote Control for TRN-450-US	\$ 154.00	\$ 115.50		25.00%
Replacement or Optional Supplies					
PAD-BAG-01 or 11516-000022	Replacement Carry case w/ Zipper & Supplies	\$ 55.00	\$ 41.25		25.00%
PAD-CAB-02 or 11516-000023	Wall Bracket	\$ 84.00	\$ 63.00		25.00%
PAD-CAB-04 or 11516-000024	Wall cabinet, w/ alarm custom for 350P	\$ 154.00	\$ 115.50		25.00%
PAD-CAB-05 or 11516-000010	Rigid Watertight Carry case - Pelican case w/ insert	\$ 157.00	\$ 117.75		25.00%
PAD-ACC-05 or 11516-000020	Triangular AED Wall Sign	\$ 32.00	\$ 24.00		25.00%
PAD-ACC-17 or 11516-000021	Prep Kit	\$ 33.00	\$ 24.75		25.00%
11516-000114	Backpack for Heartsine AED	\$ 146.00	\$ 109.50		25.00%
Warranty Info					
8 year warranty on 350P AED					
8 year warranty on 450P AED					
4 year warranty on PAD-PAK					

Maryland Department of General Services

Physio-Control/HeartSine AED and Accessories Pricing Catalog

Physio Control LifePak 500 (accessories only, AED Discontinued)				
11996-000017	REDI-PAK Adult Replacement Pads	\$ 43.00	\$ 25.80	40.00%
11101-000016	Infant/Child Reduced Energy Defibrillation Pads	\$ 116.00	\$ 69.60	40.00%
11141-000158	LifePak 500 Lithium Battery	\$ 341.00	\$ 255.75	25.00%
11210-000001	Wall bracket for 500/1000	\$ 122.00	\$ 91.50	25.00%
Physio Control LifePak 500 Trainer and Accessories				
11101-000004	AED Training Electrode Set (5 pairs)	\$ 75.00	\$ 56.25	25.00%
11250-000045	Infant/Child Training Electrodes Set (5 pairs)	\$ 75.00	\$ 56.25	25.00%
Physio Control CR+				
80403-000149	Medtronic LifePak CR Plus (Fully Automatic) includes CHARGE-PAK Battery, two Sets of Adult Electrode Pads, semi-rigid carry case, Owner's Manual, Training DVD, and Quick-Start Guide	\$ 2,395.00	\$ 1,317.25	45.00%
80403-000148	Medtronic LifePak CR Plus (Semi Automatic) includes CHARGE-PAK Battery, two Sets of Adult Electrode Pads, semi-rigid carry case, Owner's Manual, Training DVD, and Quick-Start Guide	\$ 2,195.00	\$ 1,207.25	45.00%
11403-000001	CR Plus Charge-PAK and 2 sets of Electrodes	\$ 123.00	\$ 98.40	20.00%
11403-000002	CR Plus Charge-PAK and 1 set of Electrodes	\$ 103.00	\$ 82.40	20.00%
11101-000016	Infant/Child Reduced Energy Pads	\$ 115.50	\$ 86.62	25.00%
21300-004576	Carrying Case	\$ 75.00	\$ 60.00	20.00%
11260-000015	LifePak CR Plus Water Tight Carry Case	\$ 265.00	\$ 212.00	20.00%
11210-000021	Wall Mount Bracket	\$ 107.00	\$ 85.60	20.00%
Physio Control CR+ Training AED and Supplies				
11250-000073	Medtronic CR-T Training Unit	\$ 383.00	\$ 306.40	20.00%
11250-000015	LifePak CR-T Pads (5 pairs)	\$ 42.00	\$ 33.60	20.00%
11250-000042	Pediatric Training Electrode Pads (5 pairs)	\$ 43.00	\$ 34.40	20.00%
Warranty Info				
8 year warranty on AED				
2 year warranty on Battery				
2 year warranty on Pads				
Physio Control LifePak 1000				
99425-000023	Medtronic LifePak 1000 Graphical Display includes Two Sets of QUIK-COMBO REDI-PAK Electrode Pads, Long-Life AED Battery PAK, semi-rigid carry case, Owner's Manual, Training DVD, and Quick-Start Guide	\$ 2,725.00	\$ 1,907.50	30.00%
99425-000025	Medtronic LifePak 1000 ECG Display (w/ 3 LD Cable) includes Two Sets of QUIK-COMBO REDI-PAK Electrode Pads, Long-Life AED Battery PAK, semi-rigid carry case, Owner's Manual, Training DVD, and Quick-Start Guide	\$ 3,355.00	\$ 2,348.50	30.00%
99996-000117	LP1000 Trainer	\$ 1,035.00	\$ 931.50	10.00%
11996-000017	REDI-PAK Adult Replacement Pads	\$ 43.00	\$ 25.80	40.00%
11141-000100	Non-Rechargeable Replacement Battery	\$ 369.00	\$ 295.20	20.00%
11101-000016	Infant/Child Reduced Energy Pads	\$ 115.50	\$ 86.62	25.00%
11425-000007	Soft Carry Case for LifePak 1000	\$ 135.90	\$ 108.72	20.00%
11260-000023	Water Tight Hard Shell Case for LifePak 1000	\$ 343.00	\$ 274.40	20.00%
11210-000001	Wall bracket for 500/1000	\$ 122.00	\$ 97.60	20.00%
Warranty Info				
5 year warranty on AED				
2 year warranty on Battery				
2 year warranty on Pads				
Physio Control LifePak Express				
80427-000134	Medtronic LP Express (no case, no ambu kit, 1 pad)	\$ 1,695.00	\$ 1,017.00	40.00%
11403-000001	LP Express/CR Plus Charge-PAK and 2 sets of Electrodes	\$ 123.00	\$ 98.40	20.00%
11403-000002	LP Express/CR Plus Charge-PAK and 1 set of Electrodes	\$ 103.00	\$ 82.40	20.00%
11101-000016	Infant/Child Reduced Energy Pads	\$ 115.50	\$ 86.62	25.00%
21300-004576	Softshell Carry Case	\$ 75.00	\$ 60.00	20.00%
Warranty Info				
5 year warranty on AED				
2 year warranty on Battery				
2 year warranty on Pads				

Maryland Department of General Services

Physio-Control/HeartSine AED and Accessories Pricing Catalog

AED Program Management Services		AED Cabinet	
		List Price	Discount
AEDPM Basic	AED Program Management BASIC Includes AED Tracking, Automatic notifications of expired supplies, monthly AED check reminder, 10% discount on Supplies, General Phone Support	\$99 per AED per year	\$50 per AED per year 50.00%
AEDPM Standard	AED Program Management STANDARD- Tracking *, Automatic Notifications (expired supplies and monthly AED check reminders), Medical Direction and State Registration Assistance, Annual Onsite Inspection, Emergency Response Template, AED Implementation Plan, 25% Discount off On-Call On-Site Services, General Telephone Technical Support	\$199 per AED per year	\$150 per AED per year 25.00%
AEDPM Premium	AED Program Management-PREMIUM Includes: AED Tracking, Automated Notifications (expired supplies and monthly AED check reminders), Free replacement of AED supplies, Medical Direction and State registration, general telephone technical support, Annual On-Site Inspection, Emergency response template, AED Implementation Plan, Free On-Call on-Site services, Temporary loaner AED Provided as needed, AED cabinet battery maintenance and upkeep.	\$345 per AED per year	\$315 per AED per year 9.00%
AED Premium Pediatric	AED Program Management-PREMIUM PEDIATRIC Includes: AED Tracking, Automated Notifications (expired supplies and monthly AED check reminders), Free replacement of AED supplies including ped pads, Medical Direction and State registration, general telephone technical support, Annual On-Site Inspection, Emergency response template, AED Implementation Plan, Free On-Call on-Site services, Temporary loaner AED Provided as needed, AED cabinet battery maintenance and upkeep.	\$395 per AED per year	\$355 per AED per year 10.00%