

## Event Summary - Statewide Automatic External Defibrillator & Accessories Resellers

<b>Type</b>	Request for Bids	<b>Number</b>	005-RFB-0645-2024
<b>Stage Title</b>	-	<b>Organization</b>	DASlowa
<b>Currency</b>	US Dollar	<b>Event Status</b>	Open
<b>Department</b>	Administrative Services - DAS	<b>Exported on</b>	10/3/2023
<b>Exported by</b>	Julie Janssen	<b>Estimated Value</b>	-
<b>Payment Terms</b>	0% 0, Net 60		

## Bid and Evaluation

<b>Respond by Proxy</b>	Allow	<b>Use Panel Questionnaire</b>	No
<b>Sealed Bid</b>	Yes	<b>Auto Score</b>	No
		<b>Cost Analysis</b>	No
<b>Alternate Items</b>	No	<b>Confidential Pricing</b>	No

## Visibility and Communication

**Visible to Public** Yes

**Enter a short description for this public event**

*The State of Iowa is seeking qualified AED equipment resellers to provide Statewide Automatic External Defibrillator & Accessories.*

## Commodity Codes

<b>Commodity Code</b>	<b>Description</b>
46514	Cardiovascular Instrumentation: Defibrillators, Heart Pumps, Monitoring Equipment, etc.
46500	HOSPITAL AND SURGICAL EQUIPMENT, INSTRUMENTS, AND SUPPLIES

## Event Dates

<b>Time Zone</b>	CDT/CST - Central Standard Time (US/Central)
<b>Released</b>	-
<b>Open</b>	10/3/2023 12:00 AM CDT
<b>Close</b>	10/17/2023 3:00 PM CDT
<b>Sealed Until</b>	10/17/2023 3:00 PM
	 Show Sealed Bid Open Date to Vendor
<b>Q&amp;A Close</b>	10/10/2023 2:00 PM CDT

## Event Users

### Event Creator

**Julie Janssen**

[julie.janssen@iowa.gov](mailto:julie.janssen@iowa.gov)

Phone +1 515-240-2698

### Event Owners

**Julie Janssen**

[julie.janssen@iowa.gov](mailto:julie.janssen@iowa.gov)

Phone +1 515-240-2698

**Julie Janssen**

[julie.janssen@iowa.gov](mailto:julie.janssen@iowa.gov)

Phone +1 515-240-2698

**Jocelyn Brincks**

[jocelyn.brincks1@iowa.gov](mailto:jocelyn.brincks1@iowa.gov)

Phone +1 515-499-3659

**Rachel Friedlander**

[Rachel.Friedlander@iowa.gov](mailto:Rachel.Friedlander@iowa.gov)

Phone +1 515-724-3700

**Randy Bennett**

[randy.bennett@iowa.gov](mailto:randy.bennett@iowa.gov)

Phone +1 515-322-1210

**Laura Shannon**

[laura.shannon@iowa.gov](mailto:laura.shannon@iowa.gov)

Phone +1 515-330-7325

**Sara Grier**

[sara.grier@iowa.gov](mailto:sara.grier@iowa.gov)

Phone +1 515-823-9083

**David Kupid**

[david.kupid@iowa.gov](mailto:david.kupid@iowa.gov)

Phone +1 515-745-2796

**Karl Wendt**

[Karl.Wendt@iowa.gov](mailto:Karl.Wendt@iowa.gov)

Phone +1 515-281-7073

**Contacts****Julie Janssen**

[julie.janssen@iowa.gov](mailto:julie.janssen@iowa.gov)

Phone +1 515-240-2698

**Stakeholders**

*There is no user added to group*

**Tami Skadeland**

[tami.skadeland@iowa.gov](mailto:tami.skadeland@iowa.gov)

Phone +1 515-281-4774

**Kathy Harper**

[kathy.harper2@iowa.gov](mailto:kathy.harper2@iowa.gov)

Phone +1 515-321-7686

**Craig Trotter**

[craig.trotter@iowa.gov](mailto:craig.trotter@iowa.gov)

Phone +1 515-322-8593

**Michael Bradbury**

[michael.bradbury@iowa.gov](mailto:michael.bradbury@iowa.gov)

Phone +1 515-823-9327

## Description

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The purpose of this Request for Bids (RFB) is to solicit bids from qualified providers to provide Automated External Defibrillator (AED) units and Advanced Life Support Defibrillators (ALS) and accessories, including service and support options to the Lead Agency and any Participating Agencies. The Lead Agency intends to award a contract(s) beginning and ending on the dates listed in the solicitation, and the Lead Agency may extend the contract(s) for up to the number of annual extensions identified in the solicitation at the sole discretion of the Lead Agency. Any contract(s) resulting from the RFB shall not be an exclusive contract.

This RFB is designed to provide Bidders with the information necessary for the preparation of competitive Bids. The RFB process is for the Lead Agency's and Participating Agencies' benefit and is intended to provide the Lead Agency with competitive information to assist in the selection process. It is not intended to be comprehensive. Each Bidder is responsible for determining all factors necessary for the submission of a comprehensive Bid.

**It is advised to "Save Progress" often and especially after uploading documents.**

**NOTE: Anytime the Bidder opens their bid after the initial submission, they MUST certify and resubmit. No information will be lost from the initial submission.**

**NOTE: Bidder must approve and resubmit their bid after an amendment has been posted by the Issuing Officer. If the bid was submitted before the amendment, all information will be saved. The Bidder only needs to read and acknowledge the amendment.**

**Instructions for Amendments:** Answer the newly posted question in the Questions Section, and CERTIFY and SUBMIT your bid again (if previously submitted).

### Contract Term

The term of the contract will begin upon 02/05/2024 and end on 02/04/2027.

The Agency shall have the sole option to renew the contract upon the same or more favorable terms and conditions for up to one three year extension. The resulting contract will be available to all State Agencies and Political Subdivisions.

The State may award multiple resellers and contractors to provide full coverage to the State of Iowa. The State does not guarantee any volume of sales on the resulting contract(s). These items and services are currently on contract through NASPO Valuepoint cooperative contracts with Zoll MA18137C, Stryker MA18138D and Phillips MA 18173C. This solicitation and the resulting awards will be replacing the current NASPO Valuepoint Participating Addendums with the State of Iowa throughout the life of the resulting awards.

The resulting awards shall provide fixed rate line-item pricing on AED and ALS devices and accessories and a percentage discount off supplier's MSRP catalog.

Historic Spend:

Historic Spend 2020-2023	
Zoll	\$697,434.07
Stryker	\$1,200,998.46
Philips Healthcare	\$34,729.68

## Stage Description

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No description available.

# Prerequisites

★ Required to Enter Bid

## F ★ Instructions To Vendor :

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## Á Á Á Certification

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## Á Vendor Must Also Upload a File:

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## Á Prerequisite Content:

Bidder certifies that the contents of this Bid submitted are true and accurate. Bidder also certifies that Bidder has not knowingly made any false statements in its Bid.

#### **Certification of Independence**

I certify that I am a representative of Bidder expressly authorized to make the following certifications on behalf of Bidder. By submitting a Bid in response to the RFB, I certify on behalf of the Bidder the following:

1. The Bid has been developed independently, without consultation, communication or agreement with any employee or consultant to the Agency or with any person serving as a member of the evaluation committee.
2. The Bid has been developed independently, without consultation, communication or agreement with any other Bidder or parties for the purpose of restricting competition.
3. Unless otherwise required by law, the information found in the Bid has not been and will not be knowingly disclosed, directly or indirectly prior to Agency's issuance of the Notice of Intent to Award the contract.
4. No attempt has been made or will be made by Bidder to induce any other Bidder to submit or not to submit a Bid for the purpose of restricting competition.
5. No relationship exists or will exist during the contract period between Bidder and the Agency or any other State agency that interferes with fair competition or constitutes a conflict of interest.

#### **Certification Regarding Debarment**

I certify that, to the best of my knowledge, neither Bidder nor any of its principals: (a) are presently or have been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by a Federal Agency or State Agency; (b) have within a five year period preceding this Bid been convicted of, or had a civil judgment rendered against them for commission of fraud, a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of antitrust statutes; commission of embezzlement, theft, forgery, falsification or destruction of records, making false statements, or receiving stolen property; (c) are presently indicted for or criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in (b) of this certification; and (d) have not within a three year period preceding this Bid had one or more public transactions (federal, state, or local) terminated for cause.

This certification is a material representation of fact upon which the Agency has relied upon when this transaction was entered into. If it is later determined that Bidder knowingly rendered an erroneous certification, in addition to other remedies available, the Agency may pursue available remedies including suspension, debarment, or termination of the contract.

#### **Certification Regarding Registration, Collection, and Remission of Sales and Use Tax**

Pursuant to *Iowa Code sections 423.2(10) and 423.5(8) (2013)* a retailer in Iowa or a retailer maintaining a business in Iowa that enters into a contract with a state agency must register, collect, and remit Iowa sales tax and Iowa use tax levied under *Iowa Code chapter 423* on all sales of tangible personal property and enumerated services. The Act also requires Bidders to certify their compliance with sales tax registration, collection, and remission requirements and provides potential consequences if the certification is false or fraudulent.

By submitting a Bid in response to the (RFB), the Bidder certifies the following:

- Bidder is registered with the Iowa Department of Revenue, collects, and remits Iowa sales and use taxes as required by *Iowa Code chapter 423*; **OR**
- Bidder is not a "retailer" or a "retailer maintaining a place of business in this state" as those terms are defined in *Iowa Code subsections 423.1(47) and (48)*.

Bidder also acknowledges that the Agency may declare the Bidder's Bid or resulting contract void if the above certification is false. The Bidder also understands that fraudulent certification may result in the Agency or its representative filing for damages for breach of contract in addition to other remedies available to Agency.

2 ★ **Instructions To Vendor :**

Bidder shall read and authorize to release information for their Bid.

**Certification**

Bidder certifies that they have read and agree to the Authorization to Release Information.

**Vendor Must Also Upload a File:**

No

**Prerequisite Content:**

**Bidder** hereby authorizes the Iowa Department of Administrative Services ("Agency") or a member of the Evaluation Committee to obtain information regarding its performance on other contracts, agreements or other business arrangements, its business reputation, and any other matter pertinent to evaluation and the selection of a successful Bidder in response to this Request for Bids (RFB).

The Bidder acknowledges that it may not agree with the information and opinions given by such person or entity in response to a reference request. The Bidder acknowledges that the information and opinions given by such person or entity may hurt its chances to receive contract awards from the State or may otherwise hurt its reputation or operations. The Bidder is willing to take that risk.

The Bidder hereby releases, acquits and forever discharges the State of Iowa, the Agency, their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the undersigned that it may have or ever claim to have relating to information, data, opinions, and references obtained by the Agency or the Evaluation Committee in the evaluation and selection of a successful Bidder in response to the RFB.

The Bidder authorizes representatives of the Agency to contact any and all of the persons, entities, and references which are, directly or indirectly, listed, submitted, or referenced in the Respondent's Bid submitted in response to RFB.

The Bidder further authorizes any and all persons, and entities to provide information, data, and opinions with regard to its performance under any contract, agreement, or other business arrangement, its ability to perform, business reputation, and any other matter pertinent to the evaluation of the Bidder's Bid. The Bidder hereby releases, acquits and forever discharges any such person or entity and their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the Bidder that it may have or ever claim to have relating to information, data, opinions, and references supplied to the Agency in the evaluation and selection of a successful Bidder in response to RFB.

## Buyer Attachments

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There are no Buyer Attachments added to this event.

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Group 1: Form of Bid

- 1.1 Enter the Bidder's contact name, telephone number, email address, and shipping address for questions regarding this solicitation, Sales, Ordering, Reporting and Billing Contacts. ★  
Text (Multi-Line)
- 1.2 Enter the Bidder's State or Foreign Country of Residence. ★  
Text (Single Line)
- 1.3 Bidder shall enter the Resident Preference given by the State or Foreign Country of the Bidder's residence. Enter the resident preference in the text box or indicate "no preference". ★  
Text (Single Line)
- 1.4 Enter the number of years the Bidder has been in business in the text box. ★  
Numeric Text Box
- 1.5 Enter the number of years of experience the Bidder has with providing the types of AED and ALS devices and accessories sought by the solicitation. ★  
Text (Single Line)
- 1.6 The Bidder shall provide references from three (3) previous customers or clients knowledgeable of the Bidder's performance in providing AED and ALS devices and accessories similar to the AED and ALS devices and accessories described in this solicitation. Enter a contact person, telephone number and email address for each reference. Fill out the text box. If the Bidder wants to upload reference letters to the Vendor Attachments Section, enter "see attached" in the text box. ★  
Text (Multi-Line)
- 1.7 Bidder shall read, fill-out and upload the Terminations, Litigation and Debarment document. ★  
File Upload  
Terminations, Litigation and Debarment Document -
- 1.8 Is the Bidder requesting confidential treatment of specific information? ★  
Yes/No
- 1.9 A Bidder requesting confidential treatment of specific information shall fully complete the form attached. In the Items Section, mark each good or service upon which the Bidder believes confidential information appears. ★  
File Upload  
Form 22 - ../Attachments/QuestionAttachments/Form 22 -11.22.pdf
- 1.10 The State of Iowa requires shipping to be FOB Destination, Freight Prepaid. Does the Bidder agree to the terms? ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)

Group 2: Terms and Conditions

- 2.1 Bidder shall read the RFB Definitions and enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT agree to the Definitions (submit exceptions question)  
Definitions - ../Attachments/QuestionAttachments/Definitions 11.22.pdf
- 2.2 Bidder shall read the Administrative Terms and enter a response. ★  
Dropdown List (Pick One)

Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit Exceptions question)  
Administrative Terms - ../Attachments/QuestionAttachments/Administrative Terms 11.22.pdf

- 2.3** Bidder shall read the Contract Terms & Conditions and enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)  
Contract Terms & Conditions - ../Attachments/QuestionAttachments/Contract Terms and Conditions
- 2.4** Bidder shall read the Specification Terms and enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)  
Specifications - ../Attachments/QuestionAttachments/Specifications 11.22.pdf
- 2.5** Bidder shall read the Terms and Conditions for GOODS and enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)  
Terms and Conditions for GOODS - ../Attachments/QuestionAttachments/GOODS Terms and Conditions
- 2.6** Bidder shall read the Terms and Conditions for SERVICES and enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)  
Terms and Conditions for SERVICES - ../Attachments/QuestionAttachments/SERVICES Terms and
- 2.7** Bidder shall read the Insurance Requirements and enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Insurance Requirements (submit exceptions question)  
Insurance Requirements - ../Attachments/QuestionAttachments/Insurance Requirements RFB.pdf
- 2.8** The Bidder hereby explicitly authorizes the Agency to conduct criminal history and/or other background investigation(s) of the Bidder, its officers, directors, shareholders, or partners and managerial and supervisory personnel retained by the Bidder for the performance of the resulting Contract. Bidder shall enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.9** Public Entities (Political Subdivisions) - The resulting Contract will be made available to Political Entities, i.e. cities, counties, and schools. Bidder shall enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.10** Nonprofit Entities - The resulting Contract will be made available to nonprofit entities that qualify under I.R.S. § 501 (c) provisions. Bidder shall enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)

Quarterly Sales Report - The Bidder shall provide a detailed quarterly report in Microsoft Excel on ALL sales made under the resulting Contract by State Agencies and Policitcial Subdivisions off the resulting contract via e-mail to the Iowa Department of Administrative Services. Bidder shall enter a response.

- 2.11 Quarterly Reporting Schedule – based on Calendar year ★  
Quarter 1 (Jan 1 – Mar 31) Due Apr 30  
Quarter 2 (Apr 1 – Jun 30) Due July 31  
Quarter 3 (July 1 – Sept 30) Due Oct 31  
Quarter 4 (Oct 1 – Dec 31) Due Jan 31  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.12 Administrative Fee - In addition to the approved discounts or prices specified in the solicitation herein, the Bidder shall pay to the Agency a 1.00% Administrative Fee on all sales made against the resulting Contract. The fee shall be paid quarterly to the Iowa Department of Administrative Services. Bidder shall enter a response. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.13 The Bidder shall indicate if they have the ability to provide a punchout option with JAGGAER for this equipment. ★  
Yes/No

### Group 3: Payment Terms

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- 3.1 Payment Terms - Per Iowa Code § 8A.514 the State of Iowa is allowed sixty (60) days to pay an invoice submitted by a Bidder. Does the Bidder agree to the terms? ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 3.2 What discount will the Bidder give for payment in 30 days? Enter the discount in the text box. If none, enter zero. ★  
Numeric Text Box
- 3.3 Terms of Pcard Acceptance - The State of Iowa prefers to pay Bidders using its Purchasing Card Program (Pcard) whenever possible. Bidders accepting Pcard payments shall comply with the Terms of Pcard Acceptance. ★  
Dropdown List (Pick One)  
Bidder agrees  
Bidder does NOT accept the Terms & Conditions (submit exceptions question)  
P-Card Acceptance - ../Attachments/QuestionAttachments/Terms of Pcard Acceptance 11.22.pdf

### Group 4: Automatic External Defibrillator and Accessories Specifications

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- 4.1 ELIGIBLE Bidder: The Bidder shall be a manufacturer authorized representative for any or all of the following: Zoll, Stryker, Phillips Healthcare or another FDA approved AED manufacturer. The Bidder shall provide a letter with their bid response from each Manufacturer stating they are an authorized reseller and provide regional service of the Manufacturer's product line. The letter shall be signed by an authorized representative of the company, dated, and identify the Bidders company as authorized to sell their product. Bidder shall be authorized to sell, repair, and provide warranty service for AED's and accessories. ★  
Yes/No
- 4.2 EXPERIENCE: Bidder shall be regularly and continuously engaged in the business of providing AED equipment and accessories for a minimum of two (2) years. ★  
Yes/No

4.3 EQUIPMENT STANDARDS: New equipment to be the latest model of standard design manufactured with all standard equipment and warranty. Bidders shall supply full description and descriptive materials on unit proposed. Equipment shall comply with current provisions of the FDA, AHA Standards for Advanced Cardiac Life Support basis life support and Pediatric Life Support. The Bidder shall provide all parts, labor, and expertise to install AED's and accessories. Bidder shall provide items that meet all local, State and Federal safety requirements and statues for this equipment. ★

Yes/No

4.4 WARRANTY: All warranties from equipment manufacturers shall be passed on to the State. Bidder shall be held responsible for any repairs due to defects in materials and workmanship for period of one (1) year from the acceptance of the equipment by the State. Bidder shall provide their warranty policy on all parts and components for the AED equipment and accessories and on all labor costs for repair or replacement of any equipment component that is no longer covered by warranty. Bidder must provide Manufacturer Warranty with Bid Response. ★

Yes/No

### Group 5: Pricing

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5.1 The State is requesting a percentage discount by catalog for the full line of the Bidder catalog with unit pricing, discount percentage offered from MSRP. Bidder must provide electronic copy of the most current effective, nationally published MSRP Equipment and Parts price list in electronic form or with a link to a current website with the completed Bid Document. Bidder may comply with the requirement for an electronic version by providing temporary access to a searchable electronic version of their catalog and price list. After Contract award, Bidder must distribute updated MRSP lists in a timely manner as they become effective. ★

Yes/No

5.2 Additional Discounts - Bidder may include additional volume, cumulative and other price discount terms that may be defined by the Bidder. Indicate where any additional or separate discounts are available, based on large quantity purchases in Bid response. Additional discounts are not mandatory. ★

Yes/No

5.3 All discounts offered must remain firm or higher during the term of the contract. The percentage discount must not decrease for all updates or revisions of Bidder's price schedule during the life of the resulting Contract and any subsequent contract renewals; however, Bidder may increase the discount at any time. New supplies added to the catalog(s) or replacement supplies are to be discounted at the same (or greater) rate as similar supplies or replaced supplies. ★

Yes/No

5.4 Failure by a Bidder to indicate a discount percentage for an item in the Bidder's catalog or price list may be cause for rejection of the Bid response or may be cause for the State to evaluate the item at the current catalog list price. ★

Yes/No

5.5 PRICING: Bidder shall fill out the attached product and service price worksheet including the percentage off price per manufacture and market basket items and services listed with their bid response. Bidder shall provide a specific percentage discount from a "Catalog or List Price" for the categories listed in Jaggaer and Iowa Management of Procurement And Contracts System (IMPACS). ★

Yes/No

5.6 Bidder must provide requesting Agencies quotes for catalog products per discount percentage. Bidder quotes must include the list price and discounted price on the quote. Bidder must provide quote to requesting Agencies within twenty four (24) business hours of receipt. ★

Yes/No

### Group 6: Ordering, Delivery and Acceptance

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6.1 Bidder must have no minimum order quantity requirement. ★

Yes/No

- 6.2 Orders must be accepted via email, online or fax. Bidders may enter the link to an online site for ordering with the State P-card. All Internet-based ordering mechanisms provided shall be free of charge and must comply with the state's P-card protocol. ★  
Yes/No
- 6.3 Bidder must designate a Contract manager, customer service representatives, and local sales representatives capable of adequately serving all Agencies under the resulting contract. Bidder customer service must respond to all inquiries from the Agency within forty-eight (48) hours of receipt of inquiry. Customer service representatives must have access to account information and be able to respond to inquiries concerning the status of Orders (shipped or pending), delivery, back-orders, pricing, ★  
Yes/No
- 6.4 The Bidder shall provide delivery, installation and service to all counties in the State of Iowa. ★  
Yes/No
- 6.5 No product substitutions or order cancellations are allowed without prior written approval from the Agency ★  
Yes/No
- 6.6 Bidder must notify the Agency within twenty four (24) hours by email or fax when an item or order is on backorder or out of stock once the Bidder is aware of the backorder. This fax or email service must be available from all Bidders who accept orders. ★  
Yes/No
- 6.7 Bidder must label shipped package with the ship-to address, contact person. The package must include a packing slip with the purchase order number, ship to information, product description, item number and quantity. The packing slip may also include the invoiced price. ★  
Yes/No
- 6.8 Bidder must have the ability to resolve any questions or problems and correct any and all order errors within thirty (30) days of receipt of order to Agency. The State of Iowa must not be assessed restocking charges or any other form or return charges. ★  
Yes/No
- 6.9 The Bidder must fax or email an order confirmation to the Agency when an order has been placed within twenty four (24) hours after the order. This fax/email service must be available from all Bidders who accept purchase orders via phone, fax or email at no additional charge to the Agency. ★  
Yes/No
- 6.10 The State reserves the right to inspect the delivered and or installed AED equipment and accessories. Bidder shall not submit an invoice until the equipment is inspected and accepted by the purchasing entity. ★  
Yes/No
- 6.11 The State of Iowa will not buyout any Bidder's stock or inventory at the end of the resulting contract. ★  
Yes/No

### **Group 7: Service and Support**

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- 7.1 EQUIPMENT TRAINING: If requested by a state agency, the Bidder shall provide training to the end-users and agency staff on how to operate and service the AED equipment and accessories delivered and or installed by the Bidder. This training may be onsite or online at no charge to the agency. On site service and education on all equipment shall be provided on mutually agreeable schedule. ★  
Yes/No
- 7.2 Bidder must provide a service and maintenance technical contact capable of adequately serving the Agency under the resulting contract. ★  
Yes/No

- 7.3 TECHNICAL SUPPORT SERVICES: The Bidder shall be required to provide additional customer service and technical support to Agency while AED equipment and accessories for up to three years after receipt of delivery. Bidder must provide technical support to Agency staff by phone or onsite if necessary. ★  
Yes/No
- 7.4 AED and Accessories DOCUMENTATION: Bidder shall provide the following documentation upon completion delivery or installation: all product documentation, operator and service manuals, and specifications shall be provided at no additional cost and applicable warranty period. The agency shall contact the Bidder shall contact the state immediately if any operator and service manuals or other documentation is missing at the time of delivery. ★  
Yes/No
- 7.5 SERVICE & MAINTENANCE: Bidder shall be responsible for all manufacture recommended checks and maintenance of equipment, including but not limited to; cleaning, preventative maintenance, simulation of all equipment, minor and major repair to equipment, supply replacement equipment while equipment is in repair. ★  
Yes/No
- 7.6 INSTALLATION: Bidder shall be responsible for providing installation at no extra charge for all equipment that requires it. ★  
Yes/No
- 7.7 SOFTWARE UPDATES: Bidder shall provide all software equipment updates for equipment to Bidder at no extra charge. ★  
Yes/No
- 7.8 EXTENDED WARRANTY: Bidder shall offer extended warranty for equipment. Bidder shall indicate pricing in Bid Response. ★  
Yes/No
- 7.9 BATTERY REPLACEMENT PLANS: Bidder shall indicate if equipment offered has battery replacement plans and their frequency and cost in Bid Response. ★  
Yes/No







## Price Components

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Name	Applicable To	Adjustment Type	Restricted to Item Groups
Percentage Off	Product Line Item	Fee (%)	

# Vendors

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## Blue Ridge Safety & Health

Progress Invitation Unaccepted

[mhuddleston@brsafety.com](mailto:mhuddleston@brsafety.com)

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## YOUR SAFETY COMPANY

Progress Invitation Unaccepted

[sales@yoursafetyco.com](mailto:sales@yoursafetyco.com)

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## VITALITY MEDICAL INC (VITALITY MEDICAL INC)

Progress Event Not Viewed

Wiley Dangerfield

[quotes@vitalitymedical.com](mailto:quotes@vitalitymedical.com)

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## Allied 100 (AEDSuperstore)

Progress Event Not Viewed

[orders@aeds.com](mailto:orders@aeds.com)

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## Wilburn Medical Inc (Wilburn Medical USA)

Progress Event Not Viewed

Emily Wilburn Andrews

[bids@wilburnmedical.com](mailto:bids@wilburnmedical.com)

---

## Southern Police Equipment (Southern Police Equipment)

Progress Event Not Viewed

[autumn@southernpoliceequipment.com](mailto:autumn@southernpoliceequipment.com)

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## Team Life, Inc.

Progress Intend To Bid

James Schatzle

[jim@teamlife.com](mailto:jim@teamlife.com)

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## Fastenal Company (Fastenal Company)

Progress Event Not Viewed

Robert Roark

[roroark@fastenal.com](mailto:roroark@fastenal.com)

---

## American First Response

Progress Invitation Unaccepted

[Diana@afrteam.com](mailto:Diana@afrteam.com)

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## DiPietro & Associates, Inc.

Progress Event Not Viewed

David DiPietro

[David@DiPietroAssociates.com](mailto:David@DiPietroAssociates.com)

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**Medicaleshop Inc. (Dealer)**

Progress Event Not Viewed

Abbas Ajmeri

[bids@medicalesho.com](mailto:bids@medicalesho.com)

---

**LifeMed Safety, Inc. (LIFEMED SAFETY, INC.)**

Progress Event Not Viewed

[jon@lifemedssafety.com](mailto:jon@lifemedssafety.com)

---

**AED BRANDS LLC**

Progress Event Not Viewed

Rochella Steketee

[rsteketee@aedbrands.com](mailto:rsteketee@aedbrands.com)

---

**Second Chance Cardiac Solutions**

Progress Invitation Unaccepted

Bryan Heriaud

[bryan@scccsolutions.net](mailto:bryan@scccsolutions.net)

---

**AED AUTHORITY (AED Authority)**

Progress Event Not Viewed

Ashton Narva

[ashton.narva@aedauthority.com](mailto:ashton.narva@aedauthority.com)

Rocky Vest

[Rocky.Vest@aedauthority.com](mailto:Rocky.Vest@aedauthority.com)

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**ALTRA MEDICAL CORPORATION (Altra Medical)**

Progress Event Not Viewed

Leslie Roberts

[Loroberts@altramedical.com](mailto:Loroberts@altramedical.com)

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**Rescue One**

Progress Event Not Viewed

[jgruber@rescue-one.com](mailto:jgruber@rescue-one.com)

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**INCREDIBLE SUPPLY, LLC. (Incredible Supply and Logistics (ISL) LLC)**

Progress Event Not Viewed

Ryan Oaks

[roakes@incrediblesupply.com](mailto:roakes@incrediblesupply.com)

---

**Life Assist**

Progress Event Not Viewed

Christine Waugh

[christine@life-assist.com](mailto:christine@life-assist.com)

---

**General Medical Devices, Inc (AED Professionals)**

Progress Event Not Viewed

Julie Dini

[julie@aeprofessionals.com](mailto:julie@aeprofessionals.com)

Garrett White

[garrett@aedprofessionals.com](mailto:garrett@aedprofessionals.com)

---

**Lovell Government Services**

Progress Event Not Viewed

Jason Pay

[contact@lovellgov.com](mailto:contact@lovellgov.com)

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### Heartsmart.com (Global Med Industries, LLC)

Progress Event Not Viewed

Amanda Marshall Marshall

[amanda.marshall@heartsmart.com](mailto:amanda.marshall@heartsmart.com)

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### 360 Health Services, LLC.

Progress Event Not Viewed

Accounting Department

[accounting@360healthsvc.com](mailto:accounting@360healthsvc.com)

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### Coro Medical LLC (Coro Medical LLC)

Progress Event Not Viewed

[Blaire@coromed.us](mailto:Blaire@coromed.us)

[tommy@coromed.us](mailto:tommy@coromed.us)

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### AMERICAN RED CROSS (American Red Cross)

Progress Event Not Viewed

Barbara Schroeder

[barbara.schroeder@redcross.org](mailto:barbara.schroeder@redcross.org)

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### School Health Corporation (Enablemart)

Progress Event Not Viewed

John Rooney

[customerservice@schoolhealth.com](mailto:customerservice@schoolhealth.com)

---

### Coro Medical

Progress Event Not Viewed

Sales Sales

[support@coromed.us](mailto:support@coromed.us)

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### Emergency Skills, Inc.

Progress Event Not Viewed

Sarah Gillen

[sarahg@emergencyskills.com](mailto:sarahg@emergencyskills.com)

---

### AED One-Stop Shop

Progress Event Not Viewed

Laurence Saban

[Saban@AEDOneStopShop.com](mailto:Saban@AEDOneStopShop.com)

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### CPR1 LLC (AED Total Solution)

Progress Event Not Viewed

[info@cpr1.com](mailto:info@cpr1.com)

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### AED Institute

Progress Invitation Unaccepted

[orders@aedinstitute.com](mailto:orders@aedinstitute.com)

---

**Seale, Jon**

Progress                      Event Not Viewed

[Jseale@cardiac-Solutions.net](mailto:Jseale@cardiac-Solutions.net)

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**Bound Tree Medical, LLC**

Progress                      Intention Not Declared

Christopher Fyffe

[submitbids@boundtree.com](mailto:submitbids@boundtree.com)

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**Kmoriservices LLC (HealthSciTech Strategies)**

Progress                      Event Not Viewed

Noella Masengesho

[kmorix@kmoriservices.com](mailto:kmorix@kmoriservices.com)

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**Ray O'Herron Company Inc.**

Progress                      Intention Not Declared

Justin Fredericks

[bids@oherron.com](mailto:bids@oherron.com)

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**Sharpe Safety Solutions**

Progress                      Invitation Unaccepted

[info@sharpesafety.com](mailto:info@sharpesafety.com)

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**Shock, Inc CPR Consultants, Inc.**

Progress                      Invitation Unaccepted

[russ@shockaed.com](mailto:russ@shockaed.com)

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**W.W. Grainger, Inc. (Grainger)**

Progress                      Event Not Viewed

Nick Jones

[nick.jones@grainger.com](mailto:nick.jones@grainger.com)

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**Safeware, Inc.**

Progress                      Event Not Viewed

Michelle Phelps

[mphelps@safewareinc.com](mailto:mphelps@safewareinc.com)

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**AED Everywhere, Inc. (AED Everywhere, Inc.)**

Progress                      Event Not Viewed

David Robertson

[aed@aedeverywhere.com](mailto:aed@aedeverywhere.com)

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**AED Brands**

Progress                      Event Not Viewed

[sales@aedbrands.com](mailto:sales@aedbrands.com)

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**CFS Medical Supplies and Equipment, Inc (CFS Medical Supplies and Equipment Inc.)**

Progress      Event Not Viewed

Info Sales

[info@cfmedical.com](mailto:info@cfmedical.com)

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**ADVANCED FIRST AID SERVICE LLC (advanced first aid)**

Progress      Event Not Viewed

Paul Mendoza

[paul@afaaed.com](mailto:paul@afaaed.com)

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**Aramark (Aramark Uniform & Career Apparel, LLC)**

Progress      Event Not Viewed

Brent Burst

[Brust-Brent@aramark.com](mailto:Brust-Brent@aramark.com)

Brent Burst

[Brust-Brent@aramark.com](mailto:Brust-Brent@aramark.com)

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**One Beat CPR Learning Center LLC**

Progress      Event Not Viewed

Jeff Petak

[contactus@onebeatmedical.com](mailto:contactus@onebeatmedical.com)

Lon Rosen

[lon@onebeatcpr.com](mailto:lon@onebeatcpr.com)

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**GoRescue Brands, Inc. (STOP HEART ATTACK/TRIO SAFETY)**

Progress      Event Not Viewed

Sales Info

[info@gorescue.com](mailto:info@gorescue.com)

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**MEDWHEELS INC (Medwheels, Inc.)**

Progress      Event Not Viewed

Jane Gonzalez

[jgonzalez@medwheels.com](mailto:jgonzalez@medwheels.com)

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**CINTAS CORPORATION (Cintas)**

Progress      Event Not Viewed

Eric Johnson

[johnsone@cintas.com](mailto:johnsone@cintas.com)

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**Active Threat Solutions**

Progress      Invitation Unaccepted

[info@active-threat-solutions.com](mailto:info@active-threat-solutions.com)

---

**Mediu, LLC**

Progress      Event Not Viewed

Saad Siddiqui

[info@mediu.us](mailto:info@mediu.us)

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**SOS TECHNOLOGIES**

Progress      Event Not Viewed

[dlipman@sos4safety.com](mailto:dlipman@sos4safety.com)

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### **Advanced Emergency Products**

Progress      Invitation Unaccepted

[alavoie@aepnewengland.com](mailto:alavoie@aepnewengland.com)

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### **Cardiac Life Products, Inc (Cardiac Life Products)**

Progress      Event Not Viewed

[Sales@cardiaclife.net](mailto:Sales@cardiaclife.net)

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### **AEDSUPERSTORE (AED Superstore)**

Progress      Event Not Viewed

Tony Hagene

[tony.hagene@cardiopartners.com](mailto:tony.hagene@cardiopartners.com)

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### **ALLIED 100 LLC (ALLIED MEDICAL PRODUCTS AED SUPERSTORE)**

Progress      Event Not Viewed

Micah Bonberg

[michah@aeds.com](mailto:michah@aeds.com)

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### **ENERSPECT MEDICAL SOLUTIONS, LLC (Enerspect Medical Solutions)**

Progress      Event Not Viewed

Angela Shelton

[angela.shelton@enerspect.com](mailto:angela.shelton@enerspect.com)

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### **Advantage Emergency Devices, Inc**

Progress      Invitation Unaccepted

[Pat@AdvantageAED.com](mailto:Pat@AdvantageAED.com)

---

### **Wisecom Technology**

Progress      Event Not Viewed

Harry Martin

[harry@wisecomtech.com](mailto:harry@wisecomtech.com)

---

### **Moore Medical LLC**

Progress      Event Not Viewed

Diane Sales

[diane@emsny.net](mailto:diane@emsny.net)

---

### **Marely AEDs and First Aid**

Progress      Invitation Unaccepted

[chipgeorges@marelly.com](mailto:chipgeorges@marelly.com)

---

### **Southeastern Emergency Equipment**

Progress      Invitation Unaccepted

Carla Baker

[carla@seequip.com](mailto:carla@seequip.com)

---

**Foremost Medical Equipment LLC (Foremost Medical Equipment, LLC)**

Progress                      Event Not Viewed

Lawrence Franchetti

[lfranchetti@cignet.net](mailto:lfranchetti@cignet.net)

---

**Bunker Gear Specialists**

Progress                      Invitation Unaccepted

[info@bgsllc.com](mailto:info@bgsllc.com)

---

**Sterlington Medical Inc.**

Progress                      Invitation Unaccepted

Dereck Dietrich

[dereck.dietrich@sterlongtonmedical.com](mailto:dereck.dietrich@sterlongtonmedical.com)

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**MSC Industrial Supply**

Progress                      Event Not Viewed

Ingrid Dykes

[dykesi@mscdirect.com](mailto:dykesi@mscdirect.com)

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**Grogan's Inc dba Federated Healthcare Supply (Federated Healthcare Supply)**

Progress                      Event Not Viewed

Rob Callaham

[rob.callaham@axpm.com](mailto:rob.callaham@axpm.com)

---

**Cardio Partners Inc**

Progress                      Event Not Viewed

Brian Leonard

[Brian.leonard@cardiopartners.com](mailto:Brian.leonard@cardiopartners.com)

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**G.E. Pickering, Inc.**

Progress                      Invitation Unaccepted

Wendy Martin

[wndy@gepickering.com](mailto:wndy@gepickering.com)

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**Fisher HealthCare (004321519)**

Progress                      Event Not Viewed

Will Moore

[will.moore@thermofisher.com](mailto:will.moore@thermofisher.com)

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**R&M Assicuates LLC dba PROACTIVE SAFETY**

Progress                      Invitation Unaccepted

[Jason@DoYouKnowCPR.com](mailto:Jason@DoYouKnowCPR.com)

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**Sun Surgical Supply**

Progress                      Invitation Unaccepted

[djohnson@sunsurgical.com](mailto:djohnson@sunsurgical.com)

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**RETRAC, INC. DBA THINK SAFE, INC.**

Progress

Event Not Viewed

Paula Wickham

[PWickham@think-safe.com](mailto:PWickham@think-safe.com)

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