



PORTFOLIO TITLE: [Automatic External Defibrillator \(AED\) & Accessories \(2017 - 2022\)](#)
LEAD STATE: Oklahoma

<p><u>OVERVIEW:</u></p> <p>The Master Agreements in this portfolio offer fixed rate pricing for Automatic External Defibrillator (AED) Units, Advanced Life Support (ALS) defibrillators, and associated accessories.</p>	<p><u>INITIAL TERM:</u> October 4, 2017 to October 4, 2021</p> <p><u>RENEWALS:</u> Four 1-year renewals after the initial one-year term.</p> <p><u>TOTAL TERM POSSIBLE:</u> 5 Years</p>
<p><u>PRODUCT CATEGORIES:</u></p> <p>All defibrillators and accessories must be FDA-approved.</p> <p>Category 1: Public Access and Infrequent User AEDs</p> <p>Category 2: First Responder AEDs</p> <p>Category 3: Professional Defibrillators (Advanced Life Support or “ALS”)</p> <p>Accessories: Fixed rate pricing on commonly used accessories such as:</p> <ul style="list-style-type: none"> • Batteries • Adult Pads and Pediatric Pads (electrodes) • Carrying Cases • Wall Mount Kits and First Response Kits 	
<p><u>SUPPLIERS AVAILABLE:</u></p> <ul style="list-style-type: none"> ✓ Phillips Healthcare ✓ Stryker Medical ✓ Zoll Medical Corporation 	<p><u>KEY BENEFITS:</u></p> <p>The following key benefits were derived from the re-procurement of this portfolio:</p> <ol style="list-style-type: none"> 1. Exceptional warranty support. 2. Increased savings; prices lower than previous contract. 3. New products; accessories and professional defibrillators now available. 4. New services; service plans and training options now available.
<p><u>PRICING:</u></p> <p>The Master Agreements offer fixed rate line-item pricing on devices and a percentage discount off supplier’s retail price catalog. See the supplier’s current pricing on their NASPO ValuePoint website supplier page.</p>	



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<p><u>PROCUREMENT BACKGROUND:</u> In 2016, the Sourcing Team requested re-procurement of the expiring Automatic External Defibrillator’s portfolio. The NASPO ValuePoint Management Board approved conducting a re-solicitation and the Sourcing Team completed the RFP process in the winter of 2016. In February 2017, the Sourcing Team sought and was granted approval of the award by the NASPO ValuePoint Management Board.</p>	
<p><u>STATES ON SOURCING TEAM:</u></p> <ul style="list-style-type: none">  Oklahoma (Lead)  Connecticut  Idaho  Montana  North Carolina  Washington 	<p><u>SOLICITATION INFORMATION:</u></p> <p>Type: Request for Proposal (RFP)</p> <p>Solicitation Number: RFP SW17300</p> <p>Date Released: November 29, 2016</p> <p>Date Closed: January 10, 2017</p> <p>Pre-proposal Conference: December 9, 2016</p>
<p><u>PUBLIC POSTING OF SOLICITATION:</u></p> <p>Solicitation was Publicly Advertised from November 29, 2016 to January 10, 2017.</p> <ul style="list-style-type: none"> • Website Posted On: OMES/Central Purchasing website • Posting Link: Oklahoma RFP SW17300 • Number of Days Solicitation was Publicly Posted: 42 • Number of Amendments Posted: 2 	<p><u>PUBLIC OPENING</u></p> <p>Sealed responses were publicly opened on January 10, 2017, in Oklahoma City, Oklahoma.</p> 
<p><u>VENDOR RESPONSES:</u></p> <ul style="list-style-type: none"> • Number of Vendor Responses Received: 5 • Number of Non-Responsive Vendor Responses: 0 • Number of Vendor Responses Evaluated: 5 	<p><u>EVALUATIONS:</u></p> <p>Responses were evaluated by the members of the Sourcing Team during the week of February 7-9, 2017 in Oklahoma City, Oklahoma.</p>
<p><u>EVALUATION CRITERIA:</u> Responses were evaluated based on the following Evaluation Criteria:</p> <ol style="list-style-type: none"> 1. History and Background of Company 2. Technical Proposal (30%) 3. Pricing (30%) 4. Usage Fee and Reporting Plan (15%) 5. Distributor Network (15%) 	

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SCORING:

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Oklahoma as identified on this portfolio’s NASPO ValuePoint website.

AWARD:

The RFP allowed for multiple vendor awards based on each vendor’s success in earning more than 50 of the total 100 maximum points possible, per category, during the scoring process. Four of the five vendors evaluated scored over 50 points making them eligible for award in each category.

PUBLIC POSTING OF AWARD:

Award Posting Start: February 5, 2017
 Award Posting End: February 5, 2018
 Posting Link: [Oklahoma RFP Award](#)
 Total Days Posted: 365
 Vendors Awarded: 4
 Protests Received: 0

AWARDED VENDORS:

- Cardiac-Science *(Acquired by Zoll Medical in 2020)*
- Phillips Healthcare
- Physio-Control Inc. *(Acquired by Stryker Medical in 2019)*
- Zoll Medical Corporation



NOT AWARDED VENDORS:

- Northstar *(Disqualified during initial phase of evaluation)*

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