

RESOLUTION NO. 24-23

A RESOLUTION OF THE CITY OF PANAMA CITY BEACH, FLORIDA, APPROVING THE PURCHASE OF FORTY-ONE HEARTSINE AUTOMATIC EXTERNAL DEFIBRILLATORS FOR THE POLICE DEPARTMENT FROM CARDIAC SOLUTIONS, LLC IN THE TOTAL AMOUNT OF \$57,404.92; AND AGREEING TO BE BOUND BY THE TERMS AND CONDITIONS OF THE EAGLE COUNTY HEALTH SERVICE DISTRICT CONTRACT GOVERNING THAT PURCHASE.

BE IT RESOLVED by the City Council of the City of Panama City Beach that:

1. The appropriate officers of the City are authorized to execute and deliver on behalf of the City that certain Agreement between the City and Cardiac Solutions, LLC, as an authorized distributor for Stryker Sales, LLC, for the purchase of 41 Heartsine 360P automatic external defibrillators for the Police Department in the total amount Fifty-Seven Thousand Four Hundred Four Dollars and Ninety-Two Cents (\$57,404.92) in substantially the form **attached** as Exhibit A and presented to the Council today, with such changes, insertions or omissions as may be approved by the City Manager.
2. By accepting the proposal referenced above, the City agrees to be bound to the same terms and conditions as were obtained by Eagle County Health Service District through an advertised, competitive bidding process, SAVVIK Contract No. 2021-06, as subsequently amended, in the form **attached** as Exhibit B.

THIS RESOLUTION shall be effective immediately upon passage.

PASSED, APPROVED AND ADOPTED in special session this 14th day of November, 2023.

CITY OF PANAMA CITY BEACH

By: _____


Mark Sheldon, Mayor

ATTEST:



Lynne Fasone, City Clerk

INVOICE



Customer: City of Panama City Beach	Date 1-Nov-23
Attention Tom Henderson PCB PD	PO#
Phone: 850.381.0385	Invoice# EH110123-2
Address: 17115 Panama City Beach Parkway	
Address:	
City: PCB	
State & Zip FL 32413	
Terms: NET 30 Days	
CS REP: Jon Seale	

Description	Quantity	Amount
Heartsine 360P AED	41	\$ 57,404.92
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<i>Shipping</i>		\$0.00
<i>Tax</i>		EXEMPT
	TOTAL	\$57,404.92

REMIT TO: Cardiac Solutions 2013 Springhill Ct., Birmingham, AL 35242

Sincerely yours,

Jon M Seale
 Cardiac Solutions
 Chief Executive Officer
 Cell: 205.601.9800
 Toll Free: 1.888.223.2939
 Email: jseale@cardiac-solutions.net

visit us at: www.cardiac-solutions.net



November 1, 2023

RE: Stryker SAVVIK Authorized Distributor Notice

To whom it may concern,

This letter serves as authorization for Cardiac Solutions, LLC to transact utilizing the Stryker SAVVIK 2021-06 contract. Cardiac Solutions, LLC is an authorized Stryker distributor with Platinum Level Status. This authorization is specific to the customer Panama City Beach.

SAVVIK Fees for purchases issued to Cardiac Solutions, LLC utilizing SAVVIK contract 2021-06 should not be remitted to Stryker and should instead be issued to:

Cardiac Solutions, LLC
2013 Springhill Court
Birmingham, AL 35242
Attn: Jon Seale
jseale@cardiac-solutions.net
(205) 601-9800

For questions relating to this authorization, please contact Jack Mauel at john.mauel@stryker.com or Chris Kupfer at chris.kupfer@stryker.com.

For questions relating to fee payments under this agreement, please contact Jon Seale at jseale@cardiac-solutions.net.

Jack Mauel
Enterprise and Distribution Sales Manager
Stryker
Emergency Care, Public Access
P: 713 865 0256
john.mauel@stryker.com
www.strykeremergencycare.com



AGREEMENT

This Agreement is effective November 8, 2021, by and between Eagle County Health Service District, dba Eagle County Paramedic Services (the “Principal Procurement Agency”), Public Safety Association Inc (the “Company”) and Stryker Sales, LLC, (the “Supplier”).

RECITALS

- A. The Company, on behalf of the Principal Procurement Agency, issued a Request for Bid for Medical Equipment, RFB #2021-06 (“RFB”), soliciting bids for the supply and support of Medical Equipment.
- B. Supplier duly submitted proposal in response to the RFB (“RFB Response”), which outlines Supplier’s agreement to or exceptions with the RFB.
- C. The Principal Procurement Agency, Company and Supplier have negotiated certain amendments or exceptions to the RFB and RFB Response, and desire to enter into this Agreement with the intent of memorializing the final terms of the parties’ agreement.

AGREEMENT

In consideration of the provisions, representations, warranties, covenants and agreements contained in this Agreement, the parties agree to the terms set forth in this Agreement.

1. Agreement: The parties agree that this Agreement, together with the RFB, the Notice to Bidders dated and published on August 19, 2021 and August 26, 2021, the RFB Response, together with all documents specifically referred to therein, as gathered and compiled in that certain binder entitled “Eagle County Paramedic Services, Public Safety Association Inc and Stryker Sales, LLC” attached hereto (together, all such documents shall be referred to herein as the “**Contract Documents**”), shall constitute the binding agreement between the Principal Procurement Agency, Company and Supplier for Supplier’s provision of products and services to the Company pursuant to the terms therein.
2. Entire Agreement: The parties agree that this Agreement, together with the Contract Documents, represent the only agreement among the parties concerning the subject matter thereof and supersedes all prior agreements, whether written or oral, relating thereto.
3. Modifications: No purported amendment, modification or waiver of any provision in the Agreement and the Contract Documents shall be binding unless set forth in a written document signed by all parties (in case of amendment and modifications) or by the party charged thereby (in the case of waivers). Any waiver shall be limited to the provision hereof and the circumstance or event specifically made subject hereto and shall not be deemed a waiver of any other term hereof or of the same circumstance or event upon any recurrence thereof.
4. Term of Agreement: This agreement is set to expire November 8, 2024.

IN WITNESS WHEREOF, the parties have caused the Agreement to be executed on November 8, 2021.

Eagle County Health Service District
dba, Eagle County Paramedic Services
(the "Principal Procurement Agency")

By: 

Printed Name: Steve Vardaman
Its: Operations Manager

Public Safety Association Inc
(the "Company")

By: 

Printed: Dane Meyer
Its: President

Stryker Sales, LLC
(the "Supplier")

By:  _____

Printed Name: Jennifer N. Collins

Its: Manager, Strategic Pricing & Contracts

11171-000019	Disposables (ProCare)	Masimo SET LNCS Pediatric Reusable Sensor	\$	404.00	\$	343.40	15%
11171-000046	Disposables (ProCare)	M-LNCS DCI, Adult Reusable Sensor, 1/box	\$	404.00	\$	343.40	15%
11171-000047	Disposables (ProCare)	M-LNCS DC/P, Pediatric Reusable Sensor, 1/box	\$	404.00	\$	343.40	15%
11171-000038	Disposables (ProCare)	M-LNCS Adtz, Adult Adhesive Sensor, 18-inch, 20/box	\$	451.00	\$	383.35	15%
11171-000019	Disposables (ProCare)	Masimo SET LNCS Adult Disposable Sensors (box of 20)	\$	438.00	\$	369.75	15%
11896-000324	Disposables (ProCare)	Masimo SET Red LNCS Patient Cable - 10 foot	\$	337.00	\$	286.45	15%
11896-000331	Disposables (ProCare)	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 foot	\$	829.00	\$	449.65	15%
11896-000333	Disposables (ProCare)	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 foot	\$	829.00	\$	449.65	15%
11171-000354	Disposables (ProCare)	Reusable Light Shield, 5 /box	\$	90.00	\$	74.22	18%
11171-000028	Disposables (ProCare)	Masimo SET LNCS Neonatal L Disposable Sensor (box of 20)	\$	610.00	\$	518.50	15%
11171-000031	Disposables (ProCare)	Masimo SET LNCS Infant Disposable Sensor (box of 20)	\$	610.00	\$	518.50	15%
11171-000043	Disposables (ProCare)	M-LNCS NeoPt, Neonatal Preterm Adhesive Sensor, 18-inch, 20/box	\$	649.00	\$	551.65	15%
11171-000082	Disposables (ProCare)	Masimo RC Patient Cable - EMS 4 ft	\$	336.00	\$	268.80	20%
360-STR-US-10	HeartSine 300 Series	HeartSine SAM 360P AED, Fully-automatic	\$	2,414.00	\$	1,400.12	42%
350-STR-US-AV	HeartSine 300 Series	HeartSine SAM 350P AED Aviation	\$	2,428.00	\$	1,408.24	42%
350-STR-US-10	HeartSine 300 Series	HeartSine SAM 350P AED	\$	2,233.00	\$	1,272.81	43%
360-STR-US-AV	HeartSine 300 Series	HeartSine SAM 360P AED Aviation, Fully-Automatic	\$	2,568.00	\$	1,489.44	42%
450-STR-US-10	HeartSine 400/500	HeartSine SAM 450P AED	\$	2,502.00	\$	1,551.24	38%
450-STR-US-AV	HeartSine 400/500	HeartSine SAM 450P AED Aviation	\$	2,683.00	\$	1,804.93	29%
PAD-PAK-07	HeartSine A&D	Aviation Pad-Pak for HeartSine AEDs	\$	247.00	\$	197.60	20%
PAD-PAK-02	HeartSine A&D	US Pediatric-Pak for HeartSine AEDs	\$	270.00	\$	216.00	20%
PAD-PAK-01	HeartSine A&D	US Adult Pad-Pak for HeartSine AEDs	\$	228.00	\$	182.40	20%
PAD-ACC-02	HeartSine A&D	USB Data Download Cable - HeartSine	\$	49.00	\$	38.71	21%
PAD-CAB-04	HeartSine A&D	HeartSine Wall Cabinet with Alarm	\$	200.00	\$	160.00	20%
PAD-CAB-02	HeartSine A&D	Wall Bracket for HeartSine AED	\$	109.00	\$	87.20	20%
TRN-ACC-02	HeartSine A&D	HeartSine AED Trainer Electrodes - 10	\$	59.00	\$	35.59	39%
PAD-BAG-01	HeartSine A&D	Carry Case for HeartSine AED	\$	72.00	\$	56.58	21%
PAD-BAG-02	HeartSine A&D	Backpack for HeartSine AED	\$	189.00	\$	153.09	19%
TRN-ACC-14	HeartSine A&D	HeartSine Trainer battery charger	\$	44.00	\$	35.20	20%
TRN-PAK-04	HeartSine A&D	Pad-Pak Electrode Cartridge for Trainer	\$	89.00	\$	55.20	20%
TRN-ACC-03	HeartSine A&D	HeartSine AED Trainer Electrodes - 25	\$	136.00	\$	82.96	39%
TRN-ACC-16	HeartSine A&D	SAM 360P AED Trainer Remote Control	\$	213.00	\$	170.40	20%
TRN-ACC-18	HeartSine A&D	SAM 360P AED Trainer Remote Control	\$	213.00	\$	170.40	20%
TRN-ACC-19	HeartSine A&D	SAM 450P AED Trainer Remote Control	\$	213.00	\$	170.40	20%
TRN-350-US	HeartSine A&D	HeartSine SAM 350P AED Trainer	\$	589.00	\$	474.14	20%
TRN-360-US	HeartSine A&D	HeartSine SAM 360P AED Trainer	\$	589.00	\$	475.26	19%
TRN-450-US	HeartSine A&D	HeartSine SAM 450P AED Trainer	\$	589.00	\$	485.78	18%
21340-000706	Lifenet	LIFENET PC Gateway	\$	618.00	\$	519.12	16%
99425-000023	LP1000	LIFEPAK 1000 Graphical Display Standard Setup w/carry case, battery & electrodes	\$	3,993.00	\$	2,622.89	27%
99425-000025	LP1000	LIFEPAK 1000 ECG Display, Standard Setup w/carry case, battery & electrodes	\$	4,426.00	\$	3,451.50	22%
81700-000005	LP15	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, EtCO2, BT)	\$	29,054.00	\$	24,114.82	17%
81700-000004	LP15	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT)	\$	45,833.00	\$	38,043.05	17%
81700-000002	LP15	Bundle: LIFEPAK 15 w/ ACPA (Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT, Temp)	\$	47,461.00	\$	39,392.63	17%
81700-000001	LP15	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 IP Channels)	\$	52,606.00	\$	43,682.98	17%
99577-001960	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$	41,507.00	\$	34,450.81	17%
99577-001935	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead, EtCO2	\$	43,329.00	\$	35,963.07	17%
99577-001957	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$	43,329.00	\$	35,963.07	17%
99577-001934	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead, EtCO2	\$	39,038.00	\$	32,399.05	17%
99577-001955	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$	39,038.00	\$	32,399.05	17%
99577-001948	LP15	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, Bluetooth	\$	24,480.00	\$	20,301.60	17%
99577-001959	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$	32,789.00	\$	27,214.67	17%
99577-001951	LP15	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, Bluetooth	\$	30,577.00	\$	25,378.91	17%
99577-001956	LP15	LIFEPAK 15 Trending, SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$	40,663.00	\$	33,750.29	17%
99577-001938	LP15	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Temperature	\$	44,958.00	\$	37,315.14	17%
99577-001958	LP15	LIFEPAK 15 Trending, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$	44,958.00	\$	37,315.14	17%
99577-001962	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$	45,806.00	\$	38,018.98	17%
99577-001963	LP15	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$	42,292.00	\$	35,102.36	17%
99577-001372	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$	50,101.00	\$	41,583.83	17%
99577-001937	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2, 2 Invasive Pressure Channels	\$	50,101.00	\$	41,583.83	17%
99577-001948	LP15	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$	28,106.00	\$	23,327.98	17%
99577-001988	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$	47,629.00	\$	39,532.07	17%
99577-001936	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead, EtCO2	\$	47,629.00	\$	39,532.07	17%
99577-001964	LP15	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, 12-Lead ECG, EtCO2, Bluetooth	\$	39,820.00	\$	33,050.60	17%
81700-000006	LP15	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, 2 IP Channels)	\$	52,667.00	\$	43,713.61	17%
99577-001945	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, Bluetooth	\$	23,682.00	\$	19,656.06	17%
99577-001933	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead	\$	35,396.00	\$	29,378.68	17%
99577-001953	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 12-Lead ECC, Bluetooth	\$	35,396.00	\$	29,378.68	17%
99577-001368	LP15	LIFEPAK 15 Trending, 12-Lead ECG, Bluetooth	\$	29,409.00	\$	24,409.47	17%
99577-001373	LP15	LIFEPAK 15 Trending, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, Bluetooth, Temp	\$	49,258.00	\$	40,884.14	17%
99577-001947	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, 2 Invasive Pressure Channels, Bluetooth	\$	27,327.00	\$	22,681.41	17%
99577-001966	LP15	LIFEPAK 15 Trending, Nellcor and Masimo SpO2, NIBP, EtCO2, 2 Invasive Pressure Channels, Bluetooth	\$	33,054.00	\$	27,434.82	17%
99577-001943	LP15	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, 12-Lead ECG, Bluetooth	\$	36,989.00	\$	30,675.97	17%
99577-001944	LP15	LIFEPAK 15 Trending, Masimo SpO2, EtCO2, Bluetooth	\$	26,548.00	\$	22,034.84	17%
99577-001952	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP, EtCO2, Bluetooth	\$	34,098.00	\$	28,301.34	17%
99577-001941	LP15	LIFEPAK 15 Nellcor and Masimo SpO2, SpCO, NIBP	\$	20,891.00	\$	17,175.53	17%
99577-001931	LP15	LIFEPAK 15 Trending, Masimo SpO2, SpCO, NIBP	\$	27,961.00	\$	23,224.23	17%
81700-000003	LP15	Bundle: LIFEPAK 15 w/ ACPA (Trending, Masimo SpO2, NIBP, EtCO2)	\$	32,370.00	\$	26,867.10	17%
99577-001932	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2	\$	28,808.00	\$	24,738.15	17%
99577-001950	LP15	LIFEPAK 15 Trending, Masimo SpO2, NIBP, EtCO2, Bluetooth	\$	28,808.00	\$	24,738.15	17%
99577-001930	LP15	LIFEPAK 15 Standard	\$	17,701.00	\$	14,691.83	17%
99577-001939	LP15	LIFEPAK 15 Bluetooth	\$	17,701.00	\$	14,691.83	17%
81700-000007	LP15	Bundle: LIFEPAK 15 w/ ACPA (Standard)	\$	20,287.00	\$	16,821.61	17%
99512-001267	LP2R2	LP2R2 Fully-automatic, WIFI, English-Spanish, Bag	\$	3,621.00	\$	2,715.75	25%
99512-001265	LP2R2	LP2R2 Semi-automatic, WIFI, English-Spanish, Bag	\$	3,353.00	\$	2,514.75	25%
99512-001262	LP2R2	LP2R2 Semi-automatic, WIFI, English, Handle	\$	3,152.00	\$	2,364.00	25%
99512-001263	LP2R2	LP2R2 Fully-automatic, WIFI, English, Bag	\$	3,521.00	\$	2,640.75	25%
99512-001268	LP2R2	LP2R2 Fully-automatic, WIFI, English-Spanish, Handle	\$	3,521.00	\$	2,640.75	25%
99512-001261	LP2R2	LP2R2 Semi-automatic, WIFI, English, Bag	\$	3,253.00	\$	2,439.75	25%
99512-001266	LP2R2	LP2R2 Semi-automatic, WIFI, English-Spanish, Handle	\$	3,253.00	\$	2,439.75	25%
99512-001434	LP2R2	LP2R2 USB Fully-automatic, English, Handle	\$	3,213.00	\$	2,409.75	25%
99512-001264	LP2R2	LP2R2 Fully-automatic, WIFI, English, Handle	\$	3,421.00	\$	2,565.75	25%
99512-001435	LP2R2	LP2R2 USB Semi-automatic, English, Handle	\$	3,079.00	\$	2,309.25	25%
99576-000063	Lucas	LUCAS 3, 3.1, IN SHIPPING BOX, EN	\$	20,016.00	\$	17,212.90	14%
99576-000083	Lucas	LUCAS 3, 3.1, TRAINING UNIT, EN	\$	11,862.00	\$	10,201.32	14%
11576-000088	Lucas Accessories	LUCAS Slim Back Plate	\$	524.00	\$	406.67	22%
11576-000094	Lucas Accessories	LUCAS Carrying Case, Hard Shell	\$	896.00	\$	476.80	20%
11576-000064	Lucas Accessories	LUCAS PCI BACK PLATE	\$	4,687.00	\$	3,741.02	20%
11576-000060	Lucas Accessories	LUCAS 2 Stand-alone Battery Charger	\$	1,555.00	\$	1,244.00	20%
11576-000046	Lucas Accessories	LUCAS 2 Disposable Suction Cup (3 pack)	\$	185.00	\$	145.65	20%
11576-000035	Lucas Accessories	LUCAS 1 Carry Bag (Backpack)	\$	787.00	\$	631.49	20%
11576-000047	Lucas Accessories	LUCAS 2 Disposable Suction Cup (12 pack)	\$	662.00	\$	533.76	19%
21996-000044	Lucas Accessories	LUCAS Back Plate	\$	502.00	\$	408.62	19%
11896-000278	Lucas Accessories	LUCAS 1 Connector - Chemtron Air	\$	491.00	\$	397.71	19%
11896-000279	Lucas Accessories	LUCAS 1 Connector - Ohmeda Air	\$	491.00	\$	397.71	19%
11896-000280	Lucas Accessories	LUCAS 1 Connector - Puritan Bennett Air	\$	491.00	\$	397.71	19%
11896-000281	Lucas Accessories	LUCAS 1 Connector - Dias Air	\$	491.00	\$	397.71	19%
11896-000282	Lucas Accessories	LUCAS 1 Connector - Schradar Air	\$	491.00	\$	397.71	19%
11896-000283	Lucas Accessories	LUCAS 1 Connector - Oxzequip Air	\$	491.00	\$	397.71	19%
21996-000061	Lucas Accessories	LUCAS 1 Extension Hose	\$	454.00	\$	367.74	19%
11896-000285	Lucas Accessories	LUCAS 1 Regulator	\$	845.00	\$	684.45	19%
11576-000053	Lucas Accessories	Back Plate Grip Tape (3 pack)	\$	154.00	\$	124.36	19%