



Sole Source/Brand and Single Source Justification

Request Submitted By

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Date of Request:	07/31/2026

Request Details

Sole Source: Any contract entered into without a competitive solicitation process, based on a justification that only one known source exists or that only one single supplier can fulfill the requirements of the County.

Sole Brand: A purchasing situation in which only one brand of equipment/supply, etc. will meet the requirements of the County.

Single Source: Any contract entered into without a competitive solicitation process, based on a justification that two or more vendors can supply the commodity, technology, and/or perform the services required by an agency, but one vendor is selected over the others for reasons such as expertise or previous experience with similar contracts.

For Sole Source or Sole Brand, identify efforts made to locate other possible sources.

Fire Rescue is requesting to purchase Zoll X Advanced cardiac monitors/defibrillators. These devices are required by the State Office of EMS on all advance life support ambulances. These monitors were approved in FY27 CIP.

Desired Supplier Name: Zoll Medical Corporation

Desired Supplier Email: mrussell@zoll.com

Desired Supplier Phone Number: 678-542-7344

Scope of Work

Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated cost.

Zoll Medical Corp has quoted Hall County Fire Rescue four (4) Zoll X Series Advanced Monitors with spare batteries and carry bags with a cost of \$95,627.66

(4) X-Series Advanced \$22,500 ea. Total \$90,000

(4) SurePower Smart Battery \$845.42 ea. Total \$3,381.68

(3) X-Series Case, Premium \$748.66 ea. Total \$2,245.98

Justifying a Sole Source/Brand

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the County needs).

In a concerted effort to maintain continuity, the department has standardized to the Zoll X-Series cardiac monitor/defibrillator. The department currently has 28 units in service and spare. All employees are trained on this model. Due to life-safety concerns, only one type of cardiac monitor/defibrillator is utilized department wide. This assures the employee is familiar with the equipment regardless of which ambulance they may be assigned. In addition, the supplies used for this device are interchangeable with the AEDs within our department, throughout various county facilities as well as devices used in many health facilities in the community. This allows a more efficient inventory as the department does not have to stock multiple brands of supplies needed (pads, cables, sensors, etc). These monitors interface with our patient care reporting software (EPR) to import a patient's vital signs and cardiac rhythm into the patient care report.

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

Zoll cardiac monitors/defibrillators are only sold by the manufacturer. Zoll does not provide equipment through any dealer or other vendor.

Justifying a Single Source

Provide an explanation why the recommended vendor is being selected over other vendors that can provide the requested commodity, technology, and/or perform the services required.