



HALL COUNTY G E O R G I A

Sole-Source/Brand Justification

Request Submitted By

Name:	Jerry Smith
Job Title:	Asst. Chief
Department:	Fire/EMS
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Date of Request:	10/18/2021

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.

Identify efforts made to locate other possible sources.

Request the purchase of Zoll cardiac monitors/defibrillators. These devices are required by the State on all advanced life support ambulances. These devices have been approved in the FY23 CIP.

Desired Supplier Name: Zoll Medical Corporation

Desired Supplier Email: mruessell@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.

Cardiac monitors/defibrillators are devices to monitor, analyze, and treat heart rhythms in patients. These are high risk liability devices that are closely monitored by the FDA. The department has obtained a quote for four (4) devices with accessories and a trade in of four (4) older units, for a total cost of \$146,139.28

Exclusive Capability: Justifying a Sole Source/Sole 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 Zoll cardiac monitors/defibrillators. The department currently has 28 units in service and spare. All employees are trained on this unit. 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 are assigned. In addition, the supplies used for this device is interchangeable with the department's AEDs and with devices used in the community's health facilities. 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 software (Zoll) to import device records 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.

Letter from Original Equipment Manufacturer (required):

Attached

Purchasing Use Only

Buyer:

Debra HAWINGTON

Buyer E-Mail Address:

dhawington@hallcounty.org

Buyer Telephone:

770-535-8263

Contract #:

Contract Name:

If publicly solicited, number of protests:

Outcome:

Choose One

Bid # (if competitively bid):

Purchase Order #: