STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX - ROOM 102
25 CAPITOL ST
CONCORD NH 03301-6398

DATE: 6/26/2020

CONTRACT #: **8002699, 8002700 & 8002701** **NIGP CODE:** 465-1400

CONTRACT FOR: Automatic External Defibrillator (AED) (Philips, Defibtech & Zoll)

CONTRACTOR: LifeSaver, VC 166760
Rescue One, VC 266232
~~RDB Enterprises II LLC, VC 175296~~

TERM: July 1, 2020 through June 30, 2023

SUBMITTED FOR ACCEPTANCE BY:

LORETTA RAZIN, PURCHASING MANAGER
BUREAU OF PURCHASE AND PROPERTY
DATE 6/30/2020

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APPROVED FOR ACCEPTANCE BY:

GARY LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES
DATE 6/30/2020

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ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE REVISED STATUTES, ANNOTATED 21-I:14, XII.

CHARLES M. ARLINGHAUS, COMMISSIONER
DEPARTMENT OF ADMINISTRATIVE SERVICES
DATE 6/30/20

Division of Procurement and Support Services
Bureau of Purchase and Property
25 Capitol Street, Room 102, State House Annex
Concord, NH 03301-6398

Date: 5/11/20
Bid No.: 2316-21
Date of Bid Closing: 05/22/20
Time of Bid Closing: 11:00 AM (EST)

PLEASE DIRECT ANY QUESTIONS REGARDING THIS BID TO LORETTA RAZIN: E-mail LORETTA.RAZIN@DAS.NH.Gov
EMAIL YOUR BID TO: NH.Purchasing@DAS.NH.Gov

BID INVITATION FOR CONTRACT: AUTOMATED EXTERNAL DEFIBRILLATORS (AED'S)

[Insert name of signor] Catherine Gruber, on behalf of Rescue One Training For Life, Inc. [insert name of entity submitting bid (collectively referred to as "Vendor") hereby submits an offer as contained in the written bid submitted herewith ("Bid") to the State of New Hampshire in response to BID 2316-21 at the price(s) quoted herein in complete accordance with the bid.

Vendor attests to the fact that:

1. The Vendor has reviewed and agreed to be bound by the Bid.
2. The Vendor has not altered any of the language or other provisions contained in the Bid document.
3. The Bid is effective for a period of 180 days from the Bid Closing date as indicated above.
4. The prices Vendor has quoted in the Bid were established without collusion with other vendors.
5. The Vendor has read and fully understands this Bid.
6. Further, in accordance with RA 21-I:11-c, the undersigned Vendor certifies that neither the Vendor nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association):
   a. Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
   b. Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
   c. Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing a bid, proposal, or quotation;
   d. Is currently debarred from performing work on any project of the federal government or the government of any state;
   e. Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
   f. Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
   g. Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
   h. Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section;
   i. Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment; or
   j. Has been placed on the debarred parties list described in RSA 21-I:11-c within the past year.

This document shall be signed by a person who is authorized to legally obligate the responding vendor. A signature on this document indicates that all State of New Hampshire terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to State of New Hampshire terms and conditions as stated on the reverse of the purchase order.

Authorized Signor's Signature _____ **Authorized Signor's Title** Owner

NOTARY PUBLIC/JUSTICE OF THE PEACE

COUNTY: Washington **STATE:** MD **ZIP:** 21740

On the 19 **day of** MAY, **2020, personally appeared before me, the above named** Catherine Gruber **in his/her capacity as authorized representative of** Rescue one, **known to me or satisfactorily proven, and took oath that the foregoing is true and accurate to the best of his/her knowledge and belief.**

In witness thereof, I hereunto set my hand and official seal.

_____
(Notary Public/Justice of the Peace)

MELISSA NOBLE
NOTARY PUBLIC
WASHINGTON COUNTY
MARYLAND
My Commission Expires
November 8, 2020

My commission expires: Nov. 8, 2020 **(Date)**

Form P31-B

Unless specifically amended or deleted by the Division of Procurement and Support Services, the following General Terms and Conditions apply to this Bid and any resulting Purchase Order or Contract.

Revised: 02/03/20 LMR

- 1 (one) Carry Case (to accommodate AED, 1 (one) spare set of adult defibrillation pads and spare battery/batteries(s))

Package #1 (Portable/Mobile)

- 1 (one) Battery pack as follows:
  - Defibtech: 7-Year Battery
  - Philips: 4-Year Battery
  - Zoll: Set of 10 5-Year Batteries
- 1 (one) CPR Equipment Kit (which includes at minimum: CPR mask, scissors, razor, cloth or wipes, waste bag and 1 (one) pair of disposable gloves)
- 1 (one) set of Adult Defibrillation Pad(s) (Defibtech & Philips AED's) & CPR-D 1-Piece Adult Defibrillation Pad (Zoll AED) with current expiration date.
- 1 (one) AED user training aid for device "in-service" education
- AED vendor Customer Service contact information for the duration of the contract
- 1 (one) copy of the current New Hampshire "Automated External Defibrillator" statutes (available through the NH Department of Safety, Bureau of Emergency Medical Services) to include written notice (with contact information) to AED purchaser of requirement to register AED's with NH Fire & EMS Academy.

Package 2 (Fixed Location)

- Package #2 includes Package #1 items and the following:
- 1 (one) AED wall-mounted cabinet (basic, non-alarmed, non-strobe)(for ZOLL AED: Cabinet #: 8000-0855 9-inch standard)
- 1 (one) 3-Way AED Wall Sign
- 2 (two) AED door decals
-

Philips Heartstart Onsite Model HS-1 M5066A **(or updated current model) – Portable (Pkg 1)**
Total Delivered Price per Unit: $ 1,004.13
Model: Onsite, Model HS-1 M5066A

Philips Heartstart Onsite Model HS-1 M5066A **(or updated current model) – Fixed Location (Pkg 2)**
Total Delivered Price per Unit: $ 1,124.13
Model: Onsite, Model HS-1 M5066A

Or

Zoll AED Plus Semi-Automatic, (or updated current model) – Portable (Package 1)
Total Delivered Price per Unit: $ 1,269.70
Model: Zoll AED Plus Semi-Auto 8000-004000-01

Zoll AED Plus Semi-Automatic, (or updated current model) – Fixed Location (Package 2)
Total Delivered Price per Unit: $ 1,460.70
Model: Zoll AED Plus Semi-Auto 8000-004000-01

Or

Defibtech AED Model DDU-100 "LifeLine" (or updated current model) – Portable (Package 1)
Total Delivered Price per Unit: $ 1,190.60
Model: Defibtech Lifeline DCF-A100-EN

Defibtech AED Model DDU-100 "LifeLine" (or updated current model) – Fixed Location (Package 2)
Total Delivered Price per Unit: $ 1,368.60
Model: Defibtech Lifeline DCF-A100-EN

OPTIONAL: (not considered for award purposes) The following will not be used in the evaluation of award however; this section is required as it will be part of the contract.

Philips "HeartStart OnSite:	
M5071A Adult SMART Pads Cartridge	$39.06
M5072A Pediatric SMART Pads Cartridge	$63.00
M5070A HS1 AED Battery	$98.53
68-PCHAT Fast Response (CPR) Kit	$18.00
ZOLL "AED Plus:	
8900—0800-01 Adult CPR-D padz (5-year)	$146.00
8900-0801-01 Adult STAT-PADS II (2-year)	$48.68
8900-0810-01 Pedi-padz II (2 year)	$82.30
8000-0807-01 Lithium Batteries (5-year)	$39.95
8900-0807-01 CPR Accessory Kit	$18.00
8000-0855 9" Standard Wall Cabinet	$164.00
Defibtech "Lifeline":	
DDP-100 Adult Defibrillation Pads	$47.30
DDP-200P Pediatric Defibrillation Pads	$82.00
DCF-200 5-year Battery Pack w/9v battery	$132.00
DCF-210 7-year Battery Pack w/9v battery	$163.00
DAC-420 Rescue Pack (CPR Equipment)	$18.00

Balance of Product Line: Agencies may purchase additional accessories other related items at 15 % Off Manufacturer's List Price.

Optional Pricing

1. Total Quantity Delivered Price For 2-5 Units: $ N/A
2. Total Quantity Delivered Price For 6-10 Units: $ N/A
3. Total Quantity Delivered Price For 10+ Units: $ N/A

VENDOR CONTACT INFORMATION:

Please provide contact information below for a person knowledgeable of and who can answer questions regarding, this bid response.

Robin Rapsey — Contact Person
301-740-3390 x 21 — Local Telephone Number
_____ — Toll Free Telephone Number
rrapsey@rescue-one.com — E-mail Address
www.rescue-one.com — Company Website
Rescue One Training For Life, Inc. — Vendor Company Name
7621 Rickenbacker Dr., Suite 700, Gaithersburg, MD 20879 — Vendor Address

Note: To be considered, bid shall be signed and notarized on front cover sheet in the space provided.

AED Prices and Supplies List - State of New Hampshire

	Defibtech	List Price	Your Price
	Lifeline AED and Accessories		15.00%
DCF-A100-EN	**Lifeline AED Standard Pkg.** includes: One Set of Adult Electrode Pads, Long-Life 5 Year Battery F	$ 1,495.00	$920.00
DCF-A120-EN	**Lifeline Auto AED Standard Pkg.** includes: One Set of Adult Electrode Pads, Long-Life 5 Year Bat	$ 1,570.00	$966.60
DCF-200	Standard 4-year Battery Pack W/ 9v Lithium Battery	$ 169.00	$132.00
DCF-210	High Capacilty 7-year battery pack w/ 9V lithium battery	$ 209.00	$163.00
DDP-100	Defibrillation Pad Package (1 set)	$ 60.00	$47.30
DDP-200P	Pediatric Defibrillation Pad Package	$ 105.00	$82.00
DDC-6	Lifeline AED Data Card	$ 79.00	$67.15
DAC-100	Lifeline Soft Carry Case	$ 99.00	$84.15
DAC-110	Lifeline Hard Carry Case	$ 149.00	$126.65
DCF-A350T-EN	Lifeline AED Trainer AED Package (incl. recgargeable battery pack, charger, remote, pads)	$ 399.00	$339.15
DDP-101TR	Training Pad package (1 set pads + wire)	$ 29.00	$24.65
DDP-201TR	Training Pad package - pediatric (1 set pads + wire)	$ 29.00	$24.65
DAC-200	Wall Mount Bracket	$ 59.00	$50.15
	Warranty Info		
	8 year warranty on AED		
	5 year warranty on Battery for Lifeline and Lifeline Auto		
	2 year warranty on Pads		

	Philips	List Price	Your Price
	OnSite AED and Accessories		15.00%
M5066A	**HeartStart OnSite (must purchase w/carry case)** includes (1) adult SMART pads cartridge, battery, Owner's Manual, Quick Set-Up Guide, Maintenance Booklet	$ 1,354.00	$851.04
Opt R01	Heartstart HS1 Ready Pack (incl. standard carry case, spare adult pad with device and spare pad pre-installed in case)	$ 158.00	$134.30
M5076A	Slim OnSite Carry Case (when ordering case alone)	$ 112.00	$95.20
M5075A	Standard Semi-Rigid Case (when ordering case alone)	$ 133.00	$113.05
Opt. C03	Hard-Sided Carrying Case - Waterproof	$ 227.00	$192.95
Opt. C01	Standard Carry case (when ordering AED)	$ 101.00	$85.85
Opt. C02	Slim Carry case (when ordering AED)	$ 35.00	$29.75
M5070A	Lithium Ion 4-year Replacement Battery	$ 169.00	$98.53
M5071A	Adult Replacement Electrodes - Smart Pads Cartridge	$ 67.00	$39.06
M5072A	Infant/Child Replacement Electrodes - Smart Pads	$ 108.00	$63.00
	OnSite Trainer and Accessories	**List Price**	
M5085A	HeartStart OnSite Trainer	$ 358.00	$304.30
M5073A	Adult Training Pads Cartridge	$ 84.00	$71.40
M5093A	Adult Training Replacement Electrode Pads	$ 34.00	$28.90
M5094A	Infant/Child Training Electrode Pads	$ 34.00	$28.90
	Replacement or Optional Supplies	**List Price**	
989803170891	Wall Mount Bracket	$ 98.00	$83.30
68-PCHAT	Fast Response Kit	$ 46.00	$18.00
	Warranty Info		
	8 year factory warranty on AED		
	4 year factory warranty on battery pack		
	2 year factory warranty on pads		

	Zoll	List Price	Your Price
	Zoll AED PLUS and Accessories		15.00%
8000-004000-01	**Zoll AED Plus - Semi Automatic** includes CPR-D padz, soft carry case, pack of 10 CR123a batteries, demonstration and set-up CD	$ 2,100.00	$1,070.00
8000-004007-01	**Zoll AED Plus - Fully Automatic** includes CPR-D padz, soft carry case, pack of 10 CR123a batteries, demonstration and set-up CD	$ 2,100.00	$1,070.00
8900-0801-01	Zoll Stat Padz II	$ 59.00	$50.15
8900-0802-01	Zoll Stat Padz II (Case of 12 pair)	$ 499.00	$424.15
8900-0810-01	Zoll Pedi Padz II	$ 99.75	$82.30
8900-0800-01	Zoll CPR-D padz (One piece Pads)	$ 177.45	$146.00
8900-0402	Zoll Stat-Padz HVP Multi-function electrodes	$ 78.75	$66.94
8900-0400	Zoll Stat-Padz HVP Multi-function electrodes (pack of 8)	$ 588.00	$499.80
8000-0807-01	Type 123 Duracell Lithium Batteries (10)	$ 78.75	$39.95
	Zoll Trainer and Accessories	**List Price**	
8008-0050-01	Zoll AED Plus Trainer2 w/ remote	$ 397.95	$338.26
8900-0804-01	Zoll AED Plus CPR-D Training Pads	$ 94.50	$80.33
8008-0006-01	Real CPR Help Travel Trainer	$ 418.95	$356.11
8900-0803-01	Replacement Adhesive Gels 5-pair	$ 40.95	$34.81
	Replacement or Optional Supplies	**List Price**	
8000-0802-01	Replacement Soft Carry Case for Zoll AED Plus	$ 110.25	93.71
8000-0836-01	Zoll AED Plus Hard-Sided Carry Case - Small	$ 208.95	177.61
8000-0837-01	Zoll AED Plus Hard-Sided Carry Case - Large	$ 262.50	223.13
8000-0809-01	Wall mounting bracket	$ 68.25	58.01
8000-0855	Standard Metal Wall Cabinet	$ 208.95	177.61
8000-0608-01	RescueNet Code Review Software - Physical Copy	$ 95.00	80.75
8000-0815	USB IrDA Adapter	$ 110.25	93.71
8900-0807-01	CPR Accessory Kit	$ 19.95	18.00
8000-0825	Wall Sign (flat - 8 1/2" x 11")	$ 15.75	13.39
	Warranty Info		
	5 year warranty on AED (add'l 2 years with registration of AED w/ Zoll)		
	5 year warranty on CPR-D Padz		
	5 year warranty on Batteries		

Rescue One
training for life, inc.

INTRODUCTION TO RESCUE ONE

We would like to thank you for the opportunity to present a bid to the State of New Hampshire to provide Automated External Defibrillators (AEDs), and accessories. Please find enclosed our bid, completed per the bid instructions, which includes information about our corporation, Rescue One Training for Life, Inc, as well as the pricing for the requested AEDs. Offering this important life safety program can help save lives and enhances the safety of your staff, students, and visitors.

Rescue One Training for Life is a woman-owned, small business founded in 1997 and incorporated in 2003, located in Gaithersburg, MD. We provide life safety products, training, and safety solutions to individuals, health care providers, and organizations of all sizes, and are the Mid-Atlantic's largest life safety training organization and independent distributor of Automated External Defibrillators (AEDs) and supplies. We are a provider of complete, customized AED programs. In addition, we are an authorized distributor for Physio-Control/Heartsine, Zoll, Cardiac Science, Philips, and Defibtech products. Rescue One Training For Life has over 17 years of experience managing small, medium, and large-scale AED program implementations that also include the delivery of AED/CPR/ First-Aid and other life safety training programs nationwide. Because of our broad range of experience in delivering extensive, customer specific, tailored AED and Training Program solutions, we are confident that Rescue One Training for Life is the right choice to provide the products in this solicitation. Rescue One is also a proud holder of FSS Contract #V797P-2217D for some of our AED products and services. In addition, Rescue One has extensive experience providing training, AEDs, and AED programs to federal and local governments.

We also have an AED on-line program tool that provides for lifetime AED tracking and AED supply expiration notifications. E-mail reminders are sent 30, 60, and 90 days prior to expiration of all AED supplies that are due to expire.

Rescue One is an authorized American Heart Association (AHA) Training Center as well as an American Safety and Health Institute (ASHI) Training Center and an Emergency Care and Safety Institute (ECSI) Educational Center. Our certified safety training courses include CPR/AED, First Aid, ACLS, PALS, BLS, Bloodborne Pathogens, First Responder, OSHA, Emergency Preparedness in the Workplace, and Fire Extinguisher training. With a network of trainers located all over the United States and connections to instructors globally, Rescue One is able to offer training to clients nationwide and around the world.

Our mission at Rescue One is to provide people with the knowledge, skills and tools to help save lives. Our credentials include:

- Over 10,000 Defibrillators installed and in-service today
- Top 10 Distributor of AEDs Nationwide, Top 3 in the Mid-Atlantic
- Over 2,000 active customers
- Over 17,000 training classes performed

Rescue One is focused on meeting our clients' emergency readiness and product needs by offering the highest quality life safety products and services. Combining products, services, and training allows Rescue One to offer a totally integrated solution to our customers and provides a flexible, reliable, and expedited delivery approach to create a heart-safe environment. We are here to support your entire work environment safety goals.

Rescue One
training for life, inc.

AED Specification and Bid Requirements

The AED packages includes the following:

PHILLIPS AEDS:

Philips Onsite Package #1 (portable):

- ✓ Philips Onsite AED
- ✓ Standard carry case
- ✓ 2 Pairs of Adult SMART Pads Cartridge
- ✓ 2 Batteries
- ✓ Ready Kit (CPR Equipment Kit)
- ✓ Quick Start Tool Kit - User Guide, Steps To Rescue, Getting Started
- ✓ NH current statutes

Philips Onsite Package #2 (fixed location):

- ✓ Philips Onsite AED
- ✓ Standard carry case
- ✓ 2 Pairs of Adult SMART Pads Cartridge
- ✓ 2 Batteries
- ✓ Ready Kit (CPR Equipment Kit)
- ✓ AED cabinet
- ✓ AED sign
- ✓ 2 AED door decals
- ✓ Quick Start Tool Kit - User Guide, Steps To Rescue, Getting Started
- ✓ NH current statutes

ZOLL AEDS:

Zoll AED Semi-Automatic Package #1 (portable):

- ✓ Zoll Semi-Automatic AED
- ✓ Carry case
- ✓ 2 Pairs of CPR-D padz
- ✓ 2 sets of 10 Duracell batteries
- ✓ Ready Kit (CPR Equipment Kit)
- ✓ Demonstration and set-up CD
- ✓ NH current statutes

Zoll AED Semi-Automatic Package #2 (fixed location):

- ✓ Zoll Semi-Automatic AED
- ✓ Carry case
- ✓ 2 Pairs of CPR-D padz
- ✓ 2 sets of 10 Duracell batteries
- ✓ Ready Kit (CPR Equipment Kit)
- ✓ Demonstration and set-up CD
- ✓ Zoll AED cabinet
- ✓ AED sign
- ✓ 2 AED door decals
- ✓ NH current statutes

Rescue One
training for life, inc.

DEFIBTECH AEDS:

Defibtech Lifeline Package #1 (portable):

- ✓ Defibtech Lifeline AED
- ✓ Soft carry case
- ✓ 2 Pairs Adult Pads
- ✓ 2 Battery Packs
- ✓ Ready Kit (CPR Equipment Kit)
- ✓ Operating guide, Quick Start reference card, CD
- ✓ NH current statutes

Defibtech Lifeline Package #2 (fixed location):

- ✓ Defibtech Lifeline AED
- ✓ Soft carry case
- ✓ 2 Pairs Adult Pads
- ✓ 2 Battery Packs
- ✓ Ready Kit (CPR Equipment Kit)
- ✓ AED cabinet
- ✓ AED sign
- ✓ 2 AED door decals
- ✓ Operating guide, Quick Start reference card, CD
- ✓ NH current statutes

Rescue One agrees and will comply with all terms, conditions, and provisions in accordance with the RFQ