

CONTRACT RESULTING FROM REQUEST FOR PROPOSAL NUMBER 10089608-20-K, AED's & Related Supplies and San Diego Project Heartbeat Sponsorship

This Contract (Contract) is entered into by and between the City of San Diego, a municipal corporation (City), and the successful proposer to Request for Proposal (RFP) # 10089608-20-K, AED's & Related Supplies and San Diego Project Heartbeat Sponsorship (Contractor).

RECITALS

On or about 11/12/2019, City issued an RFP to prospective proposers on services to be provided to the City. The RFP and any addenda and exhibits thereto are collectively referred to as the "RFP." The RFP is attached hereto as Exhibit A.

City has determined that Contractor has the expertise, experience, and personnel necessary to provide the Automated External Defibrillation (AED) equipment needs that are integral to the health and well-being of human life in our community public arenas. Equipment that can provide sound proven technology that allows the AED user to perform the application of the lifesaving process both easily and assuredly. Technology that can provide the utmost ease of use for the non-medically trained user as well as deliver the most beneficial therapy to the cardiac arrest victim are recognized as being highly desirable for use within the program. Customer service and technological support for all issued program equipment is paramount. Readily accessible personnel in all aspects of technical support, customer service, all financial correspondence as well as top level executives must be easily attainable.

City wishes to retain Contractor to provide the AED equipment needs and enter into a Marketing Partnership Agreement as further described in the Scope of Work, attached hereto as Exhibit B. (AED equipment and related supplies).

For good and valuable consideration, the sufficiency of which is acknowledged, City and Contractor agree as follows:

**ARTICLE I
CONTRACTOR SERVICES**

1.1 Scope of Work. Contractor shall provide the AED equipment and related supplies to City and enter into a Marketing Partnership Agreement as described in Exhibit B which is incorporated herein by reference. Contractor will submit all required forms and information described in Exhibit A to the Purchasing Agent before entering into the Contract.

1.2 General Contract Terms and Provisions. This Contract incorporates by reference the General Contract Terms and Provisions, attached hereto as Exhibit C.

**ARTICLE II
DURATION OF CONTRACT**

2.1 Term. This Contract shall be for a period of two (2) years with three (3) one (1) year options to renew beginning on the Effective Date. The term of this Contract shall not exceed five (5) years unless approved by the City Council by ordinance.

2.2 Effective Date. This Contract shall be effective on the date it is executed by the last Party to sign the Contract, and approved by the City Attorney in accordance with San Diego Charter Section 40.

**ARTICLE III
COMPENSATION**

3.1 Amount of Compensation. City shall pay Contractor for performance of all services rendered in accordance with this Contract Price Proposal submitted with the proposal.

**ARTICLE IV
WAGE REQUIREMENTS**

4.1 Reserved.

**ARTICLE V
CONTRACT DOCUMENTS**

5.1 Contract Documents. The following documents comprise the Contract between the City and Contractor: this Contract and all exhibits thereto, the RFP; the Notice to Proceed; and the City's written acceptance of exceptions or clarifications to the RFP, if any.

5.2 Contract Interpretation. The Contract Documents completely describe the AED equipment and related supplies to be provided. Contractor will provide any AED equipment and related supplies that may reasonably be inferred from the Contract Documents or from prevailing custom or trade usage as being required to produce the intended result whether or not specifically called for or identified in the Contract Documents. Words or phrases which have a well-known technical or construction industry or trade meaning and are used to describe AED equipment and related supplies will be interpreted in accordance with that meaning unless a definition has been provided in the Contract Documents.

5.3 Precedence. In resolving conflicts resulting from errors or discrepancies in any of the Contract Documents, the Parties will use the order of precedence as set forth below. The 1st document has the highest priority. Inconsistent provisions in the Contract Documents that address the same subject, are consistent, and have different degrees of specificity, are not in conflict and the more specific language will control. The order of precedence from highest to lowest is as follows:

- 1st Any properly executed written amendment to the Contract
- 2nd The Contract
- 3rd The RFP and the City's written acceptance of any exceptions or clarifications to the RFP, if any
- 4th Contractor's Pricing

5.4 Counterparts. This Contract may be executed in counterparts which, when taken together, shall constitute a single signed original as though all Parties had executed the same page.

5.5 Public Agencies. Other public agencies, as defined by California Government Code section 6500, may choose to use the terms of this Contract, subject to Contractor's acceptance. The City is not liable or responsible for any obligations related to a subsequent Contract between Contractor and another public agency.

IN WITNESS WHEREOF, this Contract is executed by City and Contractor acting by and through their authorized officers.

CONTRACTOR

CITY OF SAN DIEGO
A Municipal Corporation

AED BRANDS
Proposer

BY: [Signature]

95 CHASTAIN RD, NW STE 302
Street Address

Print Name:
Kristina Peralta
Director, Purchasing & Contracting
Department

KENNESAW, GA 30144
City

770-425-5840
Telephone No.

15 APR 2010
Date Signed

KHILDEBRANDT@AEDBRANDS.COM
E-Mail

BY: [Signature]
Signature of
Proposer's Authorized
Representative

KEITH HILDEBRANDT
Print Name

PRESIDENT
Title

2/13/20
Date

Approved as to form this 21 day of
April, 2020.
MARA W. ELLIOTT, City Attorney

BY: [Signature]
Deputy City Attorney



A Customized Proposal

For



RFP# 10089608-20-K

AED's and Related Supplies and San Diego Project Heart Beat
Sponsorship



Prepared By: Enrique Christopherson, AED Brands, LLC

Date: December 9, 2019



**Request for Proposal (RFP) for
AED's & Related Supplies and San Diego Project Heartbeat Sponsorship**

Solicitation Number: 10089608-20-K

Solicitation Issue Date: November 12, 2019

Questions and Comments Due: 12:00 p.m., November 22, 2019

Proposal Due Date and Time (Closing Date): 2:00 p.m., December 10, 2019

Contract Terms: Until completion of the Scope of Services or five (5) years, whichever is earliest, as defined in Article I, Section 1.2 of the City's General Contract Terms and Conditions.

City Contact: Brent Krohn, Program Coordinator, 1200 Third Avenue, Suite 200, San Diego, CA 92101
BKrohn@sandiego.gov, (619) 236-6044

Submissions: Respondent is required to provide four (4) original and one (1) electronic copy (e.g. thumb drive or CD) of their response as described herein.

Completed and signed RFP signature page is required, with most recent addendum listed as acknowledgement of all addenda issued.

Note: Emailed submissions will not be accepted.

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IN WITNESS WHEREOF, this Contract is executed by City and Contractor acting by and through their authorized officers.

CONTRACTOR

CITY OF SAN DIEGO
A Municipal Corporation

AED Brands

Proposer
95 Chastain Rd, NW, Suite 302

Street Address
Kennesaw

City
770-425-5840

Telephone No.
echristopherson@aedbrands.com

E-Mail

BY: _____
Print Name: _____
Director, Purchasing & Contracting
Department

Date Signed

BY:



Signature of
Proposer's Authorized
Representative

Keith Hildebrandt

Print Name
President

Title
12/3/2019

Date

Approved as to form this ____ day of
_____, 20____.
MARA W. ELLIOTT, City Attorney

BY: _____
Deputy City Attorney

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- Price Proposal Section- 2 (Accessories & replacement parts for Cardiac Science AEDs)
- Price Proposal Section- 3 (Surplus item trade-in value)
- Questions & Answers RFP # 10089608-20-K



IV – Product Review & Brochures

- AED Brands Product Line Sheet
- Philips AED Comparison Chart
- Philips HeartStart OnSite AED Brochure
- Philips HeartStart FRx AED Brochure
- Philips Medical Capital

I. EXECUTIVE SUMMARY

Thank you for the opportunity to submit this proposal in response to your request. We trust that you will find our proposal responsive to your needs, and that AED Brands offers the most appropriate combination of AED technology, quality, value and program support.

AED Brands is fully prepared to meet every aspect of your AED implementation requirements.

Quality Local Service

AED Brands is built upon superior customer service and community support. We continue to grow by exceeding our clients' expectations with our timely response to inquiries and product support.

We provide the highest quality local service. A local AED Brands field support specialist based in San Diego County will be available to help with areas such as AED presentations, site assessments, in-service, installations, sales and customer service. In addition, we are partnered with every AED manufacturer in which they can also provide direct assistance if needed. AED Brands will become your sole source supplier for all AEDs & AED supplies for SD PHB and program participants.

We applaud your efforts to implement and grow your vision of what a successful AED PAD program is.

The AED Brands Difference

AED Brands is unique in that we are so confident in our business foundation and product line that we specialize solely in cardiac resuscitation.



Qualifications

AED Brands has implemented many AED programs including: Sacramento, CA (SMUD); Cobb County, GA PAD; California State Parks; Moore County, N.C. PAD, just to name a few. Our company is built upon superior customer service and community support. We continue to grow by exceeding our clients' expectations with our timely response to inquiries and product support.

AED Brands is pleased to respond to the City of San Diego's bid invitation # 10089608-20-K requirement for an *effective and compliant* AED program.

Our solution is customized to meet your needs.

II. INTRODUCTION

Your AED Program is our #1 priority.

AED Brands specializes in AED equipment and programs - your program is our main concern. Our experience deploying and managing tens of thousands of AEDs has given us the expertise necessary to understand and support **San Diego Project Heart Beat's** (SD PHB) process starting from day one.

AED Brands offers a comprehensive solution that meets all of the City of San Diego's criteria.

The AED Brands Advantage:

- We are a master Distributor and authorized dealer for all AED manufacturers
- Local rep with over ten years of experience working directly with SD PHB and the City of San Diego
- Expert staff with on-site personal service
- We meet all manufacturer standards
- Responsiveness: live voice assistance during business hours
- Same day shipment on 95% of orders



Founded in Kennesaw, Georgia in 2002, AED Brands has since grown into one of the largest distributors of Automated External Defibrillators in the world. We represent every major brand of AED sold in the United

States, and by virtue of our expansive warehousing and distribution center we ensure availability of all devices and related accessories. Our representatives and support staff have been trained directly by the manufacturers we represent. We are able to use that knowledge to provide unbiased guidance to help you make the choices best-suited for your needs.

AED Brands Support of SD PHB's Program Management

AED Brands understands that proper management of an AED program is paramount and we know the importance of each participant and customer enrolled with SD PHB's program. AED Brands and SD PHB working together, will create a smooth and easy process to keep the program running strong and add tremendous growth. Other than providing the city and county with AED equipment and supplies, we are committed to assisting SD PHB's PAD program with:

- Local rep with over ten years of experience with SD PHB and other PAD programs
- Support from all AED manufacturers
- Site assessments
- Product software upgrades
- In-service calls
- AED Sales presentations with promoting SD PHB's program management service
- Post-event services

AED Brands Mission Statement

To provide lifesaving products with superior service and support to our customers. To conduct business in a professional and ethical manner. To provide a work environment that is favorable to family and faith.



III – RFP Response

- Contractor Standard Pledge of Compliance
- Equal Opportunity Contracting (EOC)
- Contractors Certification of Pending Actions
- Price Proposal Section-1 (AEDs)
- Price Proposal Section- 2 (Accessories & replacement parts for Cardiac Science AEDs)
- Price Proposal Section- 3 (Surplus item trade-in value)
- Questions & Answers RFP # 10089608-20-K

Price Proposal

City's Estimated Need. Any variation from the annual estimated quantities that follow shall not entitle the Contractor to an adjustment in the unit price or any additional compensation. Respondents must provide pricing on all items contained in each section.

SECTION 1 – AUTOMATIC EXTERNAL DEFIBRILLATORS (AEDs)

Item No.	Est. Annual Quantity	Unit of Measure	Description	Manufacturer & Part No.	Unit Price	Extension (Quantity x Unit Price)
1.	150	Each	AED(s) (as specified in Section C)	PHILIPS ONKITE M5066A-ROI	\$ 1,295	\$ 194,250
2.	150	Each	Wall Mount for AED (item 1) there may be more than one model and/or additional options for storage such as pelican case, sleeve for wall, etc.	180SM-14R ALARM & TRODE	\$ 145	\$ 21,750
3.	50	Each	Electrodes for AED (item 1) there may be several options	PHILIPS ONKITE M5071A	\$ 57	\$ 2,850
4.	5	Each	Battery for AED (item 1) may be more than one option	PHILIPS ONKITE/FRS M5070A	\$ 143	\$ 715
5.	150	Each	Emergency Response or AED Accessory Kit may be more than one option	AB 3101	\$ 10	\$ 1,500
TOTAL SECTION 1:						\$ 221,065

Quote



AED Brands, LLC
95 Chastain Road NW
Suite 302
Kennesaw, GA 30144
AEDbrands.com
800-580-1375

Date 12/4/2019
Quote # 38233
Sales Rep EC

Bill To

City of San Diego- SD PHB
Attn: Brent Krohn, Program Coordinator
1200 Third Ave
Suite 200
San Diego CA 92101

Ship To

City of San Diego- SD PHB
Attn: Maureen O'Connor, PAD Manager
1200 Third Ave
Suite 200
San Diego CA 92101

Item	Description	Quantity	Price Each	Total Price
M5066A	Philips OnSite AED Includes: - 8-Year Warranty - 4-Year Battery - Adult AED Pads - AED/CPR First Response Kit - AED Inspection Tag - "AED On-Site" Window Static Sticker	150	1,295.00	194,250.00
Opt R01	Philips OnSite Ready-Pack (Includes standard carry case, spare pads)	150	0.00	0.00
180SM-14R	Standard AED Wall Cabinet, Surface Mount, Alarm & Strobe	150	145.00	21,750.00
M5071A	Philips OnSite Adult AED Pads	50	57.00	2,850.00
M5070A	Philips AED Battery for OnSite & FRx	5	143.00	715.00
AB 3101	AED Brands AED/CPR Premium Response Kit	150	10.00	1,500.00

Quote good for 60 days

Prepared By Enrique

Memo **SECTION 1- CITY OF SAN DIEGO PRICE PROPOSAL FOR AED'S & SUPPLIES- RFP# 10089608-20-K PHILIPS ONSITE PACKAGE & ACCESSORIES**

Sub-Total 221,065.00
Taxes 0.00
Total 221,065.00

SECTION 2 – ACCESSORIES & REPLACEMENT PARTS FOR CARDIAC SCIENCE AEDS

Item No.	Est. Annual Quantity	Unit of Measure	Description	Manufacturer & Part #	Unit Price	Extension (Quantity x Unit Price)
6.	50	Each	Powerheart® G3 AED Defibrillation Pads	9131-001	\$ 35	\$ 1,750
7.	10	Each	Powerheart® G3 AED Pediatric Defibrillation Pads	9730-002	\$ 87	\$ 870
8.	50	Each	Intellisense™ Defibrillation Pads for Powerheart® G5 AED	XELAED001A	\$ 64	\$ 3,200
9.	10	Each	Intellisense™ Pediatric Defibrillation Pads for Powerheart® G5 AED	XELAED003A	\$ 88	\$ 880
10.	50	Each	Intellisense™ Defibrillation Pads for Powerheart® G5 AED with iCPR	XELAED002A	\$ 213	\$ 10,650
11.	100	Each	Intellisense Battery for Powerheart G3 AED	9146-302	\$ 299	\$ 29,900
12.	100	Each	Intellisense Battery for Powerheart G5 AED	XBTAED001A	\$ 299	\$ 29,900
13.	15	Each	Intellisense® Battery for Powerheart® AED G3 Pro	9145-301	\$ 299	\$ 4,485
14.	10	Each	Powerheart® G3 Pro AED Infrared Serial Communications Cable	162-0108-001	\$ 97	\$ 970
15.	25	Each	Powerheart® G3 Pro AED ECG Patient Monitoring Cable (AHA)	5111-001	\$ 295	\$ 7,375
TOTAL SECTION 2:						\$ 89,980

SECTION-2

Quote



AED
brands®
We're in it for Life

AED Brands, LLC
95 Chastain Road NW
Suite 302
Kennesaw, GA 30144
AEDbrands.com
800-580-1375

Date 12/4/2019
Quote # 38245
Sales Rep EC

Bill To

City of San Diego- SD PHB
Attn: Brent Krohn, Program Coordinator
1200 Third Ave
Suite 200
San Diego CA 92101

Ship To

City of San Diego- SD PHB
Attn: Maureen O'Connor, PAD Manager
1200 Third Ave
Suite 200
San Diego CA 92101

Item	Description	Quantity	Price Each	Total Price
9131-001	Cardiac Science Powerheart G3 Adult AED Pads	50	35.00	1,750.00
9730-002	Cardiac Science Powerheart G3 Pediatric Pads	10	87.00	870.00
XELAED001B	Cardiac Science Powerheart G5 Adult AED Pads	50	64.00	3,200.00
XELAED003A	Cardiac Science Powerheart G5 Pediatric Pads	10	88.00	880.00
XELAED002B	Cardiac Science Powerheart G5 CPR Feedback Adult AED Pads	50	213.00	10,650.00
9146-302	Cardiac Science Powerheart G3 Battery (yellow)	100	299.00	29,900.00
XBTAED001A	Cardiac Science Powerheart G5 AED Battery	100	299.00	29,900.00
9145-301	Cardiac Science G3 Pro Lithium Battery	15	299.00	4,485.00
162-0108-001	Cardiac Science Infrared Serial Communications Cable	10	97.00	970.00
5111-001	Cardiac Science G3 Pro 3-Lead ECG Kit	25	295.00	7,375.00

Quote good for 60 days

Prepared By Enrique

Memo **SECTION 2- CITY OF SAN DIEGO PRICE PROPOSAL FOR AED'S & RELATED SUPPLIES- RFP#10089608-20-K CARDIAC SCIENCE AED's REPLACEMENT PART & ACCESSORIES**

Sub-Total	89,980.00
Taxes	0.00
Total	89,980.00

SECTION 3 – SURPLUS ITEM TRADE-IN VALUE

Item No.	Est. Quantity	Unit of Measure	Description	Unit Price	Extension (Quantity x Unit Price)
16.	100	Each	Surplus AED trade-in value for purchase of AEDs offered in Section 1 Price Schedule	\$ 1,195	\$ 119,500
TOTAL SECTION 3:					\$ 119,500

TOTAL ALL SECTIONS

Section 1: \$ 221,065
 Section 2: \$ 89,980
 Section 3: \$ 119,500
TOTAL SECTIONS 1, 2, & 3: \$ 430,545

****The City desires to purchase products listed as well as other products not specifically listed throughout the term of this contract. Please provide the product manufacturer and discount percentage off of the Manufacturer Price List below:**

Manufacturer: PHILIP'S "FRX", ZOLL, CARDIAL SCIENCE, PHYSIO CONTROL, HEARTSINE (STRYKER), DEFIBTECH
 Discount off Manufacturer Price List: 12.5 %

RFP No. 10089608-20-K

QUESTIONS AND ANSWERS

Question 1: The top section does not specify a brand where the bottom specifies Cardiac Science for replacement parts. Am I able to offer another brand for the top section (1)?

Response: Yes. The bidder is able to offer whatever AED brand they feel will best meet the specifications required/requested in the RFP.

Question 2: Please see "Submissions" on Page 1 of the RFP and Exhibit A, Section 2.1 on Page 4 of the RFP.

- 1.) Are the "completed and signed RFP signature page" and "completed and signed Contract Signature Page" the same document?
 - a. If yes, please confirm that signature page is included in the RFP as page 3, the final page of the proposed contract resulting from the RFP.
 - b. If no, please identify where to locate these two different pages for submission.
- 2) Is an electronic signature acceptable for any documents which require a signature for the RFP submission?

Response: Response to question 1: Yes, they are the same document.

Response to question 1,a: Yes, it is page 3 of the RFP.

Response to question 2: No, all documents that require signatures must have an original (wet signature) signature.

Question 3: Please see Exhibit B, section C(10) on page 21 of the RFP regarding Samples. Must the required sample product arrive in the same shipment to San Diego with the proposal package? Or is it acceptable to send the samples via separate package, as long as they are received before the proposal deadline?

Will a device be accepted that has been subject to a consent decree in the last 5 years?

Response: Response to question 1:

The required sample does not need to arrive in the same shipment as the response to the RFP. Both shipments must arrive prior to the proposal deadline. Shipments must be clearly marked with the solicitation information as described in Exhibit A, Section A. Proposal Submission, subsection 1.2.

Response to question 2:

If the device proposed has been subject to a consent decree where a legal agreement was reached between the company and the FDA, it is recommended that the affected company volunteer a statement of the actions taken following the decree to remedy any known nonconformance's or system improvements.



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- Philips AED Comparison Chart
- Philips HeartStart OnSite AED Brochure
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- Philips Medical Capital



AED Product brands. Line Sheet

We're in it for life.

AED'S AND ACCESSORIES

Preferred Authorized Dealer for Every Brand



CARDIAC
science



HeartSine

ZOLL



defibtech



PHILIPS

ALS SUPPLIES

ZOLL



PHILIPS

CUSTOMIZED PROGRAM MANAGEMENT

AccuTrack

- Online Management

AccuTrack PLUS

- Online Management
- Comprehensive Program

AccuTrack PRO

- Online Management
- Comprehensive Program
- On-Site Accountability

TRAINING CERTIFICATIONS



CPR/AED First Aid
BLS



CPR SUPPLIES

PRESTAN

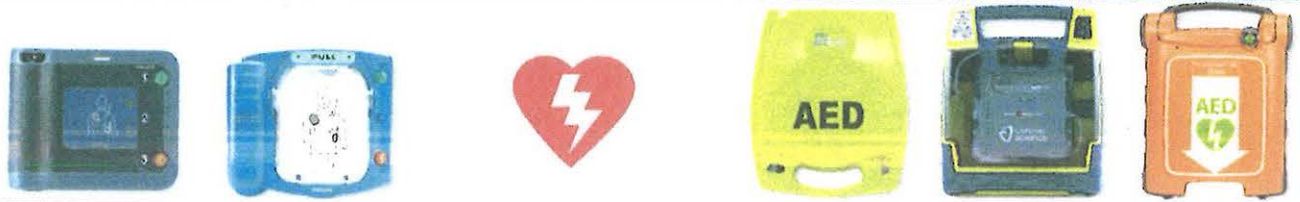
Manikins, CPR Masks & Shields, and Disaster Supplies

Contact Us Today

Enrique Christopherson ♥ 949-294-5977 ♥ echristopherson@aedbrands.com

How does Philips Healthcare, the world leader in AEDs with over 2 million devices sold compare to Cardiac Science and ZOLL?

AED DEVICE COMPARISON



FRx	OnSite	DEFIBRILLATOR	AED Plus	G3 Plus	G5
8 years	8 years	Device Warranty	7 years	7 years	8 years
✓	✓	Impedance Compensating Waveform	-	✓	✓
-	✓	Two ways to Turn-on the AED for Ease of Use	-	-	-
✓	✓	User Paced Voice Prompts	-	✓	✓
✓	-	Same Pads for both Adult & Pediatric Patients	-	-	-
✓	✓	Post CPR Shock Time 8 sec. or less	-	-	-
✓	✓	CPR Voice Instructions for both Adult and Pediatric	-	-	-
3.5 lbs.	3.3 lbs.	Weight with Battery and Pads Connected	6.7 lbs.	6.6 lbs.	5.7 lbs.
4.3 ft.	3.3 ft.	Device Drop Test	Unknown	3.3 ft.	4 ft.
Wireless IrDA	Wireless IrDA	Data Transfer	Wireless IrDA	Cable	USB/Cable
✓	✓	Pacemaker Detection	✓	✓	✓
4 years	4 years	Installed Battery Stand-by Life	5 years	4 years	4 years
✓	✓	4 year Battery Warranty	-	✓	✓
2 years	2 years	Adult Pad Life	5 years	2 years	2 years
✓	✓	Daily Self-test of Device & Battery	-	✓	✓
✓	✓	Daily Pad Integrity Test (gel moisture)	-	✓	✓
✓	✓	Daily Self-test of the Remaining Battery Life	-	✓	✓
✓	✓	30 day Low Battery Alert Notification	-	✓	✓
✓	✓	AED can be used as a Trainer	-	-	-



PHILIPS

Cardiac Resuscitation

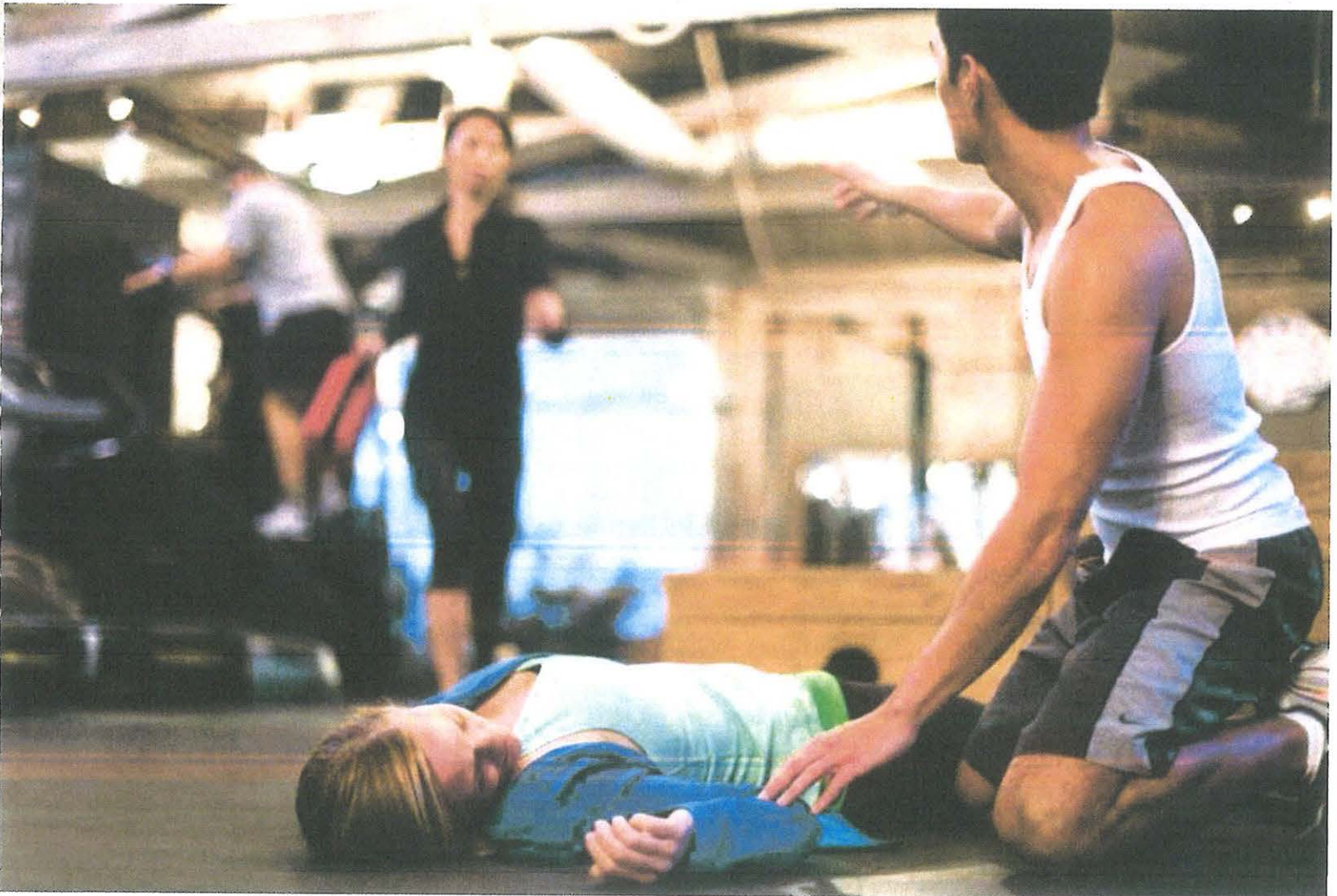
HeartStart OnSite

Lead the way
to save a life

Philips HeartStart OnSite defibrillator

For the **extraordinary** moment

With access to the right equipment, training and support, you can help save a life. Philips HeartStart OnSite defibrillator guides you through the process of treating a victim of suspected sudden cardiac arrest.¹ The OnSite AED provides real-time guidance through step-by-step voice commands and CPR guidance.¹



Designed for the ordinary person in the extraordinary moment, OnSite is ready to act and ready to go. It allows anyone with little to no training to treat the most common cause of sudden cardiac arrest (SCA) by delivering a shock quickly and effectively, wherever SCA happens.

Guides you through every step

Just pull the green handle to activate your OnSite defibrillator, and voice instructions will guide you through the entire process – from placing each pad on the patient to performing cardiopulmonary resuscitation (CPR) and delivering a defibrillation shock.¹ It even guides you on the frequency and depth of chest compressions, as well as breaths.¹

Use OnSite to train

You can install a special pads cartridge that temporarily turns your OnSite defibrillator into a trainer. Also available are a collection of videos that describe every aspect of the defibrillator.

Ready to use the moment it arrives

With OnSite's Ready-Pack configuration arrives virtually ready to use.

- Arrives with the SMART Pads cartridge and battery already installed
- Is positioned inside the carry case with a spare SMART Pads cartridge in place
- Just pull the green tab to launch the initial self-test
- Conducts a series of automatic self-tests daily, weekly, and monthly, including testing the pads



A simple, step-by-step process with voice instructions empowers even the most inexperienced responders.

What's the impact?

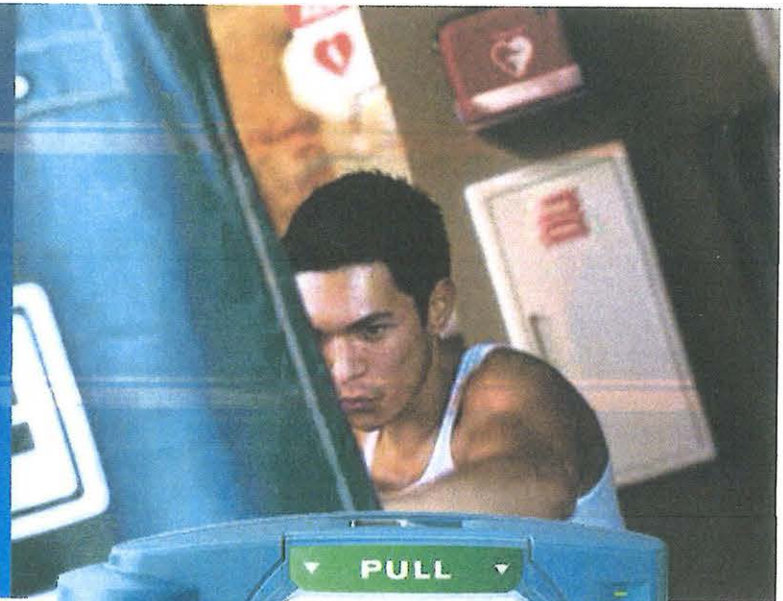
Cardiovascular disease is a leading cause of global mortality, accounting for almost 18 million deaths annually or 31% of all global mortality.² In developing countries, it causes twice as many deaths as HIV, malaria and TB combined.³ The survival rate from sudden cardiac arrest is less than 1% worldwide and close to 5% in the US.³ Over half the victims of the most common cause of SCA can survive when treated early with CPR and shock from a defibrillator.⁴

Easy as 1-2-3

When you observe someone suffering from a suspected SCA, you should act quickly. We've equipped OnSite with integrated SMART Pads. Just place the SMART Pads on the person's bare skin, and they will provide feedback to the AED so it can adapt its voice instructions to your actions and your pace. The SMART Pads sense when they have been placed on the patient and when you've completed each step. The system won't announce the next step until you are ready. Prompts are repeated and rephrased, and include additional instruction to aid understanding.

Fast, shock delivery

Patented Quick Shock typically administers a shock just eight seconds after CPR, making the FRx among the fastest in its class at delivering shock treatment after CPR. Studies show that minimizing time to shock after CPR may improve survival.⁵⁻⁸



Easy as 1-2-3 in an emergency



1

Press the green On/Off button, which activates voice instruction and visual icons.



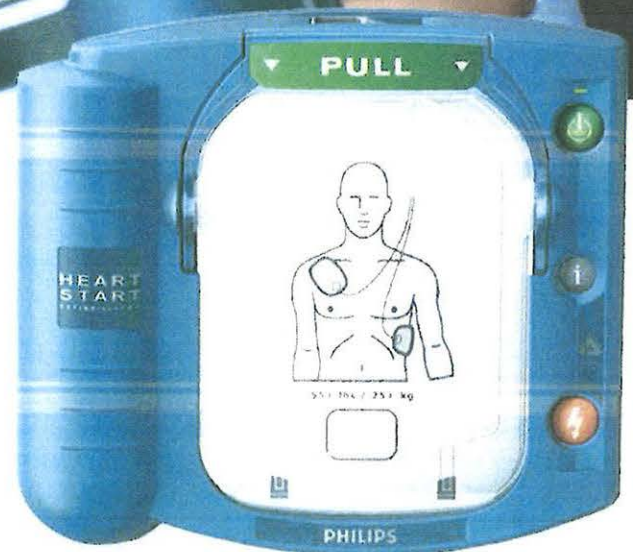
2

Place the pads on the patient as directed.



3

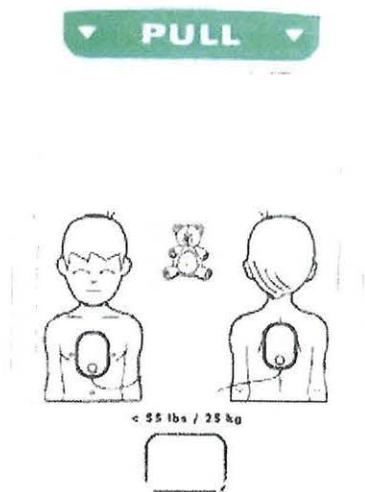
When advised by the device, press the orange Shock button.



Weighing just 1.5 kg (3.3 lbs), the HeartStart OnSite defibrillator is small and lightweight.

Advanced technology. Proven therapy.

OnSite is designed for use on adults and infants and children under 25 kg or 55 lbs. or 0-8 years old. SMART Analysis automatically assesses the person's heart rhythm and will only deliver a shock if it is needed — even if the Shock button is pressed. You don't need to worry about shocking someone unnecessarily.



The system senses when the special Infant/Child SMART Pads cartridge is installed, and automatically adjusts CPR instructions and shock energy to a level more appropriate for infants and children under 25 kg or 55 lbs. or 0-8 years old.

How easy is it?

OnSite is made for people who have never used a defibrillator before. The first and only AED available without a prescription in the United States, it is designed to be easy to set up and use.



Establishing a successful program

As a world leader in AEDs, we're also a leader in providing products and services designed to help you establish and maintain a successful AED program. Smart Track, our web-based AED and accessory management tool, helps you keep track of your devices, and can even send an automatic email when it is time to replace pads or batteries. You can also choose to use our medical direction services to provide advice on your AED program and write any necessary prescriptions for pediatric pads cartridges.* In addition, we offer access to training providers and post-event support.

*The Infant/Child SMART Pads cartridge is sold separately, and is available only under the order of a physician, by prescription only in the United States.

Answers for your questions

Sudden Cardiac Arrest

Q: What causes SCA?

A: SCA occurs when the electrical system of the heart becomes chaotic, causing it to stop beating effectively. Lacking proper blood flow, the person becomes unresponsive and stops breathing normally. CPR is important, but it alone cannot restore a normal heart rhythm.^{11,12} A shock from a defibrillator is the most effective way to restore the heart's normal pumping rhythm.¹⁴

Technique

Q: What if I don't know the proper technique?

A: OnSite acts as your personal coach to guide you through the process of treating a victim of suspected sudden cardiac arrest. OnSite provides real-time guidance with real-time step-by-step voice instructions.

Q: How soon must the defibrillator shock be administered?

A: The person's best chance of survival is to receive that shock within 3-5 minutes of collapse.^{15,16} A defibrillator will not save every person who experiences SCA, but more lives could be saved if those affected were reached more quickly.¹⁵⁻¹⁷ Your quick response makes a real difference.

Q: How do I know if a shock is needed?

A: The defibrillator assesses the patient's heart rhythm. If a shock is advised, it directs you to press the flashing orange Shock button. If the defibrillator determines that a shock is not called for, you cannot deliver a shock, even if you press the Shock button.

Q: What if I don't know where to put the pads?

A: The SMART Pads cartridge contains two adhesive pads that have pictures on them to show you where to place the pads on the person's bare skin, and voice instructions will remind you to look at the pictures. The pads are "smart" because they sense when they have been removed from the cartridge, peeled from their liners, and applied to the patient, causing the voice instruction to adjust to your actions.

Q: What do I tell the professionals when they arrive?

A: They will know what questions to ask you. If an Emergency Medical Services (EMS) responder needs a summary of care, it can be retrieved from the defibrillator's internal memory. The EMS provider simply presses the i-button, and OnSite will verbally recount events from its last clinical use.

Technology

Q: How does OnSite assess heart rhythm?

A: OnSite includes proven Philips technology for heart rhythm assessment, called SMART Analysis. SMART Analysis is a sophisticated algorithm that simultaneously evaluates several attributes of a person's heart rhythm to determine if the rhythm is shockable.

Q: How does OnSite know how much energy to deliver?

A: A technology called SMART Biphasic Impedance Compensation helps OnSite deliver the optimal amount of current and energy. Smart Biphasic is the first biphasic therapy with sufficient evidence to be classed "standard of care" and "intervention of choice" by the American Heart Association.¹²⁻¹⁷ SMART Analysis and SMART Biphasic's effectiveness are backed by over 40 published, peer-reviewed studies.¹⁸

Training

Q: Is training available?

A: Yes. A special training SMART Pads cartridge can be installed in the defibrillator. It disables the defibrillator's ability to shock, while walking you through patient care scenarios. We also offer easily accessible, online training that discusses everything from setting up an AED program to replacing your defibrillator's battery.

HeartStart OnSite defibrillator specifications

Defibrillator	
Defibrillator family	HS1. Order M5066A
Standard configuration	Defibrillator, battery, adult SMART Pads cartridge (1 set), Setup and Maintenance Guides, Owner's Manual, Quick Reference Guide, date sticker
HeartStart OnSite Ready-Pack configuration	Order option R01. Defibrillator, battery, carry case, adult SMART Pads (1 pre-installed set, 1 spare set), Setup and Maintenance Guides, Owner's Manual, Quick Reference Guide, date sticker
Waveform	Truncated Exponential Biphasic; waveform parameters adjusted as a function of each patient's impedance
Therapy	Adult defibrillation: peak current 32 A (150 J nominal into a 50-ohm load) Pediatric defibrillation with optional Infant/Child SMART Pads cartridge installed: peak current 19 A (50 J nominal into 50-ohm load)
Shock-to-shock cycle time	Typically less than 20 seconds between shocks in a series
Quick Shock	Able to deliver a shock after the end of a CPR interval, typically in 8 seconds
Voice instructions	Detailed voice messages guides the responder through use of the defibrillator
CPR guidance	Instructions for adult or infant or child under 25 kg or 55 lbs. or 0-8 years old available at user's option
Shock delivery	Via adhesive pads placed on patient's bare skin as illustrated on pads
Controls	Green SMART Pads cartridge handle, green On/Off button, blue i-button, orange Shock button
Indicators	Ready light; blue i-button; caution light, Shock button lights up when shock is advised
Physical	
Size	7 cm x 19 cm x 21 cm (2.8" x 7.4" x 8.3") D x H x W
Weight	With battery and pads cartridge: 1.5 kg (3.3 lbs.) Without battery or pads cartridge: 1 kg (2.4 lbs.)
Environmental/physical requirements	
Sealing	Solid objects per EN60529 class IP2X Drip-proof per EN60529 class IPX1
Temperature	Operating: 0° - 50° C (32° - 122° F) Standby: 10° - 43° C (50° - 109° F)
Humidity	Operating: 0% to 95% relative, non-condensing Standby: 0% to 75% relative, non-condensing
Altitude	Operating: 0 to 15,000 feet Standby: 0 to 8,500 feet > 48 hours and 8,500 to 15,000 feet < 48 hours
Shock/drop abuse	Withstands one-meter drop to any edge, corner or surface
Vibration	Meets EN1789 random and swept sine, road ambulance specification in operating and standby states
EMI (radiated/immunity)	Meets EN55011 Group 1 Level B Class B and EN61000-4-3
Data recording and transmission	
Infrared	Wireless transmission of event data to a Smartphone or PC, using the IrDA protocol
Data stored	First 15 minutes of ECG and the entire incident's events and analysis decisions

Patient analysis system	
Patient analysis	Evaluates patient ECG to determine if a rhythm is shockable. Rhythms considered shockable are ventricular fibrillation (VF) and certain ventricular tachycardias (VT) associated with lack of circulation. For safety reasons, some VT rhythms associated with circulation will not be interpreted as shockable, and some very low-amplitude or low-frequency rhythms will not be interpreted as shockable VF.
Sensitivity/specificity	Meets AAMI DF80 guidelines and AHA recommendations for adult defibrillation (Circulation 1997;95:1677-1682)
Artifact detection	The effects of pacemaker artifact and electrical noise are minimized
Battery (M5070A)	
Type	9 Volt DC, 4.2 Ah, composed of disposable long-life lithium manganese dioxide primary cells
Capacity	Minimum 200 shocks or 4 hours of operating time (EN 60601-2-4:2003)
Install-by date	Battery is labeled with an install-by date of at least 5 years from date of manufacture
Standby life	Four years typical when battery is installed by the install-by date (will power the AED in standby state within the specified standby temperature range, assuming 1 battery insertion test and no defibrillation uses)
SMART Pads	
Adult SMART Pads cartridge	M5071A defibrillation pads for patients 8 years of age and older or 25 kg (55 lbs.) and over
Infant/Child SMART Pads cartridge	M5072A defibrillation pads for patients under 8 years of age or 25 kg (55 lbs.); by prescription only
Active surface area	85 cm ² (13.2" ²) each
Cable length	Adult SMART Pads: 137.1 cm (54") Infant/Child SMART Pads: 101.6 cm (40")
Use-by date	Cartridge is labeled with a use-by date of at least 2 years from date of manufacture
Training SMART Pads	
M5073A	Adult Training SMART Pads cartridge
M5074A	Infant/Child Training SMART Pads cartridge
Function	Training SMART Pads cartridges feature 8 real-world training scripts; used with training mat (included) or with adapters on manikins
Automated and user-activated self-tests	
Daily automatic self-tests	Tests internal circuitry, waveform delivery system, pads cartridge, and battery capacity
Pads integrity test	Specifically tests readiness-for-use of pads (gel moisture)
Battery insertion test	Upon battery insertion, extensive automatic self-tests and user-interactive test check device readiness
Status Indicators	Blinking green "Ready" light indicates ready for use; audible "chirp" indicates need for maintenance

* Refer to the HeartStart OnSite Defibrillator Owner's Manual for detailed product instructions. All specifications based on 25° C unless otherwise noted. The defibrillator and its accessories are made of latex-free materials.

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Please visit www.philips.com/OnSite

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PHILIPS

Cardiac
resuscitation

HeartStart FRx



**Lead the way
to save a life**

For those trained **to save a life**

As a BLS trained responder, an AED and CPR can help you save a life.¹ Philips HeartStart FRx defibrillator guides you through the process of treating a victim of suspected sudden cardiac arrest. The FRx defibrillator provides real-time step-by-step voice commands, an audible metronome and CPR guidance*.



*The FRx can be configured to follow American Heart Association or European Resuscitation Council Adult/Child BLS guidelines.^{1,4}

The HeartStart FRx defibrillator includes a variety of features to help guide the treatment of sudden cardiac arrest (SCA). With easy set-up, clear voice prompts, and rugged design, HeartStart FRx is designed for users trained in Basic Life Support (BLS).



To help **save a life**

Cardiovascular disease is a leading cause of global mortality, accounting for almost 18 million deaths annually or 31% of all global mortality.⁵ In developing countries, it causes twice as many deaths as HIV, malaria and TB combined. The survival rate from sudden cardiac arrest is less than 1% worldwide and close to 5% in the US.⁶ Over half the victims of the most common cause of SCA can survive when treated early with CPR and shock from a defibrillator.⁷



When treating an infant or a child, simply insert the Infant/Child Key, and the FRx defibrillator adjusts instruction and shock energy. Pre-connected SMART Pads II can be used for both adults and children, so you don't waste a single second changing pads.

Multiple features. Highly configurable.

The FRx defibrillator features intuitive, step-by-step voice instructions, including CPR guidance, to help guide BLS responders while treating a cardiac arrest. An audible metronome and voice commands help you time compressions and ventilations at a specified interval during CPR, and are paced to your actions. The FRx is highly configurable for local protocol considerations for example, in schools, communities, office buildings, gyms, corporations, etc.

CPR assistance

Just press the i-button for assistance with CPR, and the FRx provides instructions and audio cues for the appropriate number, rate, and depth of chest compressions, as well as for each breath. If the Infant/Child Key is inserted, the instructions adapt to CPR instructions that are appropriate for an infant or child.

Defibrillation guidance

To deliver a shock, simply place the pads on bare skin where indicated by the placement diagram, and press the orange Shock button when prompted. Flashing icons and a quick reference guide augment the voice instructions, so you'll know what to do even in a noisy setting.

EMS hand-off

The FRx even reminds you to be sure that emergency medical services (EMS) has been called. And once EMS arrives, hand-off is fast and easy because the FRx pads are compatible with advanced defibrillators from Philips and other manufacturers. Special adapters allow our pads to be plugged into advanced care devices to provide continuity of care.



Ready to use the moment it arrives

The HeartStart FRx Ready-Pack configuration arrives ready to use. Just pull the green tab to initiate the FRx self-test that confirms its readiness for use, and put the device into service. The FRx Ready-Pack comes with the FRx already inside its carry case, with pads connected, battery inserted, and a set of spare pads in place. Set-up is easy, and the Quick Setup Guide provides illustrated instructions for setting up the FRx.

Daily self-tests

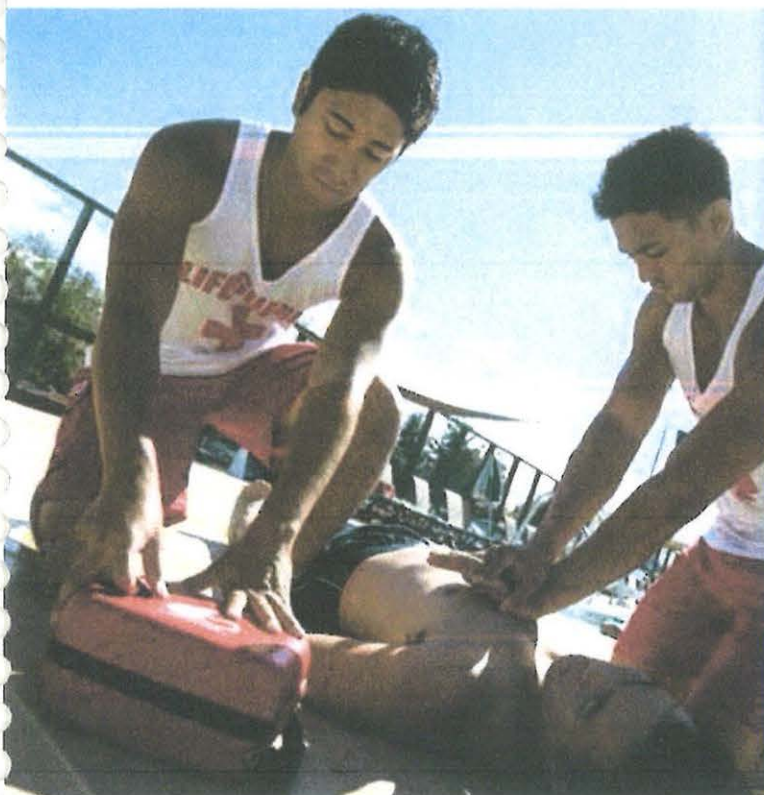
The FRx is designed to be a comprehensive self-testing device. It performs a series of automatic self-tests, including daily, weekly, and monthly self-tests to check pad readiness and verify functionality and calibration of circuits and systems, and it can go up to four years between battery replacements.

Designed to work where you need it

Lightweight, rugged, and reliable, the FRx can withstand rough handling, extreme temperatures, and dusty or wet environments. Rigorous testing includes withstanding loads up to 500 kg (1100 lbs.), and drops from 1.22 m (4 ft.). It can even be used in standing water.

Easy as 1-2-3

The FRx comes with pre-connected SMART Pads II, so it is ready to be used for both adults and children.



Patented Quick Shock typically administers a shock just eight seconds after CPR, making the FRx among the fastest in its class at delivering shock treatment after CPR.⁸ Studies show that minimizing time to shock after CPR may improve survival.⁹⁻¹² As the Guidelines note, "Reduction in the interval from compression to shock delivery by even a few seconds can increase the probability of shock success."¹³

Easy as 1-2-3 in an emergency



1

Press the green On/Off button, which activates voice instruction and visual icons.



2

Place the pads on the patient as directed.



3

When advised by the device, press the orange Shock button.



Advanced technology. Proven therapy.

The FRx contains patented technology that adapts to your actions.



- Integrated SMART Pads II placed on the victim's bare skin sense and adapt the defibrillator's instructions to your actions.
- SMART Analysis automatically assesses the heart rhythm and will only deliver a shock if the rhythm is determined to be shockable – even if the Shock button is pressed.
- Sensors in the pads immediately measure the resistance of the patient's body and adjust shock attributes accordingly.
- Artifact detection allows ECG analysis even in the presence of most electrical noise sources. When challenging sources of artifact are detected, the voice prompts suggest corrective action.

For infants, children, and adults

SMART Pads II can be used for both adults and children. Insert the Infant/Child Key into the FRx to instantly change the device settings for treating an infant or child. The defibrillator adjusts its CPR guidance to provide special pads placement and CPR instructions. The icons on SMART Pads II also flash to show optimized pads placement, and the device reduces defibrillation therapy to a level more appropriate for an infant or child.

Because you don't have to switch pads based on the person's age, you don't need separate pads for adults and children on hand.

Proven therapy

At the core of all HeartStart defibrillators are SMART Analysis and SMART Biphasic technologies. SMART Analysis determines if a shock is needed, and the SMART Biphasic shock waveform is effective at treating cardiac arrest.¹⁴

HeartStart FRx defibrillator specifications

Defibrillator

Defibrillator family	Order 861304. Defibrillator, battery, SMART Pads II (1 set), Setup and Maintenance Guides, Owner's Manual, Quick Reference Guide, date sticker
HeartStart FRx Ready-Pack configuration	Order Option R01. Defibrillator, battery, carry case, SMART Pads II (1 pre-connected set, 1 spare set), Setup and Maintenance Guides, Owner's Manual, Quick Reference Guide, date sticker
Waveform	Truncated exponential biphasic; waveform parameters adjusted as a function of each patient's impedance
Therapy	Adult defibrillation: nominal peak current 32 A (150 J nominal into a 50-ohm load) Pediatric defibrillation with optional FRx Infant/Child Key installed: nominal peak current 19 A (50 J nominal into 50-ohm load)
Protocol	Device follows preconfigured settings; defibrillation and CPR protocol can be customized using HeartStart Event Review software

User interface

Instructions	Detailed voice prompts and visual icons guide responder through use of the defibrillator
CPR guidance	Verbal instructions for adult and infant/child CPR provides instructions and audio cues for the appropriate number, rate, and depth of chest compressions, as well as for each breath
Controls	Green On/Off button, blue-lit i-button, orange Shock button, optional Infant/Child Key
Indicators	Ready light, blue-lit i-button, caution light, illuminated pads, icons; Shock button lights up when shock is advised

Physical

Size	6 cm x 18 cm x 22 cm (2.4" x 7.1" x 8.9") D x H x W
Weight	With battery and pads case: 1.6 kg (3.5 lbs.)

Environmental/physical requirements

Sealing	Waterjet-proof IPX5 per IEC60529 Dust-protected IP5X per IEC60529
Temperature	Operating/Standby: 32° - 122° F (0° - 50° C) Transient operating (for 20 minutes or less, after rapid transition from 68° F [20° C]): -4° to 122° F (-20 to 50° C); under non-condensing humidity conditions.
Altitude	-400 m to 4,572 m (-1312 ft to 15,000 ft)
Aircraft	Meets RTCA/DO-160G:2002 Section 21 (Category M - Radiated Emissions) and Section 20 (Category M - Conducted Immunity, and Category D - Radiated Immunity).
Crush	500 kg (1100 lbs)
Drop	Withstands 1.22 m (4 ft) drop on any edge, corner, or face of the device onto masonry surface.
Vibration	Operating: meets MILSTD 810G Fig. 5146E-1, random. Standby: meets MILSTD 810G Fig. 5146E-2, swept sine (helicopter).
EMI (radiated/immunity)	Meets CISPR 11 Group 1 Class B and IEC 61000-4-3

Data recording and transmission

Infrared	Wireless transmission of event data to a PC using the IrDA protocol
HeartStart Event Review software	Data management software (optional) for download and review of data retrieved through defibrillator's infrared data port
Data stored	First 15 minutes of ECG and the entire incident's events and analysis decisions

Patient analysis system

Patient analysis	Evaluates patient ECG to determine if a rhythm is shockable. Rhythms considered shockable are ventricular fibrillation (VF) and certain ventricular tachycardias (VT) associated with lack of circulation. For safety reasons, some VT rhythms associated with circulation will not be interpreted as shockable, and some very low-amplitude or low-frequency rhythms will not be interpreted as shockable VF.
Sensitivity/specificity	Meets AAMI DF80 guidelines and AHA recommendations for adult defibrillation
Shock advised	Able to deliver a shock as soon as the device indicates a shock is advised
Quick Shock	Able to deliver a shock after the last chest compression of a CPR interval, typically in 8 seconds
Shock-to-shock cycle time	Typically less than 20 seconds between shocks in a series
Artifact detection	Allows ECG analysis even in the presence of most pacemaker artifact and electrical noise sources; other artifacts are detected and corrective voice prompts issued

Battery (M5070A)

Item number(s)	Standard: M5070A Aviation: 989803139301 (TSO C-142, U.S. only)
Type	9 Volt DC, 4.2 Ah, lithium manganese dioxide, disposable long-life primary cell
Capacity	Minimum 200 shocks or 4 hours of operating time (EN 60601-2-4:2003)
Install-by date	Battery is labeled with an install-by date of at least five years from date of manufacture
Standby life	Four years typical when battery is installed by the install-by date (will power the AED in standby state within the specified standby temperature range, assuming one battery insertion test and no defibrillation uses)

SMART Pads II

Item number	989803139261
Active surface area	80 cm ² (12.4"²) each 85 cm ² (13.2"²) each
Cable length	121.9 cm (48")
Use-by date	Pads case is labeled with a use-by date of at least two years from date of manufacture
Infant/Child Key	Item # 989803139311

Training SMART Pads II

Item number	989803139271
Function	Special pads place HeartStart FRx into training mode and disable its energy delivery capability; features eight real-world training scenarios

Automated and user-activated self-tests

Daily automatic self-tests	Tests internal circuitry, waveform delivery system, pads, and battery capacity
Pads integrity test	Specifically tests readiness-for-use of pads (gel moisture)
Battery insertion test	Upon battery insertion, extensive automatic self-tests and user-interactive test check device readiness
Status indicators	Blinking green "Ready" light indicates ready for use; audible "chirp" indicates need for maintenance

* Refer to the HeartStart FRx Defibrillator Owner's Manual for detailed product instructions. All specifications based on 25° C unless otherwise noted. The defibrillator and its accessories are made of latex-free materials.

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PHILIPS

Philips Medical Capital

A better financing solution to acquire the Philips medical equipment you need

Philips Medical Capital (PMC) provides acquisition flexibility

Our solutions help you afford the technology that advances care and attracts healthcare professionals and consumers. And we help you manage a successful business with flexible financing solutions designed to meet your unique needs.

Here are some examples:

- Philips ProPlus provides a simplified equipment and service bundle that combines your contracts into one payment. Enjoy preferred pricing while lowering the administrative burden of multiple contracts.
- Graduated payments that rise over time to allow for use of new equipment as your facility and revenue base grow.
- Deferred payments allow access to equipment today, without making payments for up to six months.
- Flexible and creative structures allow your payment terms to adjust with your cash flow.
- Public finance provides a 501c3 conduit and municipal



Price Proposal

City's Estimated Need. Any variation from the annual estimated quantities that follow shall not entitle the Contractor to an adjustment in the unit price or any additional compensation. Respondents must provide pricing on all items contained in each section.

SECTION 1 – AUTOMATIC EXTERNAL DEFIBRILLATORS (AEDs)

Item No.	Est. Annual Quantity	Unit of Measure	Description	Manufacturer & Part No.	Unit Price	Extension (Quantity x Unit Price)
1.	150	Each	AED(s) (as specified in Section C)	PHILIPS ONKITE M5066A-ROI	\$ 1.295	\$ 194.250
2.	150	Each	Wall Mount for AED (item 1) there may be more than one model and/or additional options for storage such as pelican case, sleeve for wall, etc.	180SM-14R ALARM & TROBE	\$ 145	\$ 21.750
3.	50	Each	Electrodes for AED (item 1) there may be several options	PHILIPS ONKITE M5071A	\$ 57	\$ 2.850
4.	5	Each	Battery for AED (item1) may be more than one option	PHILIPS ONKITE/FRS M5070A	\$ 143	\$ 715
5.	150	Each	Emergency Response or AED Accessory Kit may be more than one option	AB 3101	\$ 10	\$ 1.500
TOTAL SECTION 1:						\$ 221.065

Quote



AED Brands, LLC
95 Chastain Road NW
Suite 302
Kennesaw, GA 30144
AEDbrands.com
800-580-1375

Date 12/4/2019
Quote # 38233
Sales Rep EC

Bill To

City of San Diego- SD PHB
Attn: Brent Krohn, Program Coordinator
1200 Third Ave
Suite 200
San Diego CA 92101

Ship To

City of San Diego- SD PHB
Attn: Maureen O'Connor, PAD Manager
1200 Third Ave
Suite 200
San Diego CA 92101

Item	Description	Quantity	Price Each	Total Price
M5066A	Philips OnSite AED Includes: - 8-Year Warranty - 4-Year Battery - Adult AED Pads - AED/CPR First Response Kit - AED Inspection Tag - "AED On-Site" Window Static Sticker	150	1,295.00	194,250.00
Opt R01	Philips OnSite Ready-Pack (Includes standard carry case, spare pads)	150	0.00	0.00
180SM-14R	Standard AED Wall Cabinet, Surface Mount, Alarm & Strobe	150	145.00	21,750.00
M5071A	Philips OnSite Adult AED Pads	50	57.00	2,850.00
M5070A	Philips AED Battery for OnSite & FRx	5	143.00	715.00
AB 3101	AED Brands AED/CPR Premium Response Kit	150	10.00	1,500.00

Quote good for 60 days

Prepared By Enrique

Memo **SECTION 1- CITY OF SAN DIEGO PRICE PROPOSAL FOR AED'S & SUPPLIES- RFP# 10089608-20-K PHILIPS ONSITE PACKAGE & ACCESSORIES**

Sub-Total 221,065.00
Taxes 0.00
Total 221,065.00

SECTION 2 – ACCESSORIES & REPLACEMENT PARTS FOR CARDIAC SCIENCE AEDS

Item No.	Est. Annual Quantity	Unit of Measure	Description	Manufacturer & Part #	Unit Price	Extension (Quantity x Unit Price)
6.	50	Each	Powerheart® G3 AED Defibrillation Pads	9131-001	\$ 35	\$ 1,750
7.	10	Each	Powerheart® G3 AED Pediatric Defibrillation Pads	9730-002	\$ 87	\$ 870
8.	50	Each	Intellisense™ Defibrillation Pads for Powerheart® G5 AED	XELAED001A	\$ 64	\$ 3,200
9.	10	Each	Intellisense™ Pediatric Defibrillation Pads for Powerheart® G5 AED	XELAED003A	\$ 88	\$ 880
10.	50	Each	Intellisense™ Defibrillation Pads for Powerheart® G5 AED with iCPR	XELAED002A	\$ 213	\$ 10,650
11.	100	Each	Intellisense Battery for Powerheart G3 AED	9146-302	\$ 299	\$ 29,900
12.	100	Each	Intellisense Battery for Powerheart G5 AED	XBTAED001A	\$ 299	\$ 29,900
13.	15	Each	Intellisense® Battery for Powerheart® AED G3 Pro	9145-301	\$ 299	\$ 4,485
14.	10	Each	Powerheart® G3 Pro AED Infrared Serial Communications Cable	162-0108-001	\$ 97	\$ 970
15.	25	Each	Powerheart® G3 Pro AED ECG Patient Monitoring Cable (AHA)	5111-001	\$ 295	\$ 7,375
TOTAL SECTION 2:						\$ 89,980

SECTION-2

Quote



AED
brands®
We're in it for Life

AED Brands, LLC
95 Chastain Road NW
Suite 302
Kennesaw, GA 30144
AEDbrands.com
800-580-1375

Date 12/4/2019
Quote # 38245
Sales Rep EC

Bill To

City of San Diego- SD PHB
Attn: Brent Krohn, Program Coordinator
1200 Third Ave
Suite 200
San Diego CA 92101

Ship To

City of San Diego- SD PHB
Attn: Maureen O'Connor, PAD Manager
1200 Third Ave
Suite 200
San Diego CA 92101

Item	Description	Quantity	Price Each	Total Price
9131-001	Cardiac Science Powerheart G3 Adult AED Pads	50	35.00	1,750.00
9730-002	Cardiac Science Powerheart G3 Pediatric Pads	10	87.00	870.00
XELAED001B	Cardiac Science Powerheart G5 Adult AED Pads	50	64.00	3,200.00
XELAED003A	Cardiac Science Powerheart G5 Pediatric Pads	10	88.00	880.00
XELAED002B	Cardiac Science Powerheart G5 CPR Feedback Adult AED Pads	50	213.00	10,650.00
9146-302	Cardiac Science Powerheart G3 Battery (yellow)	100	299.00	29,900.00
XBTAED001A	Cardiac Science Powerheart G5 AED Battery	100	299.00	29,900.00
9145-301	Cardiac Science G3 Pro Lithium Battery	15	299.00	4,485.00
162-0108-001	Cardiac Science Infrared Serial Communications Cable	10	97.00	970.00
5111-001	Cardiac Science G3 Pro 3-Lead ECG Kit	25	295.00	7,375.00

Quote good for 60 days

Prepared By Enrique

Memo **SECTION 2- CITY OF SAN DIEGO PRICE PROPOSAL FOR AED'S & RELATED SUPPLIES- RFP#10089608-20-K CARDIAC SCIENCE AED's REPLACEMENT PART & ACCESSORIES**

Sub-Total	89,980.00
Taxes	0.00
Total	89,980.00

SECTION 3 – SURPLUS ITEM TRADE-IN VALUE

Item No.	Est. Quantity	Unit of Measure	Description	Unit Price	Extension (Quantity x Unit Price)
16.	100	Each	Surplus AED trade-in value for purchase of AEDs offered in Section 1 Price Schedule	\$ 1,195	\$ 119,500
TOTAL SECTION 3:					\$ 119,500

TOTAL ALL SECTIONS

Section 1: \$ 221,065
 Section 2: \$ 89,980
 Section 3: \$ 119,500
TOTAL SECTIONS 1, 2, & 3: \$ 430,545

****The City desires to purchase products listed as well as other products not specifically listed throughout the term of this contract. Please provide the product manufacturer and discount percentage off of the Manufacturer Price List below:**

Manufacturer: PHILIP'S "FRX", ZOLL, CARDIAL SCIENCE, PHYSIO CONTROL, HEARTSINE (STRYKER), DEFIBTECH
 Discount off Manufacturer Price List: 12.5 %