

**ORIGINAL**



**Rowan County, NC**

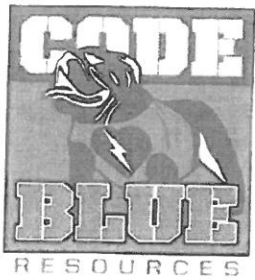
**Philips/ RDT Tempus ALS Monitor/Defibrillators**

**Bid Response Package**

**Submitted by:**

**Code Blue Resources, LLC**

**October 07, 2020**



October 01, 2020

Rowan County Finance Department  
ATTN: David Sifford, Purchasing Agent  
130 West Innes Street, Suite 110-120  
Salisbury, NC 28144

Dear Mr. Sifford,

Code Blue Resources, on behalf of Philips (and as the exclusive distributor for Philips/RDT in NC/SC), thanks you for the opportunity to respond to "Request for Bids – Philips RDT Tempus ALS Monitor Defibrillator". Philips Healthcare and Code Blue respects our long-standing partnership as we propose to you our newest solutions to meet your ever-changing requirements in often austere and unpredictable environments. We sincerely hope the current Philips MRx solution we provided has served you well and contributed to more lives being saved within the community you serve.

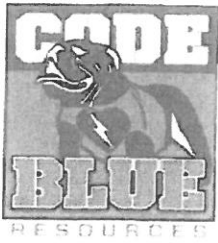
We accept all bid conditions and requirements and take no exceptions to "Exhibit A: Cardiac Monitor Minimum System Requirements". The Philips/RDT Tempus ALS solution that we are proposing meets or exceeds all listed requirements. Our proposal follows the format below as outlined in the bid package:

- \* COST: Quote for (16) complete Tempus ALS devices with all required peripherals to become operational, a (5) year Corsium (data) license for each device, and a (5) year return to bench service plan.
  - o Letter included from Philips/RDT affirming that Code Blue Resources, LLC is the sole authorized distributor for the Tempus family of monitors/defibrillators in NC.
  - o Lease offer from Philips Medical Capital is included.
- \* WORK SCHEDULE: Outline and timeline of implementation schedule.
- \* REFERENCES: As required.
- \* SUPPORTING DOCUMENTS: Tempus ALS brochure, spec sheets, and service brochures.

We look forward to answering any questions you may have after reviewing these documents. Please contact me at (919) 610-2384 or [todd@codeblueresources.com](mailto:todd@codeblueresources.com) with any questions that you might have.

Respectfully,

Todd Baker, NRP/CCP  
Vice-President



Code Blue Resources  
"We're tenacious about helping save lives"

1743 S. Main St  
Suite 202  
Wake Forest, NC 27587

**Quote: 511056**

Date Thursday, October 1, 2020

Rowan County Finance Department  
ATTN: David Sifford, Purchasing Agent  
130 West Innes Street, Suite 110-120  
Salisbury, NC 28144

Description	Qty	Rate	Total
989706001671: TEMPUS ALS-PKG 2: Tempus Pro - Printer, SpO2, NIBP, ECG, ETCO2 & Temp (single-channel) Includes: USA Mains Cable, Pro Recharge Batt, Adult Plus Reusable NBP Cuff, BP Hose (8ft), Rail System & Saddlebag, Tempus Pro Shoulder Strap & Kit, Masimo Rainbow Cable RC25-4RA 25-Pin, MasimoSET M-LNCS DBI Adt Reusable Sensor, Operator Manual, Maintenance Manual, 1 roll of paper - - Tempus LS-Manual Defibrillator 5.7" color screen, fixed & demand pacing, manual defibrillation and cardioversion, CPR metronome Incl: 3-Lead ECG Cable, LS rechargeable Battery	16 Each	43,865.00	701,840.00

**ADDITIONAL OPTIONS / ACCESSORIES / DISCOUNTS INCLUDED IN PRICE ARE SHOWN BELOW**

- Intellispace Corsium: 5yr license for each device. Includes live data transmission, email, ePCR export
- 12 lead ECG with cables
- ST/QT real time analysis/alarms
- Glasgow 12 lead interpretive algorithm
- Karl Storz C-MAC video laryngoscope, USB connected
- CPR Sensor, USB connected - provides real time CPR feedback
- Extra Tempus Pro battery for each device
- Extra Tempus LS battery for each device
- AC power adapter for each Pro and LS
- Tempus Pro battery charger cradle for each device
- Reusable temperature surface probe for each device
- (1) set of adult and pediatric defibrillation electrodes for each device
- (1) infant, small adult, adult, and large adult re-usable BP cuff for each device
- (20) CPR Sensor adhesive pads
- (20) VL Mac 3 blades - disp
- (20) VL Mac 4 blades - disp
- (10) VL Mac D (difficult airway) blades - disp
- 5 year warranty: return to bench, includes onsite calibrations per manufacturer guidelines
- Device configuration, setup, and install training
- TRADE/DISCOUNTS: includes 14 Philips MRx devices: \$70,000 (included in price)

**TOTAL: \$701,840.00**

Tax (if not exempt): TBD when order is placed. Shipping is included  
VALID FOR 90 DAYS

# PHILIPS

**Rowan County Emergency Services**  
ATTN: Chris Lambert  
2727 Old Concord Rd Suite E  
Salisbury, NC, 28146-8388

**Philips Healthcare**  
222 Jacobs Street  
Cambridge, MA 02141  
Emergency Care & Resuscitation

Date: July 27, 2020

Dear Mr. Lambert

This letter is to inform you that Philips Healthcare is the sole manufacturer of the RDT (Remote Diagnostic Technologies) Tempus family of Monitors and defibrillators. Code Blue Resources is the exclusive distributor of all RDT products and supplies for North Carolina & South Carolina.

Please let me know if you have any questions.

Best Regards,



Brent Madigan  
National Distribution Manager, North America  
Emergency Care & Resuscitation  
Philips  
222 Jacobs Street  
Cambridge, MA 02141  
Brent.madigan@philips.com  
925.332.9170



## Philips Medical Capital

October 2, 2020

Rowan County Finance Department  
ATTN: David Sifford, Purchasing Agent  
130 West Innes Street, Suite 110-120  
Salisbury, NC 28144

We appreciate the opportunity to submit this Philips Medical Capital equipment-financing proposal. This proposal is for a lease to finance Philips Healthcare Technology. If you have any questions or require further information, please feel free to contact Mike Stelacio (610) 386 3430.

The following is a proposal for financing for the customer named herein ("Customer") regarding the equipment described herein ("Equipment") by Philips Medical Capital, LLC ("PMC") for discussion purposes only. This Letter is an indication of interest regarding a possible financing transaction on the general terms and conditions outlined herein and should not be construed as a commitment.

**DATE:** October 2, 2020

**LESSOR:** Philips Medical Capital

**CUSTOMER:** County of Rowan

**STRUCTURE AND PAYMENTS:** *60 Month Payment Options*

<b>16 Philips Tempus ALS Package with Karl Storz Larygoscope System Price: \$701,840.00*</b>	
<b>60 Month \$1 Out</b> \$13,934.22 a month + tax	<b>60 Month FMV</b> \$12,429.16 a month + tax

- Taxes not included in monthly payment
- Assumes all trade-in's are free and clear of any liens or encumbrances
- \*Includes trade up and termination of lease 101-10081002
- \*Involves \$70,000 discount for trade in of existing equipment
- \*Only applies if financed through PMC

**LEASE DEPOSIT:** No lease deposit required.

**COMMENCEMENT** The lease start date will begin upon acceptance or availability of first clinical use, whichever occurs first. If the lease commencement date does not fall on the first of the month, interim rent will be assessed for the period between the lease commencement date and the start of the billing cycle.

**END-OF-TERM OPTIONS:** **\$1.00 BUY-OUT** Lessee can purchase the equipment at end of lease term for \$1.00.

**FAIR MARKET VALUE** Lessee shall have the option to a) purchase all, but not less than all of the Equipment at its then fair market value, or b) Renew the lease at its then fair rental value, or c) Return the Equipment to the PMC.

**RENTAL  
ADJUSTMENT:**

The monthly payment quoted is tied to like- term Interest Rate Swaps as published in the ICE Report Center daily update referencing USD Rates 1100 (<https://www.theice.com/marketdata/reports/180>) (or PMC may use an interpolated rate if a like term is not available) and will float up with those Swap rates until the date of the commencement of the lease. These payments were calculated with the Interest Rate Swaps on October 2, 2020.

**NET LEASE:**

Lessee will, at its own expense, provide insurance and will pay all fees, property, sales and use taxes and other expenses of a similar nature.

**INFORMATION  
REQUIRED:**

- Completed Application
- Signed lease proposal and equipment quotation
- Last two years audited or reviewed financial statements and most recent interim financial statements

**QUOTE  
EXPIRATION:**

This Letter is valid until October 29, 2020 from the date hereof and thereafter shall automatically be deemed to be null and void.

This proposal is: (a) subject to review and approval by PMC's credit committees; (b) delivered to Lessee on the condition that its terms be kept confidential and not shown to, or discussed with, any third party (other than on a confidential and need-to-know basis with Lessee's directors, officers, counsel and other advisors, or as required by law) without Philips Medical Capital's express prior written approval; and (c) governed and construed in accordance with the internal laws of the Commonwealth of Pennsylvania. Lessee and PMC agree to: (a) the exclusive jurisdiction of the state and federal courts located in Philadelphia County, Pennsylvania with respect to any dispute arising out of or relating to this proposal and (b) waive any right to trial by jury that either of them may have arising out of or relating to this proposal.

Either PMC or Customer may terminate discussions at any time in its sole discretion. If made, an approval by PMC would be in a separate writing and would be subject to legal and business due diligence and credit review, with results satisfactory to PMC, in its sole discretion. Customer acknowledges that the terms of the financing (if approved) may change before final documentation is executed by the parties. No financing terms will be binding on either party until definitive documentation is signed by Customer and PMC. This Letter is not a statement of all terms and conditions of the financing, which terms and conditions would be contained fully in final documentation and would supersede the terms of this Letter. This Letter is intended for the use of the Customer only, and no other party may rely upon or derive any legal rights from this Letter. Customer agrees to keep this Letter and its terms confidential and not to disclose same to any third parties (other than its professional advisors and employees on a need-to-know basis) without PMC's prior written consent.

By signing below, Lessee hereby authorizes the release of any credit or financial information to PMC and its agents and assigns. The terms and conditions of this Proposal are hereby agreed to and accepted this \_\_\_\_\_ day of \_\_\_\_\_, 2020.

**County of Rowan**

By: \_\_\_\_\_

Title: \_\_\_\_\_

## Work Schedule

Provide a timeline indicating when the equipment can be delivered, what maintenance and/or repair services will be included and the estimated start and completion dates for those services.

1. **Equipment delivery:** current lead time from PO receipt to equipment delivery is estimated at 6-8 weeks, though it could be quicker.
2. **Maintenance & Repair Services:** our proposal includes a 5 year "return to bench" warranty and yearly calibrations for NBP, CO2, and other parameters required by Philips/RDT. Yearly calibrations will be handled onsite, with any required service being handled with a loner provided while the device is being repaired. Shipping, labor, and parts are included in the warranty cost.
3. **Install Timeline:** We will work with Rowan County leadership to meet their requirements and expectations to facilitate an efficient transition to new equipment. The components of the installation process will include:
  - a. Establish logistical timelines and commitments to meet customer operational requirements based on an anticipated delivery schedule
  - b. Stand up and test Cloud Data Solution (Corsium) within customer environments
  - c. Provide end user training with a goal of training several "super user" resources organic to the organization
    - i. End user training will include lecture, hands on and scenario-based training.
  - d. Code Blue Resources will offer to provide additional in-service training at no cost for any new staff if requested to do so.

## References

**Kevin Uhl**

Fire Captain

Operations Bureau

Cincinnati Fire Department

805 Central Ave, Suite 430

Cincinnati, Ohio 45202

513.357.7516 office

513.581.7584 mobile

[kevin.uhl@cincinnati-oh.gov](mailto:kevin.uhl@cincinnati-oh.gov)

**Howard Polden RN, CFRN, CMTE, NREMT**

Chief Clinical Supervisor

Helicopter Rescue Specialist

Travis County *STAR Flight*

Kristin E. McLain Building

7800 Old Manor Rd.

Austin, TX 78724

Cell: 512-720-9046

Office: 512-854-3701

[Howard.Polden@traviscountytexas.gov](mailto:Howard.Polden@traviscountytexas.gov)

[www.starflight.traviscountytexas.gov](http://www.starflight.traviscountytexas.gov)

**Brian Lowe**

Captain

New Garden Rescue Squad

343 Heritage Dr.

Honaker, VA 24260

Cell: 276-701-3180

[rfrblowe@gmail.com](mailto:rfrblowe@gmail.com)