



LAKE HAVASU CITY  
**Sole Source Purchase Justification**  
*Purchases over \$5,000*

Department: Fire Department Contact Name: Fire Chief Pilafas  
 Division: EMS Division Contact Phone #: 854-4257 Ext. \_\_\_\_\_  
 Vendor Name: Stryker Medical  
 Commodity (general description): Lifepak 15 V4 Monitor/Defib and Accessories  
 Estimated Dollar Amount (include sales tax, shipping, etc.): \$75,439.46 Purchase Requisition # TBD  
 IF GREATER THAN \$50,000, Council Approval Date: \_\_\_\_\_ FPO # TBD

**SOLE SOURCE PROCEDURE (CITY CODE § 3.10.020.9)**


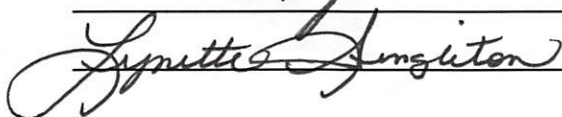
1. To the extent practicable, the using department shall use competitive purchasing procedures and negotiate with the sole source vendor/supplier to obtain contract terms advantageous to the City.
2. A using department seeking authority to award a sole source contract shall attach to this form written documentation, which includes:
  - (a) Reasons the goods or services should be sole sourced;
  - (b) The process for selecting the contractor;
  - (c) A description of competitive purchasing or negotiation that will be used in the process; and
  - (d) Any other factors that support the sole source purchase.
3. Complete documentation of the method used for selection of the contractor shall be included in the file.
4. If the contract is for \$50,000 or less, the City Manager may award the contract. If the contract is for more than \$50,000, the contract shall be submitted to the City Council for approval.

**FOR PURCHASING USE ONLY**

**SOLE SOURCE PURCHASE DETERMINATION**

The written findings include sufficient justification that:

1. The efficient utilization of existing goods or service requires the acquisition of compatible goods or services; and
2. Findings that support the conclusion that the goods or services are available from only one source.

Approval of Department Director:  Date 6/28/24  
 Review by Procurement:  Date 6/28/2024

DISTRIBUTION : Original - Purchasing Scanned Copy - N:\Resources\Sole Source

### **Sole Source Purchase Justification**

**Stryker Medical – Purchase of two (2) LifePak LP15 not to exceed \$75,000**

**The Fire Department has LifePak units on all engines throughout the City. LifePak monitor/defibrillators are used to identify, diagnose, and treat life-threatening conditions. They are used from minor level calls to major emergency calls where patients are in full cardiac arrest. LifePaks are the most advanced monitor/defibrillator in innovation, operations, and toughness. LifePak device must be purchased for standardization with the department.**

**Stryker Medical is the original manufacturer and sole source provider of LifePak devices (sole source letter attached).**



**ProCare® Services**

3800 E. Centre Ave.  
Portage MI 49002 USA  
1 800 STRYKER  
stryker.com

<b>To:</b>	Whom it may concern
<b>Subject:</b>	Emergency Care parts and service
<b>Date:</b>	June 2024

Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All parts are either manufactured by Stryker or outside suppliers and are new, tested and approved for use on Stryker's products.

Stryker employs its own field service team (known as ProCare Services) to service its products and only uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Stryker's Emergency Care products that require the use of such proprietary tools include, but are not limited to:

- Power-LOAD powered fastener system
- Power-PRO 2 powered ambulance cot
- Power-PRO XT powered ambulance cot
- Stair-PRO
- LUCAS 3, v3.1 chest compression system
- LIFEPAK 15 monitor/defibrillator
- LIFEPAK 20e defibrillator/monitor
- LIFEPAK 1000 defibrillator
- LIFEPAK CR Plus defibrillator/LIFEPAK CR2 defibrillator

Tooling is calibrated, documented and controlled by Stryker's home offices in Portage, MI, U.S. and Redmond, WA, U.S. Calibration and training records are available upon request.

Stryker's quality team reviews and documents service repairs. We track and trend service to help ensure the highest level of product performance. Preventive maintenance (PM) and service history documentation is available upon request.

Please contact your local Stryker representative with questions.

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: LIFEPAK, LIFEPAK CR, LUCAS, Power-LOAD, Power-PRO, ProCare, Stryker. All other trademarks are trademarks of their respective owners or holders.

The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.



# Lifepak 15

Quote Number: 10941025

Remit to: Stryker Sales, LLC  
21343 NETWORK PLACE  
CHICAGO IL 60673-1213  
USA

Version: 1

Prepared For: LAKE HAVASU CITY FIRE DEPT

Rep: David Gandara

Attn:

Email: david.gandara@stryker.com

Phone Number:

Quote Date: 06/24/2024

Expiration Date: 09/22/2024

Contract Start: 06/19/2024

Contract End: 06/18/2025

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	LAKE HAVASU CITY FIRE DEPT	Name:	LAKE HAVASU CITY FIRE DEPT	Name:	LAKE HAVASU CITY FIRE DEPT
Account #:	20074671	Account #:	20074671	Account #:	20074671
Address:	2330 MUCULLOCH BLVD N LAKE HAVASU CITY Arizona 86403-5950	Address:	2330 MUCULLOCH BLVD N LAKE HAVASU CITY Arizona 86403-5950	Address:	2330 MUCULLOCH BLVD N LAKE HAVASU CITY Arizona 86403-5950

## Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	PCE	4	\$468.00	\$1,872.00
2.0	11996-000519	LNCS-II rainbow DCI 8? SpCO, Adult Reusable Sensor	PCE	2	\$644.25	\$1,288.50
3.0	11996-000520	LNCS-II rainbow DCIP 8? SpCO, Pediatric Reusable Sensor	PCE	2	\$708.75	\$1,417.50
4.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	PCE	2	\$333.75	\$667.50
5.0	11220-000028	LIFEPAK 15 Carry case top pouch	PCE	2	\$60.00	\$120.00
6.0	11260-000039	LIFEPAK 15 Carry case back pouch	PCE	2	\$85.50	\$171.00
7.0	11160-000017	NIBP Cuff -Reusable, Large Adult	PCE	2	\$35.25	\$70.50
8.0	11160-000013	NIBP Cuff-Reusable, Child	PCE	2	\$25.50	\$51.00
10.0	99577-001955	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD (26500-003612) per order	PCE	2	\$36,909.00	\$73,818.00
11.0	41577-000285	LP15 ACCRY SHIPKIT,AHA,L	PCE	2	\$0.00	\$0.00
Equipment Total:						\$79,476.00



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### Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-15V1V2-LP15	TRADE-IN-STRYKER LP15V1V2 TOWARDS PURCHASE OF LIFEPAK 15	2	-\$6,500.00	-\$13,000.00

### Data Solutions:

#	Product	Description	Qty	Sell Price	Total
9.0	21996-000109	Titan III WiFi Gateway	2	\$1,328.00	\$2,656.00
Data Solutions Total:					\$2,656.00

### Price Totals:

Estimated Sales Tax (7.600%):	\$5,052.18
Freight/Shipping:	\$1,255.28
<b>Grand Total:</b>	<b>\$75,439.46</b>

Prices: In effect for 30 days

Terms: Net 30 Days

### Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at [https://techweb.stryker.com/Terms\\_Conditions/index.html](https://techweb.stryker.com/Terms_Conditions/index.html).



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