

REQUEST FOR BOARD ACTION

HENDERSON COUNTY BOARD OF COMMISSIONERS

MEETING DATE: July 21, 2021

SUBJECT: Sole Source of 3 Power-Load Cot Fastener Systems

PRESENTER: Mike Barnett, EMS Manager

ATTACHMENTS:

- I. Quote
- II. Sole Source Letter

SUMMARY OF REQUEST:

The Board is requested to approve the attached proposal and authorize staff to proceed with the procurement of 3 Stryker EMS Power-Load cot fastener systems via the sole source exception for informal bidding in accordance with N.C.G.S 143-129 (e)(6).

The sole quote was received from Stryker EMS for a total price of \$64,777.05. They are the only manufacturer of this type of lift system, which will be utilized in combination with the Stryker stretchers that Henderson County currently owns. This ensures conformity and operability of these systems as the County has standardized its fleet of stretchers to the Stryker Power Pro Stretcher.

All three (3) Stryker Power-LOAD cot fastener systems were included in the FY2022 budget in the amount of \$64,777. There is sufficient budget in the FY2022 departmental budget to cover the five-cent overage.

BOARD ACTION REQUESTED:

The Board is requested to accept the sole proposal from Stryker EMS and authorize Henderson County staff to proceed with the purchase of 3 Stryker Power-LOAD cot fasteners in the amount of \$64,777.05 using the sole source exception to informal bidding as allowed under N.C.G.S 143-129 (e)(6).

Suggested Motion:

I move the Henderson County Board of Commissioners to accept the sole proposal from Stryker EMS and authorize Henderson County staff to proceed with the purchase of 3 Stryker Power-LOAD cot fasteners in the amount of \$64,777.05 using the sole source exception to informal bidding as allowed under N.C.G.S 143-129 (e)(6).



3 Power-LOADS

Quote Number: 10233247

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308
Chicago, IL 60673-3308

Prepared For: HENDERSON COUNTY EMS

Rep: Jaren Sustar

Attn:

Email: jaren.sustar@stryker.com

Phone Number:

Quote Date: 06/11/2021

Expiration Date: 09/09/2021

Delivery Address

Name: HENDERSON COUNTY EMS

Account #: 1073620

Address: 2529 ASHEVILLE HWY

HENDERSONVILLE

North Carolina 28791-1409

End User - Shipping - Billing

Name: HENDERSON COUNTY EMS

Account #: 1073620

Address: 2529 ASHEVILLE HWY

HENDERSONVILLE

North Carolina 28791-1409

Bill To Account

Name: HENDERSON COUNTY EMS

Account #: 1073620

Address: 2529 ASHEVILLE HWY

HENDERSONVILLE

North Carolina 28791-1409

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	639005550003	MTS PWLD EXCLUDES FLOOR PLATE	3	\$21,592.35	\$64,777.05
Equipment Total:					\$64,777.05

Price Totals:

Estimated Sales Tax (6.750%):	\$4,372.45
Freight/Shipping:	\$0.00
Grand Total:	\$69,149.50

Prices: In effect for 60 days.

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.



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Remit to:

Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep:

Jaren Sustar

Email:

jaren.sustar@stryker.com

Phone Number:

AUTHORIZED CUSTOMER SIGNATURE

Capital 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 Acute Care capital terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.

June 8, 2020

Dear valued customer,

Based on the required regulatory applicability of certain products during the COVID-19 pandemic, please review the following information regarding Stryker's Power-PRO™ XT ambulance cot and Power-LOAD® cot fastener system.

These advanced products provide a powered system approach to raising/lowering and loading/unloading a patient in the back of an ambulance.

Some key features of the Power-PRO XT and Power-LOAD that help with caregiver safety include:

- Only two operators needed for an occupied cot
- Raise/lower and load/unload with the touch of a button
- Caregiver injury reduction
- SAE J3027 crash-rated system*
- Power-LOAD safe working load of 870 lbs

Only two operators needed for an occupied cot: In the pre-hospital space, adequate staffing is a common problem experienced by a service. The COVID-19 pandemic could have further impacted those staffing shortages. With the Power-PRO XT, only two caregivers are required in order to operate.

Raise/lower and load/unload with the touch of a button: By simply pressing a button, the Power-PRO XT will raise or lower a patient. A patient up to 700 lbs on a Power-PRO XT cot can also be loaded or unloaded from an ambulance with the touch of a button on Power-LOAD.

Caregiver back injury reduction: Case studies showcase reduction in caregiver back-related injuries.

- 100% reduction in cot-related injuries saved one service \$545,000 in 4.5 years¹
- 96% reduction in adverse cot events after implementation of Power-PRO XT and Power-LOAD by one service²

SAE J3027 crash-rated system: Dynamically crash tested to pass SAE J3027 standards, which tests ambulance litter integrity, retention and patient restraint.*

Safe working load of 870 lbs: The Power-LOAD system can support 870 lbs of working load (the total weight of the cot and patient). This lets ambulance services potentially require less rescuers on scene to help load and unload patients in the back of the ambulance.

Please visit stryker.com for more information on the Power-PRO XT or Power-LOAD.

Sincerely,



Chris Walsh
Director of Marketing

1. Stryker (2018). EMSStat – Norman Regional Health System Case Study (Case Study on Power-PRO XT cots and Power-LOAD cot fastening systems).

2. Emergency Medical Services Authority. (2015). Risk Reduction Success Story: Utilization of the Stryker Power-LOAD Cot Fastener System in the EMSA System. Tulsa, Oklahoma and Oklahoma City, Oklahoma: Emergency Medical Services Authority.

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*When used with Stryker's X-Restraints and Universal Floorplate. Data provided by EMSA.