

**HENDERSON COUNTY  
BOARD OF COMMISSIONERS**

**MEETING DATE:** August 1, 2022

**SUBJECT:** Sole Source of 8 Stryker Power Loads

**PRESENTER:** Mike Barnett, EMS Manager

**ATTACHMENTS:** Vendor Proposal  
Tabulation of Pricing  
Sole Source Letter from Vendor  
N.C.G.S. 143-129 (e)(6) & 2 CFR 200.320 (C) (2)

**SUMMARY OF REQUEST:**

The Board is requested to approve the attached proposal and authorize staff to proceed with the procurement of (8) Stryker Power-LOAD cot fasteners with upgrade kits via the sole source exceptions as allowed under N.C.G.S 143-129 (e)(6) and 2 CFR 200.320 (C) (2). As a sole source contract with County government, approval of this agreement by the Board of Commissioners is required.

The sole proposal was received from Stryker Medical for a total pre-tax price of \$184,221.20. Stryker is the sole manufacturer of this type of lift system that can be utilized with the existing Stryker stretchers that Henderson County currently owns. This will ensure conformity and operability of these systems as the County has standardized its fleet of stretchers to the Stryker Power Pro.

Three of the Stryker Power-LOAD cot fasteners with upgrade kits were approved in the FY23 County budget in the amount of \$70,242 and six were funded with revenue replacement from ARPA in the amount of \$117,170 for a total budgeted amount of \$187,412.

**BOARD ACTION REQUESTED:**

The Board is requested to accept the sole proposal from Stryker Medical and authorize Henderson County staff to proceed with the purchase of 8 Stryker Power-LOAD cot fasteners with upgrade kits in the amount of \$184,221.20 using the sole source exceptions as allowed under N.C.G.S 143-129 (e)(6) and 2 CFR 200.320 (c) (2).

**Suggested Motion:**

*I move the Henderson County Board of Commissioners to accept the sole proposal from Stryker Medical and authorize Henderson County staff to proceed with the purchase of 8 Stryker Power-LOAD cot fasteners with upgrade kits in the amount of \$184,221.20 using the sole source exception as allowed under N.C.G.S 143-129 (e)(6) and 2 CFR 200.320 (c) (2).*



## 6 Power-LOADS

Quote Number: 10470010

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: 06/17/2022

Expiration Date: 09/27/2022

### 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	8	\$22,772.25	\$182,178.00
2.0	639000010135	CABLE, ANCHOR TO VEHICLE	8	\$70.40	\$563.20
Equipment Total:					\$182,741.20

### Price Totals:

Estimated Sales Tax (6.750%): \$12,335.03

Freight/Shipping: \$1,480.00

Grand Total: \$196,556.23

Prices: In effect for 30 days

Terms: Net 30 Days

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

**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](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>.

## Power-LOAD<sup>®</sup> Cot Fastener sole source information

To whom it may concern,

Stryker certifies that we are the sole manufacturer of Stryker's Power-LOAD Cot Fastener (Model 6390). This correspondence is to inform you of the characteristics of the Power-LOAD Cot Fastener. These characteristics can be broken down into two primary categories: **qualifications** and **ease of use**.

Stryker's Power-LOAD (Model 6390) Cot Fastener is mounted within the patient compartment and is intended to aid in the loading/unloading of patients. Stryker's Power-LOAD is the only powered cot fastening system that meets the following:

### Qualifications:

- IPX6: The system is tested to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: The Power-LOAD Cot Fastener conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789:2007, clause 4.5.9 when used with Power-PRO Cot and X-Restraints: This is a European dynamic crash test which subjects a 50th percentile dummy to nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges.
- SAE J3027 compliant when used with Stryker's Power-PRO Cot and X-Restraints

### Ease of use:

- Provides a linear guide for loading and unloading the cot.
- Allows for remote actuation from Power-PRO foot end controls.
- Engages to the cot during loading and unloading, providing a means of lifting and lowering.
- Safe working load of 870 lb and capable of lifting patients weighing up to 700 lb.
- Mounts inside the patient compartment to prevent environmental exposure and corrosion.
- Power washable.
- Capable of inductively charging Stryker's SMRT Battery.

Please contact your Sales Representative for further information.

Sincerely,



John Guyeskey, Sr. Manager, Downstream Marketing

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: Power-LOAD, Power-PRO, SMRT, 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.

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## Emergency Care

3800 E. Centre Avenue, Portage, MI 49002 USA | P +1 269 329 2100 | Toll-free +1 800 327 0770 | [stryker.com](http://stryker.com)

- (6) Purchases of apparatus, supplies, materials, or equipment when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration. Notwithstanding any other provision of this section, the governing board of a political subdivision of the State shall approve the purchases listed in the preceding sentence prior to the award of the contract.

In the case of purchases by hospitals, in addition to the other exceptions in this subsection, the provisions of this Article shall not apply when: (i) a particular medical item or prosthetic appliance is needed; (ii) a particular product is ordered by an attending physician for his patients; (iii) additional products are needed to complete an ongoing job or task; (iv) products are purchased for "over-the-counter" resale; (v) a particular product is needed or desired for experimental, developmental, or research work; or (vi) equipment is already installed, connected, and in service under a lease or other agreement and the governing body of the hospital determines that the equipment should be purchased. The governing body of a hospital shall keep a record of all purchases made pursuant to this subdivision. These records are subject to public inspection.

- (c) *Noncompetitive procurement.* There are specific circumstances in which noncompetitive procurement can be used. Noncompetitive procurement can only be awarded if one or more of the following circumstances apply:
- (1) The acquisition of property or services, the aggregate dollar amount of which does not exceed the micro-purchase threshold (see paragraph (a)(1) of this section);
  - (2) The item is available only from a single source;
  - (3) The public exigency or emergency for the requirement will not permit a delay resulting from publicizing a competitive solicitation;
  - (4) The Federal awarding agency or pass-through entity expressly authorizes a noncompetitive procurement in response to a written request from the non-Federal entity; or
  - (5) After solicitation of a number of sources, competition is determined inadequate