

REQUEST FOR BOARD ACTION

HENDERSON COUNTY BOARD OF COMMISSIONERS

MEETING DATE: August 17, 2022

SUBJECT: Sole Source of Two Hamilton Ventilators

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 two Hamilton ventilators 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 Hamilton Medical, Inc for a total price of \$33,420.42. Hamilton Medical, Inc is the only manufacturer of this ventilator that is inclusive of all of the following functions: hot swappable batteries, 8.4" touch screen, high performance noninvasive ventilation option, and the APRV/DuoPAP ventilation modes which increases patient safety during EMS transport..

The ventilators were included in the FY2023 budget in the amount of \$42,366.

BOARD ACTION REQUESTED:

The Board is requested to accept the sole proposal from Hamilton Medical, Inc and authorize Henderson County staff to proceed with the purchase of two Hamilton ventilators in the amount of \$33,420.42 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 Hamilton Medical, Inc and authorize Henderson County staff to proceed with the purchase of two Hamilton ventilators in the amount of \$33,420.42 using the sole source exception to informal bidding as allowed under N.C.G.S 143-129 (e)(6).

Quote Date: 6/28/2022

Henderson County EMS
 2529 Asheville Hwy
 Hendersonville, NC 28792

Emergency Medical Services
 HCE.2T1G.062822.JDC

Attention: Mike Barnett
 (828) 774-9393
 MBarnett@Hendersoncountync.gov

Qty	PART #	DESCRIPTION	UNIT LIST PRICE	QUOTED PRICE	EXTENDED DISCOUNT	EXTENDED PRICE	
2	161009	HAMILTON-T1 Gray EMS Package	\$19,570.00	\$16,500.00	\$6,140.00	\$33,000.00	
1	59600	Clinical Training	\$2,000.00			Included	
1	59202T1	HAMILTON-T1 Service Training Tuition	\$2,495.00			Included	
2	161066	HAMILTON-T1 NIV, NIV S/T Application	\$2,060.00			Included	
2	MSP369108	HAMILTON-C1/T1/MR1 Li-Ion Battery- Rechargeable	\$295.68			Included	
2	MSP369108	HAMILTON-C1/T1/MR1 Li-Ion Battery- Rechargeable	\$295.68			Included	
2	355198	HAMILTON-C3/C2/C1/T1 POWER CORD	\$24.40			Included	
2	161987	Gray Universal Mount Handle	\$0.00			Included	
2	161883	HAMILTON-T1 Adult/Pediatric Configuration	\$0.00			Included	
2	161748	Dust Filter Set for HEPA & Cooling Fan, for NBC Option	\$35.76			Included	
2	161030	HAMILTON-T1 Language Kit				Included	
2	160470	DISS CONNECTOR O2 - PLATFORM C	\$98.64			Included	
2	151815	DEMO LUNG ASSEMBLY, ADULT	\$64.89			Included	
1	3691040	HAMILTON-C3/C2/C1/T1/MR1 Battery Calibrator w/ Cord	\$494.61	\$420.42	\$74.19	\$420.42	
Sub Total						\$33,420.42	
Trade-in						\$0.00	
Sub Total						\$33,420.42	
					Sales Tax	0.000%	\$0.00
					Shipping Charges		\$0.00
					Quantity Discount		\$0.00
Quote Total						\$33,420.42	
Finance Option		No. of Periods (Months)	60	Monthly Payment		\$669.68	

Comments:

Hamilton Medical Inc. Emergency Medical Services Terms and Conditions of Sale

- 1. Prices**
Prices are in US Dollars.
- 2. Payment terms**
NET 30 days after invoice date. Payment terms are not extended while waiting for the issuance of a credit.
- 3. Freight terms**
FOB Origin Pre-paid and added
- 4. Warranty**
Two year parts & One year labor on new equipment. Ninety (90) day warranty on any upgrade parts. Extended warranties are available. The CO2 Capnostat 5 sensor and Aerogen cable have a One year manufacturer's warranty. All turbines installed in Hamilton-C1/T1/MR1/C6/C3 ventilators shipped from Hamilton Medical AG on or after July 1st, 2014 are warrantied for five (5) years against defects in design, material and workmanship under normal use for which it is intended. During the warranty period, Hamilton Medical will repair or replace, at its discretion, defective components or assemblies.
- 5. Validity:**
The prices quoted are valid through November 30th, 2022.
- 6. Technical Support**
Twenty four-hour/seven days per week / three hundred sixty five days per year telephone technical support is provided at no charge for the life of the Hamilton Medical, Inc. equipment.
- 7. Special Conditions**
Hamilton Medical, Inc. does not supply; the cables, hardware, software or middle ware needed to integrate Hamilton Medical equipment with any facilities current Hospital Information or Electronic Medical Record systems.
- 8. Trade-In Equipment**
Quotations that include trade-in equipment; Hamilton Medical will offer a trade-in credit, per competitive ventilator, on a one-to-one basis. A mutual agreement for the arrangement of the disposal/transfer of the trade-in ventilators needs to be made within 30 days after the delivery of the new equipment. All trade-in equipment must either be destroyed or released to an authorized Hamilton Medical representative within 60 days after the delivery of the new equipment. Failure to meet the stated dates will result in forfeiture of the total trade-in credit. Trade-in values may fluctuate based on market demand.
- 9. Delivery**

Expected delivery within 60 days of receipt & acceptance of purchase order.

10. Advertising & Promotion

Hamilton Medical may include information about the use of Hamilton Medical products at through Hamilton Medical’s distribution channels; including but not limited to, web sites, press releases and reference lists, in the form of text and/or photographic images. Prior to use and publication, all copy shall be forwarded for its approval, which approval shall not be unreasonably withheld or delayed.

11. Purchase Orders

Purchase orders can be placed via an e-mail to customer.service@hamiltonmedical.com or via a fax to (775)856-5621 or (775)420-3102.

12. Service Training Tuition

If applicable, service training tuition credits are valid for three years from the date of invoice. If the tuition is not used within three years, it will be forfeited and cancelled.

13. Financing

Monthly payment is based on credit approval. All submitted documentation must be satisfactory to Hamilton Medical Financial. Should you have any questions, please contact Ben Hardy at (952)516-7192 or BHardy@vendorservicesgroup.com

14. Sales Tax

Sales tax will be included on quotations for facilities that do not have a tax exemption certificate on file with Hamilton Medical, Inc. If applicable, provide Hamilton Medical, Inc. with a current tax exemption certificate to receive a quotation without sales tax. Once a current tax exemption certificate is provided, Hamilton Medical, Inc. will update your account to reflect the tax exempt status.

All information and pricing contained in this agreement is legally privileged and/or CONFIDENTIAL information to be shared only between Hamilton Medical Inc. and the direct recipient of this quote. You are hereby notified that any dissemination, distribution or copying of this agreement and/or Exhibits outside of Hamilton Medical Inc. and employees is strictly prohibited.

Quote Date Tuesday, June 28, 2022

Account Manager Joshua D Curtis

Account Manager Phone: (859) 779-8002

Account Manager Email josh.curtis@hamiltonmedical.com

Hamilton Medical, Inc.
P.O. BOX 30008
Reno, NV 89520-3008

Version 17.4

Phone:(775)858-3200
Fax:(775)856-5621
www.hamilton-medical.com

August 1, 2022

To Whom It May Concern:

Hamilton Medical is the sole source manufacturer and distributor of the HAMILTON-T1 transport ventilator system. Hamilton Medical sells directly to the end user facilities and as such, there are no agents or dealers authorized to represent this product. No other division of Hamilton Medical, nor any other company, makes similar or competing products.

Key Characteristics:

- Approved for use in ambulances, helicopters and airplanes
- Adult, pediatric, and neonatal ventilation
- 9 h of battery operating time- hot swappable batteries
- 8.4 inch touch screen
- High performance noninvasive ventilation
- Intelligent ventilation modes with adaptive support ventilation (ASV)
- Volumetric capnography capable
- APRV/DuoPAP ventilation modes
- Night vision capabilities
- High FLOW O2 Therapy capable

If you desire additional information, don't hesitate to contact Chris Neighbors at (775) 843-7343 or visit our website, www.hamilton-medical.com

Best regards,

Hamilton Medical, Inc.



Robert Hamilton
CEO