



**CITY OF VIRGINIA BEACH, VIRGINIA
PURCHASE ORDER**

VENDOR: PHYSIO CONTROL CORP
11811 WILLOWS RD NE
PO BOX 97023
REDMOND, WA 98073-9723

| |
|--------------------------|
| SHIP TO |
| FIRE/MANAGEMENT SERVICES |
| 927 BIRDNECK ROAD |
| VIRGINIA BEACH, VA 23451 |
| United States |
| BILL TO |
| FIRE/MANAGEMENT SERVICES |
| 927 BIRDNECK ROAD |
| VIRGINIA BEACH, VA 23451 |
| United States |

| Purchase Order | | |
|---|------------|--------|
| PO NUMBER NO. | REVISION | PAGE |
| FIRE-15-0206 | 4 | 1 of 6 |
| THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCE RELATED TO THIS ORDER | | |
| DATE OF ORDER | BUYER | |
| 03-APR-15 | S Ratcliff | |
| DATE OF REVISION | BUYER | |
| 07-JUN-16 | S Ratcliff | |

| CUSTOMER ACCT NO. | | VENDOR NO. | PAYMENT TERMS | FREIGHT TERMS | F.O.B. | SHIP VIA |
|---|--|------------|---------------|------------------------|-------------|----------|
| CONFIRM TO /TELEPHONE (800) 442-1142 | | | Net 30 | PP&ALL/Inside Delivery | Destination | |

| LINE | PART NUMBER / DESCRIPTION | DELIVERY DATE | QUANTITY | UNIT | UNIT PRICE | EXTENSION | TAX |
|------|--|---------------|----------|------|------------|-----------|-----|
| | (DELIVERY: 45 DAYS ARO). PROVIDE DEFIBRILLATORS AND ACCESSORIES IN ACCORDANCE WITH TERMS AND CONDITIONS OF RFQ NUMBER FIRE-15-0206 DATED MARCH 12, 2015 AND VENDOR'S RESPONSE DATED MARCH 23, 2015. YEARLY CONTRACT AMOUNT ESTIMATED AT \$300,000. BLANKET PURCHASE ORDER - EXTENSION #1 TERM, APRIL 3, 2016 - APRIL 2, 2017. UPON MUTUAL AGREEMENT OF ALL PARTIES THE CONTRACT MAY BE RENEWED THREE (3) ADDITIONAL TWELVE (12) MONTH PERIODS ENCLOSURE CC: MOLLY RILEY, FIRE/TRAINING JASON STROUD, EMS/OPERATIONS CONTRACT LISTING | | | | | | |
| 1 | LIFEPAK 15, TRENDING, MASIMO SP02 , NIBP, ETCO2, 12 LEAD ECG, BLUETOOTH CATALOG (CHARGER/ACCESSORIES NOT INCLUDED) #99577-001955 | | | EACH | 26,890.87 | | |
| 2 | LIFEPAK15, 3-LEAD, TRENDING, MASIMO SPO02, NIBP, ETCO2, (CHARGER/ACCESSORIES NOT INCLUDED) CATALOG #99577-001950 | | | EACH | 20,525.64 | | |
| 3 | LIFEPAK 15, ADAPTIVE BIPHASIC, MANUAL & AED, COLOR LCD DISPLAY, BLUETOOTH, (CHARGER/ACCESSORIES NOT INCLUDED) CATALOG #99577-001939 | | | EACH | 12,188.08 | | |
| 4 | LIFEPAK 1000 ECG DISPLAY, STANDARD SET-UP W/CARRY CASE, BATTERY & ELECTRODES, CATALOG#99425-000025 | | | EACH | 2,372.62 | | |
| 5 | FACTORY UPGRADE LP 15 3-LEAD DEFIBRILLATOR TO FULL/SAME 12-LEAD CAPABILITY, CATALOG #UPG15ECG | | | EACH | 8,219.11 | | |
| 6 | ON-SITE UPGRADE INSTALLATION - (CHARGED PER DEVICE) 50998-000007 | | | EACH | 409.60 | | |
| 7 | FACTORY WIRELESS/BLUETOOTH TRANSMISSION UPGRADE FOR 12-LEAD | | | EACH | 691.32 | | |

| PURCHASE CONDITIONS | ATTENTION OF VENDORS IS INVITED TO SECT. 15 1-73 CODE OF VIRGINIA (CONFLICT OF INTEREST) | TOTAL | Continued . . . |
|--|--|--|---|
| 1. The City of Virginia Beach will not be responsible for goods/services not stated on the above purchase order. 2. All copies of invoice(s) shall be forwarded directly to the department or using agency at the above invoice address. 3. Equipment, material and/or supplies delivered on this order shall be subject to inspection and testing upon receipt and if rejected shall remain the property of the vendor. 4. The City of Virginia Beach federal tax exemption identification is #54-0722061. 5. All City of Virginia Beach business license, personal property, real estate and other applicable tax requirements shall be met by vendor. 6. The City of Virginia Beach does not discriminate against faith-based organizations in accordance with the Code of Virginia, Section 11-35.1, or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability or any other basis prohibited by state law to discrimination in employment. | DELIVERY RECEIVED INVOICE RECEIVED INVOICE NUMBER | EXECUTION Taylor V. Adams, CPPO PURCHASING AGENT |  AUTHORIZED SIGNATURE |



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| PO NUMBER NO. | REVISION | PAGE |
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| 03-APR-15 | S Ratcliff | |
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| CONFIRM TO /TELEPHONE | | 1322 | Net 30 | PP&ALL/Inside Delivery | Destination | |
| CONFIRM TO /TELEPHONE | | (800) 442-1142 | | | | |

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| 8 | DEFIBRILLATOR, CATALOG #UPG15BLUE | | | EACH | 0.00 | | |
| 9 | ON-SITE UPGRADE INSTALLATION - WIRELESS/BLUETOOTH TRANSMISSION UPGRADE FOR 12-LEAD DEFIBRILLATOR (PRICE INCLUDES \$400.00 ON-SITE INSTALLATION CHARGE), CATALOG#UPG15BLUE AND 50998-000007 | | | EACH | 367.27 | | |
| 10 | LIFEPAK 15 LITHIUM-ION BATTERY, 5.7 AMP HOURS, CATALOG # 21330-001176 | | | EACH | 1,448.96 | | |
| 11 | LIFEPAK 15 STATION BATTERY CHARGER, CATALOG# 11577-000004 | | | EACH | 1,575.12 | | |
| 12 | LIFEPAK 15 MOBILE BATTERY CHARGER, CATALOG #11577-000011 | | | EACH | 241.97 | | |
| 13 | LIFEPAK 15 BASIC CARRYING CASE WITH RIGHT & LEFT POUCHES, CATALOG#11577-000002 | | | EACH | 44.63 | | |
| 14 | LIFEPAK 15 TOP POUCH, CATALOG #11220-000028 | | | EACH | 62.67 | | |
| 15 | LIFEPAK 15 BACK POUCH,CATALOG #11260-000039 | | | EACH | 27.42 | | |
| 16 | LIFEPAK 15 SHOULDER STRAP, CATALOG #11577-000001 | | | EACH | 300.86 | | |
| 17 | 12-LEAD ECG CABLE WITH 4-WIRE LIMB LEADS, 5-FOOT AHA, CATALOG #11111-000018 | | | EACH | 304.56 | | |
| 18 | 12-LEAD ECG CABLE WITH 4-WIRE LIMB LEADS, 8-FOOT AHA, CATALOG #11111-000020 | | | EACH | 120.88 | | |
| 19 | 12-LEAD ECG CABLE, 6-WIRE PRECORDICAL ATTACHMENT (AHA), CATALOG #11111-000022 | | | EACH | 0.00 | | |
| 20 | 12-LEAD ECG CABLE, 6-WIRE PRECORDICAL ATTACHMENT (IEC), CATALOG #11111-000023 | | | EACH | 106.29 | | |
| 21 | 12-LEAD ECG CABLE, 6-WIRE PRECORDICAL ATTACHMENT (IEC), CATALOG #11111-000024 | | | EACH | 16.61 | | |
| 22 | 12-LEAD ECG CABLE, 6-WIRE PRECORDICAL ATTACHMENT (IEC), CATALOG #11111-000025 | | | EACH | 1.39 | | |
| 23 | 3-LEAD ECG CABLE, CATALOG #11110-000029 | | | EACH | 1.84 | | |
| 24 | STRIP CHART RECORDING PAPER, 100MM, 2 ROLLS/BX, CATALOG # 11240-000016 | | | EACH | 94.16 | | |
| 25 | ELECTRODE, LIFEPATCH ECG, ADULT, PRE-GELLED (3 PER PACK) 1-99, CATALOG #11100-000001 | | | EACH | 132.20 | | |
| 26 | ELECTRODE, LIFEPATCH ECG, ADULT, PRE-GELLED (4 PER PACK), CATALOG #11100-000002 | | | | | | |
| 27 | ELECTRODE, REPLACEMENT INFANT/CHILD - REDUCED ENERGY, CATALOG #11100-000003 | | | | | | |
| 28 | ELECTRODE, INFANT/CHILD - REDUCED ENERGY STARTER KIT, CATALOG #11100-000004 | | | | | | |

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ATTENTION OF VENDORS IS INVITED TO
SECT. 15 1-73 CODE OF VIRGINIA
(CONFLICT OF INTEREST)

TOTAL **Continued . . .**

| | | | | |
|-------------------|-----------|-----------------------|------------------|----------------------|
| DELIVERY RECEIVED | EXECUTION | Taylor V. Adams, CPPO | PURCHASING AGENT | AUTHORIZED SIGNATURE |
| INVOICE RECEIVED | | | | |
| INVOICE NUMBER | | | | |



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| 26 | #11101-000017 ELECTRODE, QUICK-COMBO, ADULT, WITH REDI-PAK PRE-CONNECT, CATALOG #11996-000017 | | | EACH | 33.57 | | |
| 27 | ELECTRODE, EDGE QUICK-COMBO, ADULT, CATALOG #11996- 000091 | | | EACH | 29.09 | | |
| 28 | ELECTRODE, EDGE QUICK-COMBO PEDIATRIC RTS, CATALOG #11996-000093 | | | EACH | 35.18 | | |
| 29 | NIBP CUFF, DISPOSABLE, INFANT, # 11160-000012 | | | EACH | 7.65 | | |
| 30 | NIBP CUFF, DISPOSABLE, CHILD, # 11160-000014 | | | EACH | 8.50 | | |
| 31 | NIBP CUFF, DISPOSABLE, ADULT STANDARD, # 11160-000016 | | | EACH | 9.35 | | |
| 32 | NIBP CUFF, DISPOSABLE ? ADULT LARGE, # 11160-000018 | | | EACH | 9.35 | | |
| 33 | NIBP CUFF, DISPOSABLE, ADULT X-LARGE, # 11160-000020 | | | EACH | 12.75 | | |
| 34 | NIBP CUFF, REUSABLE, CHILD, # 11160-000013 | | | EACH | 20.40 | | |
| 35 | NIBP CUFF, REUSABLE, ADULT STANDARD, # 11160-000015 | | | EACH | 25.50 | | |
| 36 | NIBP CUFF, REUSABLE - ADULT LARGE, # 11160-000017 | | | EACH | 28.05 | | |
| 37 | NIBP CUFF, REUSABLE - ADULT X-LARGE, # 11160-000019 | | | EACH | 40.80 | | |
| 38 | LIFEPAK 15 NIBP HOSE, 9' COILED, #21300-008148 | | | EACH | 52.70 | | |
| 39 | LIFEPAK 15 NIBP HOSE, 9', #21300-008147 | | | EACH | 52.70 | | |
| 40 | MASIMO SET LNCS REUSABLE PULSE OXIMETRY SENSOR - PEDIATRIC, CATALOG #11171-000018 | | | EACH | 261.93 | | |
| 41 | MASIMO SET LNCS REUSABLE PULSE OXIMETRY SENSOR, ADULT, CATALOG # 11171-000017 | | | EACH | 264.41 | | |
| 42 | MASIMO SET LNCS DISPOSABLE PULSE OXIMETRY SENSOR, NEONATAL (L) (BOX OF 20), CATALOG #11171-000028 | | | EACH | 406.63 | | |
| 43 | MASIMO SET LNCS DISPOSABLE PULSE OXIMETRY SENSOR, INFANT (BOX OF 20), CATALOG #11171-000031 | | | EACH | 406.63 | | |
| 44 | MASIMO SET LNCS DISPOSABLE PULSE OXIMETRY SENSOR, PEDIATRIC (BOX OF 20), CATALOG #11171-000020 | | | EACH | 329.46 | | |
| 45 | MASIMO SET LNCS DISPOSABLE PULSE OXIMETRY SENSOR - ADULT (BOX OF 20), CATALOG #11171-000019 | | | EACH | 290.71 | | |

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| PO NUMBER NO. | REVISION | PAGE |
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| 46 | MASIMO SET RED LNCS PATIENT CABLE, 4 FOOT, CATALOG #11996-000323 | | | EACH | 142.58 | | |
| 47 | MASIMO SET LNCS 4' EXTENSION (FOR NELLCOR EQUIPPED UNITS), CATALOG #11171-000027 | | | EACH | 144.01 | | |
| 48 | M-LNCS DCIP, REUSABLE PULSE OXIMETRY SENSOR, PEDIATRIC (1PER BOX), CATALOG # 11171-000047 | | | EACH | 261.93 | | |
| 49 | M-LNCS DCI, REUSABLE PULSE OXIMETRY SENSOR, ADULT (1 PER BOX), CATALOG # 11171-000046 | | | EACH | 261.63 | | |
| 50 | M-LNCS PDTX, ADHEVSIVE SENSOR, 18-INCH - PEDIATRIC (BOX OF 20), CATALOG # 11171-000040 | | | EACH | 320.24 | | |
| 51 | M-MNCS ADTX, ADHESIVE SENSOR, 19-INCH, ADULT (BOX OF 20) | | | EACH | 300.86 | | |
| 52 | MASIMO SET RED ADULT REUSABLE DIRECT CONNECT SENSOR, 3FOOT, CATALOG #11996-000331 | | | EACH | 288.99 | | |
| 53 | MASIMO SET RED ADULT REUSABLE DIRECT CONNECT SENSOR -12 FOOT, CATLAOG #11996-000332 | | | EACH | 484.93 | | |
| 54 | MASIMO SET RED PEDIATRIC REUSABLE DIRECT CONNECT SENSOR, 3 FOOT, CATALOG #11996-000333 | | | EACH | 288.99 | | |
| 55 | MASIMO SET RED PEDIATRIC REUSABLE DIRECT CONNECT SENSOR ? 12 FOOT, CATALOG #11996-000334 | | | EACH | 484.93 | | |
| 56 | RC-04, PATIENT CABLE, 4 FOOT (1 PER BOX), CATALOG #11171-000037 | | | EACH | 223.47 | | |
| 57 | RED DBI-DC8, ADULT SOFT REUSABLE DIRECT CONNET SPO2 SENSOR, 8FT, 1/BOX, CATALOG #11171-000053 | | | EACH | 618.23 | | |
| 58 | FILTERLINE SET ADULT/PEDIATRIC (BOX OF 25), CATALOG #11996-000081 | | | EACH | 228.27 | | |
| 59 | SMART CAPNOLINE W/O2 DELIVERY, PEDIATRIC PATIENTS <44LBS (BOX OF 25), CATALOG #11996-000128 | | | EACH | 309.11 | | |
| 60 | SMART CAPNOLINE W/O2 DELIVERY, ADULT/INTERMEDIATE PATIENTS >44LBS (BOX OF 25), CATALOG #11996-000163 | | | EACH | 309.11 | | |
| 61 | LUCAS2, 2.2 SW CHEST COMPRESSION SYSTEM, CATALOG #99576-000024 | | | EACH | 12,994.94 | | |
| 62 | LUCAS 2 RUBBER BUMPERM, CATALOG #11576-000070 | | | EACH | 33.19 | | |

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|------|--|---------------|----------|------|------------|-----------|-----|
| 63 | LUCAS 2 CARRYING BAG, CATALOG #11576-000038 | | | EACH | 261.55 | | |
| 64 | LUCAS 2 DISPOSABLE SUCTION CUP (3 PER PACK), CATALOG #11576-000046 | | | EACH | 114.14 | | |
| 65 | LUCAS 2 STAND-ALONE BATTERY CHARGER, CATALOG #11576-000060 | | | EACH | 915.68 | | |
| 66 | LUCAS 2 BATTERY, RECHARGEABLE LITHIUM POLYMER, CATALOG #11576-000039 | | | EACH | 576.86 | | |
| 67 | LUCAS 2 POWER SUPPLY CORD, CATALOG #11576-000055 | | | EACH | 275.87 | | |
| 68 | LUCAS 2 122V CAR CABLE, CATALOG #11576-000048 | | | EACH | 106.29 | | |
| 69 | LUCAS STABILIZATION STRAP, CATALOG #21996-000064 | | | EACH | 77.78 | | |
| 70 | BACK PLATE GRIP TAPE FOR LUCAS, CATALOG #11576-000052 | | | EACH | 34.14 | | |
| 71 | LIFENET PC GATEWAY SOFTWARE, CATALOG #21340-000706 | | | EACH | 731.57 | | |
| 72 | MULTI-TECH 3G MODEM (VERIZON, CUSTOMER HAS PRE-EXISTING DATA PLAN) CATALOG #21996-000085 | | | EACH | 895.31 | | |
| 73 | GATEWAY PROVISIONING FEE (FOR NON-PHYSIO DATA PLANS, ITEM LISTED IS PER INSTALL SITE) | | | EACH | 306.18 | | |
| 74 | OSITECH TITAN II WIRELESS GATEWAY, CATALOG #21996-000073 | | | EACH | 789.47 | | |
| 75 | TRUECPR COACHING DEVICE TO INCLUDE THE FOLLOWING: TRUE CPR DEVICE, USB DATA DOWNLOAD CABLE, TWO (2) BATTERIES & INSTRUCTIONS. LIMITED ONE (1) YEAR WARRANTY, CATALOG #80596-000003 | | | EACH | 1,608.33 | | |
| 76 | TRUECPR CARRY CASE, CATALOG #11260-000044 | | | EACH | 66.15 | | |
| 77 | TRUECPR EXTENDED WARRANTY ADDS FOUR (4) ADDITIONAL YEARS OF LIMITED WARRANTY COVERAGE *MUST BE PURCHASED AT POINT OF SALE CATALOG #TCPW-WE | | | EACH | 250.00 | | |
| 78 | CLIP-ON TRAINING ELECTRODE ASSEMBLY, FOR USE WITH QUICK-COMBO PATIENT SIMULATOR, CATALOG 11250-000052 | | | EACH | 55.16 | | |
| 79 | QUICK-COMBO 3-LEAD PATIENT SIMULATOR, CATALOG #11996-000310 | | | EACH | 634.81 | | |
| 80 | QUICK-COMBO 12-LEAD PATIENT SIMULATOR, CATALOG #11996-000311 | | | EACH | 731.57 | | |
| 81 | DEFIBRILLATION / ECG TRAINING ELECTRODE CABLE EXTENSION, CATALOG #11110-000085 | | | EACH | 177.61 | | |
| 82 | QUICK-COMBO THERAPY CABLE FOR USE WITH LIFEPAK 15, CATALOG | | | EACH | 296.00 | | |

| PURCHASE CONDITIONS | ATTENTION OF VENDORS IS INVITED TO SECT. 15 1-73 CODE OF VIRGINIA (CONFLICT OF INTEREST) | TOTAL | Continued . . . |
|---|--|--|---|
| 1. The City of Virginia Beach will not be responsible for goods/services not stated on the above purchase order. 2. All copies of invoices(s) shall be forwarded directly to the department or using agency at the above invoice address. 3. Equipment, material and/or supplies delivered on this order shall be subject to inspection and testing upon receipt and if rejected shall remain the property of the vendor. 4. The City of Virginia Beach federal tax exemption identification is #54-0722061. 5. All City of Virginia Beach business license, personal property, real estate and other applicable tax requirements shall be met by vendor. 6. The City of Virginia Beach does not discriminate against faith-based organizations in accordance with the Code of Virginia, Section 11-35.1, or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability or any other basis prohibited by state law to discrimination in employment. | DELIVERY RECEIVED INVOICE RECEIVED INVOICE NUMBER | EXECUTION Taylor V. Adams, CPPO Purchasing Agent |  AUTHORIZED SIGNATURE |



**CITY OF VIRGINIA BEACH, VIRGINIA
PURCHASE ORDER**

VENDOR: PHYSIO CONTROL CORP
11811 WILLOWS RD NE
PO BOX 97023
REDMOND, WA 98073-9723

| | |
|---------|--|
| SHIP TO | FIRE/MANAGEMENT SERVICES 927 BIRDNECK ROAD VIRGINIA BEACH, VA 23451 United States |
| BILL TO | FIRE/MANAGEMENT SERVICES 927 BIRDNECK ROAD VIRGINIA BEACH, VA 23451 United States |

| Purchase Order | | |
|---|------------|--------|
| PO NUMBER NO. | REVISION | PAGE |
| FIRE-15-0206 | 4 | 6 of 6 |
| THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCE RELATED TO THIS ORDER | | |
| DATE OF ORDER | BUYER | |
| 03-APR-15 | S Ratcliff | |
| DATE OF REVISION | BUYER | |
| 07-JUN-16 | S Ratcliff | |

| LINE | PART NUMBER / DESCRIPTION | DELIVERY DATE | QUANTITY | UNIT | FOR PAYMENT INCLUDE PO NUMBER ON INVOICE(S) AND SUBMIT TO BILL TO ADDRESS | | |
|-----------------------|---|------------------------|-------------|----------|---|-------------------------|----------|
| | | | | | FREIGHT TERMS | F.O.B. | SHIP VIA |
| CONFIRM TO /TELEPHONE | Net 30 | PP&ALL/Inside Delivery | Destination | SHIP VIA | (800) 442-1142 | REQUEST TO / DELIVER TO | |
| 83 | #11113-000004 DURASENSOR ADULT FINGER SENSOR, CATALOG #11996-000060 | | | EACH | 237.73 | | |
| 84 | NIBP HOSE-LP12/CUFF, 9FT, BAYONET, #11996-000391 | | | EACH | 52.70 | | |
| 85 | NIBP HOSE-LP12/CUFF, 12FT, BAYONET, #11996-000390 | | | EACH | 52.70 | | |
| 86 | NIBP HOSE-LP12/CUFF, COILED, BAYONET, #11996-000392 | | | EACH | 52.70 | | |
| 87 | NIBP CUFF, REUSABLE - INFANT, #11160-000011 | | | EACH | 52.70 | | |
| 88 | LIFEPAK 15 NIBP HOSE, 12', #21300-008146 | | | EACH | 17.85 | | |
| 89 | McGRATH MAC EMS VIDEO LARYNGOSCOPE, #11996-000393 | | | EACH | 52.70 | | |
| 90 | McGRATH 3.6V EMS BATTERY, #11996-000394 | | | EACH | 2,406.25 | | |
| 91 | McGRATH MAC 2 LARYNGOSCOPE BLADES, BOX OF 10, #11996-000414 | | | EACH | 51.00 | | |
| 92 | McGRATH MAC 3 LARYNGOSCOPE BLADES, BOX OF 10, #11996-000415 | | | EACH | 136.00 | | |
| 93 | McGRATH MAC 4 LARYNGOSCOPE BLADES, BOX OF 10, #11996-000416 | | | EACH | 136.00 | | |
| 94 | McGRATH X3 LARYNGOSCOPE BLADES, BOX OF 10, #11996-000398 | | | EACH | 136.00 | | |
| | | | | EACH | 238.00 | | |

- PURCHASE CONDITIONS**
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ATTENTION OF VENDORS IS INVITED TO
SECT. 15 1-73 CODE OF VIRGINIA
(CONFLICT OF INTEREST)

TOTAL

DELIVERY RECEIVED

EXECUTION

INVOICE RECEIVED

Taylor V. Adams, CPPO
PURCHASING AGENT

Taylor V. Adams
AUTHORIZED SIGNATURE



City of Virginia Beach

[VBgov.com](#)

DEPARTMENT OF FINANCE
PURCHASING DIVISION
(757)-385-4438
FAX (757) 385-5601

MUNICIPAL CENTER
LIBERTY TAX EXECUTIVE PARK
2388 LIBERTY WAY
VIRGINIA BEACH, VA 23456

March 29, 2016

~~Ms. Kate Rorie~~
Strategic Pricing & Contracts ~~Manager~~
Physio-Control, Inc.
11811 Willows Road NE
Redmond, WA 98052-2003
Email: rs.physiocontracts-east@physio-control.com

Subject: FIRE-15-0206 Price Agreement Contract Extension One (1) – Defibrillators & Equipment Supply

Dear ~~Ms. Rorie~~: ~~Contracts Team,~~

The City's contract for defibrillators and equipment expires on April 2, 2016. The City would like to extend the contract for another twelve (12) month period. The contract allows for an Escalation/De-escalation of pricing according to the CPI and with documentation that there has, in fact, been an increase incurred by Physio. Attached are the pricing pages for Physio to complete.

If you are in agreement with the continuation of this contract, please fax or email me a signed copy of this letter along with the completed pricing pages to 757-385-5601 or sratcliff@vbgov.com as soon as possible.

If you have any questions or need further information, please contact me at 757-385-8276 or by email. Thank you for your continued interest in doing business with the City of Virginia Beach.

Sincerely,
Sharon Ratcliff
Sharon Ratcliff
Procurement Specialist

Physio-Control, Inc.


Signed
Alexandra Carvalho
Contract Analyst
Date: 05/09/2016

FIRE-16-0214, Extension #1
Itemized Equipment & Accessories List

| Line # | DESCRIPTION | Unit Price |
|------------------------------------|--|-------------|
| Pre-Hospital Configurations | | |
| 1 | LIFEPAK 15, Trending, Masimo SpO2, NIBP, EtCO2, 12-Lead ECG, Bluetooth (Charger / Accessories Not Included) #99577-001255 99577-001955 | \$26,890.87 |
| 2 | LIFEPAK 15 3-Lead, Trending, Masimo SpO2, NIBP, EtCO2 (Charger / Accessories Not Included) # 99577-001246 99577-001950 | \$20,525.64 |
| 3 | LIFEPAK 15, Adaptive Biphasic, Manual & AED, Color LCD Display, Bluetooth (Charger / Accessories Not Included) # 99577-001238 99577-001939 | \$12,188.08 |
| 4 | LIFEPAK 1000 ECG Display, Standard Set-Up w/Carry Case, Battery & Electrodes # 99425-000025 | \$2,372.62 |
| Upgrade Options | | |
| 5 | Factory Upgrade LP 15 3-Lead Defibrillator to Full/Same 12-Lead Capability #UPG15ECG | \$8,219.11 |
| 6 | On-Site Upgrade Installation - LP 15 3 Lead Defibrillator to Full/Same 12 Lead Capability (Price Includes \$400.00 On-Site Installation Charge) (Charged per device) #50998-000007 | \$409.60 |
| 7 | Factory Wireless/Bluetooth Transmission Upgrade for 12-Lead Defibrillator #UPG15BLUE | \$691.32 |
| 8 | On Site Upgrade Installation - Wireless/Bluetooth Transmission Upgrade for 12 Lead Defibrillator (Price Includes \$400.00 On Site Installation Charge) #UPG15BLUE | - |
| Power Accessories | | |
| 9 | LIFEPAK 15 Lithium-Ion Battery, 5.7 amp Hours # 21330-001176 | \$367.27 |
| 10 | LIFEPAK 15 Station Battery Charger # 11577-000004 | \$1,448.96 |

| Line # | DESCRIPTION | Unit Price |
|--------|---|------------|
| | Power Accessories (continued) | |
| 11 | LIFEPAK 15 Mobile Battery Charger #11577-000011 | \$1,575.12 |
| | Carrying Cases & Straps | |
| 12 | LIFEPAK 15 Basic Carrying Case with Right & Left Pouches #11577-000002 | \$241.97 |
| 13 | LIFEPAK 15 Top Pouch #11220-000028 | \$44.63 |
| 14 | LIFEPAK 15 Back Pouch #11260-000039 | \$62.67 |
| 15 | LIFEPAK 15 Shoulder Strap #11577-000001 | \$27.42 |
| | ECG Monitoring Accessories | |
| 16 | 12-Lead ECG Cable with 4-Wire Limb Leads, 5-Foot AHA # 11111-000018 | \$300.86 |
| 17 | 12-Lead ECG Cable with 4-Wire Limb Leads, 8-Foot AHA # 11111-000020 | \$304.56 |
| 18 | 12-Lead ECG Cable, 6-Wire Precordial Attachment (AHA) #11111-000022 | \$120.88 |
| 19 | 12 Lead ECG Cable, 6 Wire Precordical Attachment (IEC) #11111-000023 | - |
| 20 | 3-Lead ECG Cable #11110-000029 | \$106.29 |
| 21 | Strip Chart Recording Paper, 100mm, 2 rolls/bx # 11240-000016 | \$16.61 |
| | Electrodes | |
| 22 | Electrode, LifePatch ECG – Adult, Pre-gelled (3 per pack) 1-99 #11100-000001 | \$1.39 |
| 23 | Electrode, LifePatch ECG – Adult, Pre-gelled (4 per pack) #11100-000002 | \$1.84 |
| 24 | Electrode, Replacement Infant/Child - Reduced Energy #11101-000016 | \$94.16 |

| | | |
|----------------------|--|----------|
| 25 | Electrode, Infant/Child - Reduced Energy Starter Kit #11101-000017 | \$132.20 |
| 26 | Electrode, Quick-Combo – Adult, with REDI-PAK Pre-Connect #11996-000017 | \$33.57 |
| 27 | Electrode, Edge Quick-Combo – Adult #11996- 000091 | \$29.09 |
| 28 | Electrode, Edge Quick-Combo Pediatric RTS #11996-000093 | \$35.18 |
| NIBP Supplies | | |
| 84 | NIBP HOSE-LP12/CUFF,9FT,BAYONET #11996-000391 | \$52.70 |
| 85 | NIBP HOSE-LP12/CUFF,12FT,BAYONET #11996-000390 | \$52.70 |
| 86 | NIBP HOSE-LP12/CUFF,COILED,BAYONET #11996-000392 | \$52.70 |
| 29 | NIBP Cuff, Disposable – Infant # 11160-000002 11160-000012 | \$7.65 |
| 30 | NIBP Cuff, Disposable – Child # 11160-000004 11160-000014 | \$8.50 |
| 31 | NIBP Cuff, Disposable – Adult Standard # 11160-000006-11160-000016 | \$9.35 |
| 32 | NIBP Cuff, Disposable – Adult Large # 11160-000008 11160-000018 | \$9.35 |
| 33 | NIBP Cuff, Disposable – Adult X-Large # 11160-000010 11160-000020 | \$12.75 |
| 87 | NIBP Cuff, Reusable - Infant # 11160-000011 | \$17.85 |
| 34 | NIBP Cuff, Reusable - Child # 11160-000003-11160-000013 | \$20.40 |
| 35 | NIBP Cuff, Reusable – Adult Standard # 11160-000005 11160-000015 | \$25.50 |
| 36 | NIBP Cuff, Reusable - Adult Large # 11160-000007 11160-000017 | \$28.05 |
| 37 | NIBP Cuff, Reusable - Adult X-Large # 11160-000009 11160-000019 | \$40.80 |

| | | |
|---|---|------------|
| 38 | LIFEPAK 15 NIBP Hose, 9' Coiled #21300-007300 21300-008148 | \$52.70 |
| 88 | LIFEPAK 15 NIBP Hose, 12' #21300-008146 | \$52.70 |
| 39 | LIFEPAK 15 NIBP Hose, 9' #21300-007299 21300-008147 | \$52.70 |
| Masimo Set LNCS Sensors and Cables | | |
| 40 | Masimo Set LNCS Reusable Pulse Oximetry Sensor - Pediatric #11171-000018 | \$261.93 |
| McGrath Mac EMS Video Laryngoscope and Accessories | | |
| 89 | McGRATH MAC EMS Video Laryngoscope #11996-000393 | \$2,406.25 |
| 90 | McGRATH 3.6V EMS Battery #11996-000394 | \$51.00 |
| 91 | McGRATH MAC 2 Laryngoscope Blades, Box of 10 #11996-000414 | \$136.00 |
| 92 | McGRATH MAC 3 Laryngoscope Blades, Box of 10 #11996-000415 | \$136.00 |
| 93 | McGRATH MAC 4 Laryngoscope Blades, Box of 10 #11996-000416 | \$136.00 |
| 94 | McGRATH X3 Laryngoscope Blades, Box of 10 #11996-000398 | \$238.00 |

| Line # | DESCRIPTION | Unit Price |
|---------------|--|-------------------|
| | Masimo Set LNCS Sensors and Cables (Continued) | |
| 41 | Masimo Set LNCS Reusable Pulse Oximetry Sensor - Adult # 11171-000017 | \$264.41 |
| 42 | Masimo Set LNCS Disposable Pulse Oximetry Sensor – Neonatal (L) (Box of 20) #11171-000028 | \$406.63 |
| 43 | Masimo Set LNCS Disposable Pulse Oximetry Sensor – Infant (Box of 20) #11171-000031 | \$406.63 |
| 44 | Masimo Set LNCS Disposable Pulse Oximetry Sensor – Pediatric (Box of 20) #11171-000020 | \$329.46 |
| 45 | Masimo Set LNCS Disposable Pulse Oximetry Sensor - Adult (Box of 20) #11171-000019 | \$290.71 |
| 46 | Masimo Set Red LNCS Patient Cable – 4 Foot #11996-000323 | \$142.58 |
| 47 | Masimo Set LNCS 4' Extension (for Nellcor equipped units) #11171-000027 | \$144.01 |
| 48 | M-LNCS DCIP, Reusable Pulse Oximetry Sensor – Pediatric (1per box) # 11171-000047 | \$261.93 |
| 49 | M-LNCS DCI, Reusable Pulse Oximetry Sensor – Adult (1 per box) # 11171-000046 | \$261.63 |
| 50 | M-LNCS Pdtx, Adhevsive Sensor, 18-inch - Pediatric (Box of 20) # 11171-000040 | \$320.24 |
| 51 | M-MNCS Adtx, Adhesive Sensor, 19-inch – Adult (Box of 20) # 11171-000039 | \$300.86 |
| | Masimo Set Red Direct Cables | |
| 52 | Masimo Set Red Adult Reusable Direct Connect Sensor – 3Foot #11996-000331 | \$288.99 |
| 53 | Masimo Set Red Adult Reusable Direct Connect Sensor -12 Foot #11996-000332 | \$484.93 |
| 54 | Masimo Set Red Pediatric Reusable Direct Connect Sensor – 3 Foot #11996-000333 | \$288.99 |
| 55 | Masimo Set Red Pediatric Reusable Direct Connect Sensor – 12 Foot #11996-000334 | \$484.93 |

| Line # | DESCRIPTION | Unit Price |
|--------|---|-------------|
| | Masimo Set Rainbow Direct Connect Cables | |
| 56 | RC-04, Patient Cable – 4 Foot (1 per box) #11171-000037 | \$223.47 |
| 57 | RED DBI-DC8, Adult Soft Reusable Direct Connet SpO2 Sensor, 8ft, 1/box #11171-000053 | \$618.23 |
| | Oridion Intubated Filterlines | |
| 58 | Filterline Set Adult/Pediatric (box of 25) #11996-000081 | \$228.27 |
| | Oridion Non-Intubated Filterlines | |
| 59 | Smart CapnoLine w/O2 Delivery – Pediatric Patients <44lbs (Box of 25) #11996-000128 | \$309.11 |
| 60 | Smart Capnoline w/O2 Delivery – Adult/Intermediate Patients >44lbs (Box of 25) #11996-000163 | \$309.11 |
| | LUCAS Chest Compression System & Accessories | |
| 61 | LUCAS2, 2+2.2 SW Chest Compression System #99576-000024 | \$12,994.94 |
| 62 | LUCAS 2 Rubber Bumper #11576-000070 | \$33.19 |
| 63 | LUCAS 2 Carrying Bag #11576-000038 | \$261.55 |
| 64 | LUCAS 2 Disposable Suction Cup (3 per pack) #11576-000046 | \$114.14 |
| 65 | LUCAS 2 Stand-Alone Battery Charger #11576-000060 | \$915.68 |
| 66 | LUCAS 2 Battery – Rechargeable Lithium Polymer #11576-000039 | \$576.86 |
| 67 | LUCAS 2 Power Supply Cord #11576-000055 | \$275.87 |
| 68 | LUCAS 2 122V Car Cable #11576-000048 | \$106.29 |

| Line # | DESCRIPTION | Unit Price |
|--------|--|------------|
| | LUCAS Chest Compression System & Accessories (continued) | |
| 69 | LUCAS Stabilization Strap #21996-000064 | \$77.78 |
| 70 | Back Plate Grip Tape for LUCAS #11576-000052 | \$34.14 |
| | LIFENET | |
| 71 | LIFENET PC Gateway Software #21340-000706 | \$731.57 |
| 72 | Multi-Tech 3G Modem (Verizon – Customer Has Pre-Existing Data Plan) #21996-000085 | \$895.31 |
| 73 | Gateway Provisioning Fee (For Non-Physio Data Plans Item Listed Is Per Install Site # 99428-000306 | \$306.18 |
| 74 | Ositech TITAN II Wireless Gateway #21996-000073 | \$789.47 |
| | TrueCPR | |
| 75 | TrueCPR Coaching Device To Include The Following: True CPR Device, USB Data Download Cable, Two (2) Batteries & Instructions. Limited One (1) Year Warranty #80596-000003 | \$1608.33 |
| 76 | TrueCPR Carry Case #11260-000044 | \$66.15 |
| 77 | TrueCPR Extended Warranty Adds Four (4) Additional Years of Limited Warranty Coverage *Must be purchased at point of sale #TCPW-WE | \$250.00 |

| Line # | DESCRIPTION | Unit Price |
|-----------------------------|--|-------------------|
| Training Accessories | | |
| 78 | Clip-On Training Electrode Assembly – for use with Quick-Combo Patient Simulator 11250-000052 | \$55.16 |
| 79 | Quick-Combo 3-Lead Patient Simulator #11996-000310 | \$634.81 |
| 80 | Quick-Combo 12-Lead Patient Simulator #11996-000311 | \$731.57 |
| 81 | Defibrillation / ECG Training Electrode Cable Extension #11110-000085 | \$177.61 |
| Therapy Accessories | | |
| 82 | Quick-Combo Therapy Cable for use with LIFEPAK 15 #11113-000004 | \$296.00 |
| Nellcor SpO2 Sensors | | |
| 83 | Durasensor Adult Finger Sensor #11996-000060 | \$237.73 |