



Statewide Term Contract 465B – Automated External Defibrillators (AEDs) & Accessories

Bid Number	201601280 (NASPO ValuePoint OK-SW-300)
Contract Name	Automated External Defibrillators (AEDs) & Accessories
Effective Dates	January 15, 2018 to August 4, 2024
Awarded Vendor(s) and Contacts	<p>Philips Healthcare (800) 263-3342 https://www.usa.philips.com/healthcare/solutions/emergency-care-resuscitation David Saltzman – (516) 459-1224</p> <p><u>Authorized Distributor(s):</u></p> <p>Allied 100, LLC (AED Superstore) (800) 544-0048 Altra Medical Corporation (727) 541-5900 Leslie Roberts One Beat CPR + AED (855) 663-2328 Lon Rosen Bound Tree Medical LLC (800) 334-6656 Carla Baker Stewart Oxygen Services, Inc., dba SOS Technologies (888) 705-6100 David Lipman The JANZ Corporation 614-759-7700 Rick Finsterbusch</p> <p>Stryker Medical (formerly Physio-Control, Inc.) (269) 385-2600 www.stryker.com Todd Shire – (405) 919-5493</p> <p><u>Authorized Distributor(s):</u></p> <p>² AED Brands, LLC (336) 209-1401 James Krege ² Allied 100, LLC (715) 358-2329 Cindy Dunbar Cardio Partners, Inc. (866) 349-4363 Ext. 7237 Eric Sellari Cardio Partners, Inc. (Fire/Police/EMS Only) (866) 349-4363 Ext. 7217 Shane Burton ² Enerspect Medical Solutions LLC (702) 586-4911 Angela Shelton LifeServers, Inc. (919) 866-0044 Larry Kohn ² One Beat CPR Learning Center, Inc. (954) 321-5305 Lon Rosen ² School Health Corporation (866) 323-5465 Andrew Wiezen</p> <p>Zoll Medical Corporation (formerly Cardiac Science Corporation) www.zoll.com Stacy Freeman – +1 (351) 500-3500</p> <p><u>Authorized Distributor(s):</u></p> <p>Active Threat Solutions (833) 662-5333 (main) (919) 906-7999 Amy Edge ¹ AED Brands (336) 209-1401 James Krege Biomedical Alternatives (800) 879-9905 Chris Ruleman Cardio Partners, Inc. (866) 349-4363 Ext. 7237 Eric Sellari Cardio Partners, Inc. (Fire/Police/EMS Only) (866) 349-4363 Ext. 7217 Shane Burton Cardio Partner Resources (312) 327-3321 Brian Leonard ¹ CFA Medical (800) 631-7232 Darek Partin CINTAS (617) 838-1208 Megan Kidd CPR Consultants (804) 833-4147 Brandon Brooks LifeLine Incorporated (612) 355-6007 David Matychuk Moore Medical (860) 826-3684 Mark Marciano School Health Corporation (866) 323-5465 John Rooney ¹ Southern Police Equipment Co., Inc. (804) 323-1855 Ext. 202 Walter Clark Sun Surgical Supply (352) 377-2696 Darrell Johnson</p>

	<p>¹ Sharpe Safety Solutions (336) 724-2871 Zane Sharpe</p> <p>¹ Sales to EMS Customers are not authorized</p> <p>² Sales to Fire and EMS Customers are not authorized</p>
Contract Covers	This contract covers the state's normal requirements for external automatic, semi-automatic and manual defibrillators, including parts and accessories.
Contract Does Not Cover	This contract does not cover leasing of automated external defibrillators.
Mandatory Contract	This is a mandatory Statewide Term Contract for state agencies, departments, institutions, universities and community colleges - unless exempted by North Carolina General Statute. Additionally, non-mandatory entities, including schools and local governments, that are allowed by general statute may use this contract.
Taxes	Prices do not include North Carolina sales or use tax.
Reporting Requirements	<p>In accordance with General Statute 90-21.15, sellers of an AED must notify the North Carolina Office of Emergency Medical Services of each sale of an AED. Reporting information should include the type and model of the AED, date of sale of the AED, location of the AED (e.g. address and building name where applicable), and the name, address and telephone number of the person who is responsible for the AED (see attached form). Reporting information should be sent to the AED Coordinator, McKenzie Beamer, within two weeks of the sale date via one of the methods below.</p> <p>Email: mckenzie.beamer@dhhs.nc.gov</p> <p>Fax: (919) 733-7021</p>
Order Placement	<p>Orders are to be placed through the NC E-Procurement system. Contracted items with fixed pricing are loaded in NC E-Procurement. Eligible entities that do not utilize the state's E-Procurement system may access the "465B" catalogs at http://eprocmnt.nc.gov/ and conduct a search per the instructions below in "How to Use E-Procurement Line-Item Catalog." Please contact the Vendors directly for instructions on placing orders that cannot be placed through NC E-Procurement.</p> <p>Please Note:</p> <ol style="list-style-type: none"> 1) The Food and Drug Administration (FDA) requires a physician's prescription to purchase an AED. Prescriptions must be written by a state of North Carolina licensed physician without compensation. For more information, see the FDA Guidelines. 2) AEDs shall be registered with the FDA and the County Emergency Medical Services (EMS) Offices and the registration shall be maintained for the life of the unit. This requirement creates a medical device tracking system for product modifications, notifications and recalls. 3) Any entity that acquires an AED shall: <ol style="list-style-type: none"> a. Provide for, and require, every individual expected to use the AED to receive American Heart Association or American Red Cross training in CPR and AED use or an equivalent nationally recognized course in CPR and AED use. b. Maintain and test the AED according to the manufacturer's operational guidelines. Ensure that the pads have not expired. c. Establish an AED use protocol, which stipulates that any person who provides emergency care or treatment to an individual in cardiac arrest by using the AED shall contact, as soon as possible, an appropriate health care provider or emergency medical services provider. d. Consider recommendations of a NC licensed physician in establishing the training, notification, and maintenance requirements of AEDs.

Substitutions	Substitutions are not permitted without prior approval of the Division of Purchase & Contract.
Loaded in to E-Procurement	Yes, Line item catalogs are loaded in E-Procurement .
E-Procurement Help Desk	(888) 211-7440
How to Use E-Procurement Line-Item Catalog	In the E-Procurement system, go to the “Contract ID” field and enter “465B.” Click the “search” button. Make the appropriate selection and complete the requisition.
Contract Manager	Tia Pierce (984) 236-0240 Contact the vendor(s) for any questions about products or services under this contract.
Contract Attachments	AED Order Placement Notification Form Philips Healthcare Master Agreement Philips Healthcare Participating Addendum Stryker Medical Master Agreement Stryker Medical Participating Addendum Zoll Medical Corp Master Agreement Zoll Medical Corp Participating Addendum
Contract Addenda	1/22/2018: Zoll Medical Corporation E-Procurement Catalog Loaded
	1/23/2018: Cardiac Science Corporation E-Procurement Catalog Loaded
	1/31/2018: Philips Healthcare Contract Addition
	2/5/2018: Physio-Control, Inc. E-Procurement Catalog Loaded
	2/19/2018: AED Brands added as a distributor for Cardiac Science Corporation.
	3/12/2018: CPR Consultants added as an authorized distributor for Zoll Medical Corporation
	4/5/2018: Philips Healthcare Authorized Dealers Contract Addition
	4/13/2018: Philips Healthcare E-Procurement Catalog Loaded
	5/15/2018: Philips Healthcare Contact Update
	6/15/2018: Cardiac Science Corporation E-Procurement Catalog Update
	7/30/2018: Contract Update for AED Brands
	9/18/2018: Contract Extension to October 4, 2019. Philips Healthcare Contact Updates.
	10/24/2018: Biomedical Alternatives added as an authorized distributor for Zoll.
	12/13/2018: Cardiac Science Corporation E-Procurement Catalog & Contact Update
	3/15/2019: SOUTHEASTERN EMERGENCY EQUIP has requested inactivation of their electronic Vendor Portal (eVP) account. They have re-registered in eVP as Bound Tree Medical LLC for Phillips Healthcare.
	4/9/2019: Allied 100, LLC & CPR Consultant Contact Updates
	4/10/2019: CINTAS Contact Update
	6/15/2019: Agencies Can Order Directly Through Zoll Medical Corporation

	9/20/2019: Contract Extension to October 4, 2020 & Stryker Saels Purchases Physio-Control, Inc.
	11/15/2019: Zoll Medical Corporation Catalog Update; Certain Items Are Offered Solely Through Zoll & Not Its Distributors
	11/27//2019: Globe Med Industries, LLC dba HeartSmart.com Purchased by Allied 100, LLC.
	1/6/2020: Changed Contract Administrator to Nicole Mathis
	9/15/2020: Updated Vendor names and MPA contract links, removed Cardiac Science; Renew contract term through October 4, 2021.
	9/21/2020: Updated contact information for Zoll Medical Corporation (formerly Cardiac Science Corporation)
	7/29/2021: NASPO ValuePoint renew Stryker Medical ((formerly Physio-Control, Inc.), Zoll Medical Corporation (formerly Cardiac Science Corporation) and Philips Healthcare contract through October 4, 2022.
	3/11/2022: Zoll Medical Corporation - Removed Emily Sullivan and updated contact to Audra Tella; Philips Healthcare – Removed Mark Gibbons and updated contact to Brian Marks.
	7/15/2022: Contract administrator changed to Melinda Tomlinson
	7/15/2022: Contract extended to April 4, 2023
	2/21/2023: Contract extended to October 4, 2023
	3/21/2023: Contract Administrator changed to Contract Manager James Brown
	6/15/2023: Per the Reporting Requirements section of this synopsis, the North Carolina Office of Emergency Medical Services, AED Coordinator has been changed to McKenzie Beamer, along with a new email and fax number. In addition, per the Contract Attachments section, the link to the AED Order Placement Notification Form has been changed.
	9/14/2023: Contract Manager changed to Melissa Pressley
	9/21/2023: Extended contract through February 4, 2024
	3/15/2024: Contract Manager changed to Tia Pierce
	4/05/2024: Added LifeServers, Inc. as an authorized distributor for Stryker Medical