

FORSYTH COUNTY

BOARD OF COMMISSIONERS

MEETING DATE: NOVEMBER 12, 2020

AGENDA ITEM NUMBER: 10

SUBJECT: RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT BETWEEN FORSYTH COUNTY AND STRYKER SALES CORPORATION FOR PURCHASE OF FOUR LUCAS CHEST COMPRESSION SYSTEM DEVICES

COUNTY MANAGER'S RECOMMENDATION OR COMMENTS: Recommend Approval

SUMMARY OF INFORMATION:

On August 6, 2020, the Forsyth County Board of Commissioners approved an amendment to the Fiscal Year 2021 Budget Ordinance to appropriate \$229,757.98 which Forsyth County received from the CARES Act Provider Relief Fund. The Forsyth County Emergency Services Department is proposing to enter into a contract with Stryker Sales Corporation for the purchase of four LUCAS Chest Compression System devices in an amount not to exceed \$76,540.32. These devices help with providing high-quality and safer chest compressions in situations such as patient movement and transportation during prolonged resuscitation attempts.

This resolution approves the purchase of four LUCAS Chest Compression System devices under an exception to the bidding laws codified in N.C.G.S. 143-129(e)(6). Under these provisions, the bid procedures do not apply to 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.

Stryker Sales Corporation is the sole-source provider of the LUCAS Chest Compression System in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the United States.

ATTACHMENTS: yes no

SIGNATURE: f. Dudley Watts, Jr. AMS

COUNTYMANAGER

DATE: November 09, 2020

**RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT
BETWEEN FORSYTH COUNTY AND STRYKER SALES CORPORATION FOR
PURCHASE OF FOUR LUCAS CHEST COMPRESSION SYSTEM DEVICES**

WHEREAS on August 6, 2020, the Forsyth County Board of Commissioners approved an amendment to the Fiscal Year 2021 Budget Ordinance to appropriate \$229,757.98 which Forsyth County received from the CARES Act Provider Relief Fund;

WHEREAS Forsyth County Emergency Services Department wishes to purchase four LUCAS Chest Compression System devices, which would help with providing high-quality and safer chest compressions in situations such as patient movement and transportation during prolonged resuscitation attempts;

WHEREAS N.C.G.S. 143-129(e)(6) provides that formal bid procedures shall not apply to purchases of apparatus, supplies, materials, or equipment when performance or price competition for a product are not available, when a needed product is available from only one source of supply, or when standardization or compatibility is the overriding consideration;

WHEREAS Stryker Sales Corporation is the sole-source provider of the LUCAS Chest Compression System in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the United States; and

WHEREAS Forsyth County Emergency Services Department wishes to enter into an agreement with Stryker Sales Corporation for the purchase of four LUCAS Chest Compression System devices in an amount not to exceed \$76,540.32;

NOW, THEREFORE, BE IT RESOLVED, by the Forsyth County Board of Commissioners that the Chairman or County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, an agreement with Stryker Sales Corporation for the purchase of four LUCAS Chest Compression System devices in an amount not to exceed \$76,540.32, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 12th day of November 2020.

July 8, 2019

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. and Canada for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR™ coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe SolutionSM Government Campus Solution
- MultiTech 4G and Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope
- McGRATH MAC disposable laryngoscope blades
- McGRATH X Blade™

Stryker does not authorize any third-parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,



Matt Van Der Wende, Senior Director, Americas Sales

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Emergency Care

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