

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B8400049

PRINT DATE: 06/30/17

PAGE: 01

SHIP TO:

AS SPECIFIED ON INDIVIDUAL ORDERS

VENDOR ID:

ONE BEAT CPR
4350 OAKES RD
STE 500-501
FORT LAUDERDALE, FL 33314
(954) 321-5305

REFER QUESTIONS TO:

IRIS LESTER BELL
(410) 767-4612
IRIS.LESTER@MARYLAND.GOV

ITB:

EXPR DATE: 07/01/20
POST DATE: 06/28/17

DISCOUNT TERMS: .
CONTRACT AMOUNT:

NET 30 DAY
.00

TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

STATEWIDE CONTRACT FOR DEFIBRILLATORS (AED) AND ACCESSORIES

CONTRACT TERM JULY 01, 2017 THROUGH JULY 01, 2020 (3 YRS)

THIS CONTRACT MAY BE RENEWED UNILATERALLY FOR TWO (2), ONE (1) YEAR RENEWAL OPTIONS WITH THE SAME PRICE, TERMS AND CONDITIONS.

THIS CONTRACT IS SUBJECT TO THE TERMS AND CONDITIONS FOR COMMODITIES CONTRACTS OVER \$25,00.00

CONTACT: IRIS LESTER BELL (410) 767-4612 FAX: (410) 333-5509
PROCUREMENT OFFICER IRIS.LESTER@MARYLAND.GOV

VENDOR CONTACT: LOU ROSEN AND JAMIE TYLER (954) 321-5305
JAMIE@ONEBEATCPR.COM FAX: 954-321-5307

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<u>LINE #</u>	<u>STATE ITEM ID</u>	<u>U/M</u>	<u>UNIT COST</u>
0001	46514	EA	

CARDIOVASCULAR INSTRUMENTATION: DEFIBRILLATORS, HEART PUMPS, MONITORIN
EQUIPMENT, ETC.

DEFIBRILLATORS - 45 PERCENT OFF CATALOG LIST PRICE FOR THE STATE
OF MARYLAND

END OF ITEM LIST

THIS PROCUREMENT WAS CONDUCTED AS A COMPETITIVE SEALED BID. THE
AWARD WILL BE TO THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER
(BASIS FOR AWARD).

VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL
INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

ALL PRODUCTS USED IN PACKING TO CUSHION AND PROTECT DURING THE
SHIPMENT OF COMMODITIES ARE TO BE MADE OF RECYCLED, REYCLABLE,
AND/OR BIODEGRADABLE MATERIALS.

C O N T R A C T

AVAILABLE TO: DESIGNATED AGENCY ONLY ()
ALL STATE OF MARYLAND AGENCIES ()
STATE AGENCIES AND POLITICAL SUBDIVISIONS (X)

ELECTRONIC PROCESSING FEE

1.

CONTRACTOR SHALL PAY A PROCESSING FEE TO THE STATE IN THE AMOUNT OF
ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE PROCESSING FEE IS
CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS,
ANY RETURNS OR CREDITS. THE PROCESSING FEE SHALL NOT BE CHARGED
DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR
SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACTS UNIT PRICES

2.

THE PROCESSING FEE SHALL BE SUBMITTED TO THE DEPARTMENT OF GENERAL
SERVICES, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309,
BALTIMORE, MD., 21201, WITHIN TEN (10) CALENDAR DAYS FOLLOWING THE
END OF EACH CALENDAR MONTH ALONG WITH A MONTHLY USAGE REPORT
DOCUMENTING ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY
USAGE REPORT SHALL ALSO BE EMAILED TO THE PROCUREMENT OFFICER AND THE

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TERMS (cont'd):

ACCOUNTANT, AWAWU SALAKO, AT AWAWU.SALAKO@MARYLAND.GOV

3.

FAILURE TO REMIT PROCESSING FEES IN A TIMELY MANNER OR REMITTANCE OF FEES INCONSISTENT WITH THE CONTRACT'S REQUIREMENT MAY RESULT IN THE STATE EXERCISING ALL RECOURSE AVAILABLE UNDER THE CONTRACT INCLUDING, BUT NOT LIMITED TO, A THIRD PARTY AUDIT OF ALL CONTRACT CONTRACT ACTIVITY. SHOULD AN AUDIT BE REQUIRED BY THE STATE, THE CONTRACTOR SHALL REIMBURSE THE STATE FOR ALL COSTS ASSOCIATED WITH THE AUDIT UP TO \$10,000.00 OR ONE (1%) PERCENT OF THE CONTRACT'S ESTIMATED ANNUAL VALUE, WHICH EVER IS HIGHER.

***** LAST PAGE *****

AUTHORIZED BY: _____ DATE: _____

BUYER AUTHORIZED DESIGNEE

US Price List - Channel

HeartStart FRx Defibrillator

HeartStart FRx Automated External Defibrillator

REF	DESCRIPTION	MAP	LIST
861304	HeartStart FRx AED	\$1559	\$1952
Option A01	HeartStart FRx AED Aviation Bundle with Aviation Carry Case (zippered) [replaces Battery with Aviation Battery]	\$170	\$170
Option C01	HeartStart FRx Standard Carry Case	No MAP	\$147
Option C03	HeartStart Carry Case, Plastic Waterproof Shell	\$227	\$227
Option R01	HeartStart FRx Ready-Pack (includes carrying case, spare HeartStart SMART Pads II)	\$180	\$180
Option R02	HeartStart FRx Ready-Pack Aviation Bundle (includes Aviation Carry Case [zippered] and spare HeartStart SMART Pads II; replaces Battery with aviation battery). Order either A01 or R02, not both.	\$204	\$204

HeartStart FRx Defibrillator includes Owner Manual, Quick Set-up guide, maintenance booklet, pre-installed battery, 1 set pre-installed SMART Pads II, and Quick Reference Guide. FRx Ready-Pack has device and spare pads pre-installed in carry case. HeartStart FRx Defibrillator device includes 8-year manufacturer's warranty at no charge. Battery includes 4-year warranty; pads are warranted until expiration date. Other accessories include 1-year warranty.

HeartStart FRx Accessories

REF	DESCRIPTION	MAP	LIST
M5070A	Battery, Long-Life LiMnO ₂ , HS1/FRx	\$169	\$169
989803139301	Battery, Aviation, FRx (complies with TSO C-142)	\$176	\$176
989803139261	HeartStart SMART Pads II, 1-set	\$56	\$56
989803139311	Infant/Child Key	\$105	\$105
68-PCHAT	Fast Response Kit	\$46	\$46

HeartStart Cabinets, Cases & Wall Mounts

REF	DESCRIPTION	MAP	LIST
989803136531	Defibrillator Cabinet, Basic	\$253	\$253
PFE7023D	Defibrillator Cabinet, Premium, Semi-recessed	\$469	\$469
PFE7024D	Defibrillator Cabinet, Premium, Wall Surface	\$440	\$440
989803139251	Standard Carry Case, FRx	No MAP	\$147
989803170891	AED Wall Mount	No MAP	\$98
M3859A	Secure-Pull Seal, 10-pack	\$11	\$11
YC	Carry Case, Plastic Waterproof Shell	\$227	\$227

HeartStart Wall Signs, Awareness Placards, Posters

REF	DESCRIPTION	MAP	LIST
989803170921	AED Wall Sign, red	\$36	\$36
989803170901	AED Awareness Placard, red	\$27	\$27
861476	AED Awareness Posters (4-pack) [opt. ABA English, opt. ABE Spanish, opt. ABF French]	\$22	\$22
861477	AED Wall Mount and Signage Bundle	\$143	\$143
861478	AED Signage Bundle (includes: AED Wall Sign, AED Awareness Placards, and AED Posters)	\$66	\$66

HeartStart FRx Training Materials & Learning Products

REF	DESCRIPTION	MAP	LIST
861306	HeartStart FRx Trainer	\$369	\$369
989803139321	HeartStart FRx Toolkit (Includes PowerPoint presentations, presenter's guide, student guide, training DVD)	\$34	\$34
989803139341	FRx Product Training DVD	\$16	\$16
989803138731	FRx Owner's Manual	\$23	\$23
989803138601	FRx Quick Reference Guide	\$5	\$5
989803139271	SMART Training Pads II (Infant/Child training applications, buy Infant/Child Key separately)	No MAP	\$84
989803139291	Replacement SMART Training Pads II (Includes pads, wire and plug)	No MAP	\$34
M5088A	Internal Manikin Adapter (Compatible with HeartStart FRx Trainer 861306 only)	\$34	\$34
M5089A	External Manikin Adapters, 5-pack	\$58	\$58
M5090A	Adult Pads Placement Guide	\$29	\$29
989803139281	Infant/Child Pads Placement Guide	\$29	\$29

FRx Cross-Compatibility

REF	DESCRIPTION	MAP	LIST
05-10000	HeartStart Pads Adapter (QUIK-COMBO™)	\$42	\$42
05-10100	HeartStart Pads Adapter (Zoll™)	\$42	\$42
05-10200	HeartStart Pads Adapter (Barrel-style)	\$42	\$42

HeartStart Data Management

REF	DESCRIPTION	LIST	LIST
861451	Option A01 – HeartStart Data Messenger Software – Single PC	\$215	\$215
861451	OptionA03 – HeartStart Data Messenger Software – Site-wide License	\$4100	\$4100
861487	Option A01 – HeartStart Configure Software	\$67	\$67
861489	Option A01 – HeartStart Event Review Software – Single PC	\$407	\$407
861489	Option A02 – HeartStart Event Review Software – Site-wide License	\$1025	\$1025
861489	Option A03 – HeartStart Event Review Software – Upgrade Single PC	\$104	\$104
861489	Option A04 – HeartStart Event Review Software – Upgrade Site-wide License	\$340	\$340
861431	Option A01 – HeartStart Event Review Pro Software – Single PC	\$2570	\$2570
861431	Option A03 – HeartStart Event Review Pro Software – Site-wide License	\$6175	\$6175
861436	Option A01 – HeartStart Event Review Pro Software – Upgrade Single PC	\$1025	\$1025
861436	Option A03 – HeartStart Event Review Pro Software – Upgrade Site-wide License	\$2055	\$2055
ACT-IR	Infrared Adapter Cable	\$134	\$134

Pricing: The above prices do not include applicable sales taxes. Philips Terms and Conditions of Sale are available upon request.

Shipping: Shipping costs are included in all pricing – FOB destination. Supply-only orders totaling less than \$300 may be subject to shipping and handling charge. Rush shipping is available for an additional fee.

Return Process: Returned Goods Authorization (RGA) number is required for all returns and must be obtained prior to returning product to Philips. To obtain RGA number, call Customer Service. RGA number must appear on outside of box. All returns are subject to restocking fee. For more details on Philips Return Policy, contact Customer Service.

Customer Service: Phone: (800) 934-7372 or (978) 659-3332, Fax: (800) 947-3299

Address: Philips Healthcare, 3000 Minuteman Road, Andover, MA 01810