

DAVID Y. IGE
GOVERNOR



SARAH ALLEN
ADMINISTRATOR
MARA SMITH
ASSISTANT ADMINISTRATOR

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

P.O. Box 119
Honolulu, Hawaii 96810-0119
Tel: (808) 586-0554
email: state.procurement.office@hawaii.gov
<http://spo.hawaii.gov>
Twitter: @hawaiiispo

March 21, 2017

TO: Executive Departments/Agencies City and County of Honolulu
Department of Education Honolulu City Council
(Excludes Charter Schools) Honolulu Board of Water Supply
Hawaii Health Systems Corporation Honolulu Authority for Rapid Transportation
Office of Hawaiian Affairs County of Hawaii
University of Hawaii Hawaii County Council
House of Representatives County of Hawaii – Department of Water Supply
Senate County of Maui
Judiciary Maui County Council
County of Maui – Department of Water Supply
County of Kauai
Kauai County Council
County of Kauai – Department of Water

FROM: For Sarah Allen, Administrator *Mara Smith*

SUBJECT: **Change No. 8**
SPO Vendor List Contract No. 13-12
**NASPO VALUEPOINT AUTOMATIC EXTERNAL DEFIBRILLATOR-
STATEWIDE**
NASPO Contract No. SW300
Expires: July 31, 2017

The following changes have been made to the vendor list contract:

1. Extend the contract term through July 31, 2017 with Physio-Control, Inc. and Zoll Medical Corporation.
2. Phillips Healthcare and Cardiac Science Corporation is removed from this vendor list contract effective April 1, 2017.

The current price list contract incorporating Change No. 8 is available on the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

If you have any questions, please contact Stanton Mato at (808) 586-0566 or email stanton.d.mato@hawaii.gov.

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Vendor List Contract No. 13-12
Includes Change No. 8
Effective 3/22/2017

**NASPO VALUEPOINT
AUTOMATIC EXTERNAL DEFIBRILLATORS - STATEWIDE**
(NASPO VALUEPOINT Contract No. SW300)
February 15, 2013 to July 31, 2017

INFORMATION ON NASPO VALUEPOINT

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Oklahoma is the current lead agency and contract administrator for the NASPO ValuePoint Automatic External Defibrillator contract. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization and contracts were awarded to six (6) qualified Contractors. The State of Hawaii has signed a Participating Addendum with four (4) Contractors.

The Automatic External Defibrillator contract includes AED materials, equipment, advanced life support devices, chest compression units, disposable products, and related services for placement in State and Local Government Agencies, rural communities, First Responders, health care facilities, and other public access locations.

For additional information on this contract, visit the NASPO ValuePoint website at www.naspovaluepoint.org.



PARTICIPATING JURISDICTIONS listed below have signed a cooperative agreement with the SPO and are authorized to utilize this vendor list contract.

Executive Departments/Agencies	C&C of Honolulu
DOE	Honolulu City Council
(Excludes Charter Schools)	Honolulu Board of Water Supply
HHSC	HART
OHA	County of Hawaii
UH	Hawaii County Council
House	County of Hawaii-Department of Water Supply
Senate	County of Maui
Judiciary	Maui County Council
	County of Maui-Department of Water Supply
	County of Kauai
	Kauai County Council
	County of Kauai-Department of Water

The participating jurisdictions are not required but may purchase from this vendor list contract, and requests for exception from the contract are not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D, and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

POINT OF CONTACT. Questions regarding the products listed, ordering, pricing and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Telephone	Fax	E-mail
Executive	Stanton Mato	586-0566	586-0570	stanton.d.mato@hawaii.gov
DOE (Excludes Charter Schools)	Procurement Staff	675-0130	675-0133	doeprocure@notes.k12.hi.us
HHSC	Joe Evanoff	733-4168	733-4460	jevanoff@hhsc.org
OHA	Phyllis Ono-Evangelista	594-1833	594-1865	phylliso@oha.org
UH	Matthew Chow Karlee Hisashima	956-2765 956-8687	956-2096 956-2093	chowmatt@hawaii.edu karlee@hawaii.edu
House	Brian Takeshita	586-6423	586-6401	takeshita@capitol.hawaii.gov
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov
Judiciary	Tritia Cruz	538-5805	538-5802	tritia.l.cruz@courts.hawaii.gov
C&C of Honolulu	Procurement Specialist	768-5535	768-3299	bf purchasing@honolulu.gov
Honolulu City Council	Heather Murakami	768-5084	768-1363	hmurakami@honolulu.gov

Jurisdiction	Name	Telephone	Fax	E-mail
Honolulu Board of Water Supply	Vicki Kitajima	748-5151	550-9193	vkitajima@hbws.org
HART	Nicole Chapman	768-6135	768-5110	nchapman@honolulu.gov
County of Hawaii	Jeffrey Dansdill	961-8440	961-8248	jdansdill@co.hawaii.hi.us
Hawaii County Council	Jeffrey Dansdill	961-8440	961-8248	jdansdill@co.hawaii.hi.us
County of Hawaii-Department of Water Supply	Ka'iulani L. Matsumoto	961-8050 x224	961-8657	kmatsumoto@hawaii.dws.org
County of Maui	Greg King	249-2403 x30	249-0839	greg.king@co.maui.hi.us
Maui County Council	Ross Izumigawa	270-7661	270-7686	ross.izumigawa@mauicounty.us
County of Maui-Department of Water Supply	Kenneth L. Bissen Holly Perdido	270-7684 270-7684	270-7136 270-7136	ken.bissen@co.maui.hi.us holly.perdido@co.maui.hi.us
County of Kauai	Ernest Barreira	241-4295	241-6297	ebarreira@kauai.gov
Kauai County Council	Lisa Ishibashi Scott Sato	241-4820 241-4810	241-6349 241-6349	lishibashi@kauai.gov ssato@kauai.gov
County of Kauai-Department of Water	Fay Tateishi	245-5426	241-5813	ftateishi@kauaiwater.org

USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS. Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wishes to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor(s).

CONTRACTORS. The authorized contractors are listed in this vendor list contract. They have signed a Master Agreement with the State of Oklahoma and a Participating Addendum with the Hawaii State Procurement Office.

Company Name
 Physio-Control, Inc.
 Zoll Medical Corporation

VENDOR CODES for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

COMPLIANCE PURSUANT TO HRS §103D-310(c). Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Vendor List Contract No. 13-12. *No further compliance verification is required prior to issuing a contract, purchase order, or pCard payment when utilizing this contract.*

PURCHASING CARD (pCard). The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, HHSC, OHA and UH for orders totaling less than \$2,500. For purchases of \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

PURCHASE ORDERS may be issued for purchases \$2,500 or more, and for Contractors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

SPO VL CONTRACT NO. 13-12 & NASPO VALUEPOINT MASTER AGREEMENT NUMBER (SW300) shall be typed on purchase orders issued against this vendor list contract. For pCard purchases, the SPO PL Contract No. 13-12 and the NASPO ValuePoint Master Agreement Number shall be notated on the appropriate transaction document.

GENERAL EXCISE TAX. The Hawaii General Excise Tax (GET) shall not exceed 4.712% for the island of Oahu and 4.166 % for Maui, Kauai and Hawaii. The GET is not applied to shipping or delivery charges.

PAYMENTS are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

LEASE AGREEMENTS are not allowed under this contract.

DELIVERY. Unless otherwise indicated in the Master Agreement, the prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contractor will notify the Participating Entity. Additional delivery charges will not be allowed for back orders.

VENDOR AND PRODUCT EVALUATION form, SPO-012, for the purpose of addressing concerns on this vendor list contract, is available to agencies at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

HOW TO UTILIZE THIS VENDOR LIST CONTRACT:

1. Choose the option (equipment, advanced life support devices, disposable products, training and related services) that works best for your situation.
2. One price quote is needed.
3. Vendor information is listed on the following pages:
 - Physio-Control, Inc. on page 6
 - Zoll Medical Corporation on page 7
4. Pricing Sheets for Physio-Control and Zoll Medical Corporation:
 - <http://www.naspovaluepoint.org/#/contract-details/16/contractor/72> and click on Physio-Control, Inc.-Notice of Award/Master Agreement
 - <http://www.naspovaluepoint.org/#/contract-details/16/contractor/73> and click on Zoll Medical Corporation-Notice of Award/Master Agreement
5. Retain documents justifying purchase in the procurement/contract file.

For Certified AED/CPR Training Contact:

William Justice, AHA BLS Regional Faculty

Phone: (405) 642-3383

Email: WilliamJustice@cox.net

Dolly Rolland or Catherine Haynes AHA CPR/AED Instructors

Phone: (580) 762-5815.



CONTRACTOR INFORMATION

Contractor:	Physio-Control, Inc. 11811 Willows Road NE Redmond, WA 98052-2003	
Customer Service/Order Placement:	Order Placement Contact	
	Name:	Customer Support (5:00 AM to 4:00 PM PST)
	Phone:	(800) 442-1142, option 2
	Fax:	(800) 426-8049
Contract Pricing:	Discount: Prices shown herein are Net (discount deducted)	
	Additional Qty. Discount: see price sheets (prices shown herein are Net: 30 days)	
Restocking Fee:	10% This fee will be charged to returned goods to vendor in the event of ordering error by the agency.	
Contractor's Website:	http://www.physio-control.com/	
Payment/Order Placement Address:	Billing Will Be From	Payments Sent To
	Physio-Control, Inc. 11811 Willows Road NE Redmond, WA 98052-2003	Physio-Control, Inc. 12100 Collections Center Drive Chicago, IL 60693
Orders To Be Sent To:	Same as Contractor Address	
Minimum Orders:	There is no minimum order requirement. For orders with a line item total less than \$200, a \$10 processing fee is added to the order. The processing fee applies to orders placed by phone or fax. Orders placed through the Physio-Control web store will not incur this charge.	
Delivery Time:	Within 120 Days After Receipt of Order (ARO) in accordance with NASPO delivery terms	
Shipping Destination:	Freight on Board (FOB) Destination	
Freight:	Prepaid and Included	
Additional Information:	Instruction or operating manuals shall be furnished for all equipment supplied under this contract at no additional cost to the end user. Currently service parts are not available through the Web Store.	

For Physio Control's product information, go to the following link below:

<http://www.aboutwsca.org/#/contract-details/16/contractor/72>

RETURNED PRODUCT POLICY: If Customer desires to return a purchased product, Customer must call Customer Support at 800-442-1142 for information on credit or replacement of any purchased and non-expired product. A Returned Material Authorization (RMA) number will be provided and must be clearly identified on the carton of any returned product. *Warranty information is located at <http://spo.hawaii.gov/wp-content/uploads/2013/12/PC-Warranty-Information.pdf>

Customer must return the product to Physio-Control in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise authorized by Physio-Control, which product may be returned in its existing condition. Physio-Control will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product.

Physio-Control will provide an RMA and accept the return of any product under any of the following circumstances:

- a) Physio-Control shipped the product in error;
 - b) Customer received the product after the product's expiration date;
 - c) Customer received the product in a damaged condition;
 - d) The product is recalled and must be removed from the market; or
 - e) Physio-Control specifically authorized the return of the product (a 10% restocking fee may apply).
- Product must be returned within 30 days from the date the Customer receives the product, or within 30 days from the date the Customer receives notice of recall, if applicable. *Customer is advised that product returned without an RMA number, or not otherwise authorized, will not be accepted and will be returned to Customer at Customer's expense.*



CONTRACTOR INFORMATION

Contractor:	ZOLL Medical Corporation 269 Mill Road Chelmsford, MA 01824-4105		
Customer Service/Order Placement:	Order Placement Contact		Technical Support Contact
	Name:	Customer Service (8:30am-7:00pm EST, M-F)	Technical Support Help Desk (8:30am-6pm EST, M-F; Emergency #)
	Phone:	(978) 421-9440	1-800-348-9011 or (978) 421-9655
	Fax:	(978) 421-0015	
	E-mail:	esales@zoll.com	
Contract Pricing:	Discount: Prices shown herein are Net (discount deducted) Additional Qty. Discount: see price sheets (prices shown herein are Net: 30 days)		
Contractor's Website:	http://www.zoll.com/		
Payment/Order Placement Address:	Billing Will Be From		Payments Sent To
	ZOLL Medical Corporation 269 Mill Road Chelmsford, MA 01824-4105		ZOLL Medical Corporation GPO P.O. Box 27028 New York, NY 10087-7028
Minimum Orders:	None		
Delivery Time:	Within 120 Days After Receipt of Order (ARO) in accordance with NASPO delivery terms		
Shipping Destination:	Freight on Board (FOB) Destination		
Freight:	Prepaid and Included		
Additional Information:	Price List can be supplied in electronic pdf format upon request.		

For ZOLL Medical Corporation product information, go to the following link below:

<http://www.aboutwsca.org/#/contract-details/16/contractor/73>

SERVICE REQUEST PROCESS: You will be given a Returned Material Authorization (RMA) number to track the return of your product. The Technical Support Representative will require the following pertinent information:

- Unit Serial Number
- Description of the complaint
- Department where the equipment is being used
- Patient information if applicable
- ECG strips if available
- Purchase Order number if the device is out of warranty

A Service Loaner is available at no charge during the repair analysis process and is shipped to arrive before 10 AM the next business day. ZOLL pays for the shipping and insurance of the customer unit and the Service Loaner while the unit is under Factory or Extended Warranty. ***Warranty information is located at <http://spo.hawaii.gov/wp-content/uploads/2013/12/ZOLL-Warranty-Information.pdf>**

NON-WARRANTY RETURN FOR SERVICE: If a device is out of warranty and is returned to ZOLL for service, the Service Depot will evaluate the device to determine if a repair is needed. ZOLL will perform a comprehensive evaluation which could take several hours to complete. If ZOLL's evaluation does not warrant the device to be repaired, an evaluation charge shall apply. ZOLL's Service evaluation charge is a minimum of three (3) hours of Labor plus shipping of the device. If the evaluation warrants the device to be repaired, the total cost of the repair will include parts, labor, and shipping. If you choose to decline the repair, the evaluation charge will then apply. **Current Depot Repair Rate is \$150 per hour. ZOLL does not offer on-site service but will provide loaners within 24 hours.**