



STATE OF HAWAII
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October 20, 2025

TO: Executive Departments/Agencies City and County of Honolulu
 Department of Education Honolulu City Council
 School Facilities Authority 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
 Public Charter School Commission County of Hawaii-Department of Water Supply
 and Schools County of Maui
 House of Representatives Maui County Council
 Senate County of Maui-Department of Water Supply
 Judiciary County of Kauai
 Kauai County Council
 County of Kauai – Department of Water

FROM For Bonnie Kahakui, Administrator ***B***

SUBJECT **Change No. 2**
 SPO Price List Contract No. 25-13
 NASPO VALUEPOINT AUTOMATIC EXTERNAL DEFIBRILLATOR (AED) &
 ACCESSORIES
 RFP No. EV00000354
 Expires: February 28, 2026

The following changes were made to the price list contract:

1. Avive Solutions, Inc. was added to the price list as an authorized contractor.
2. The points of contact for the University of Hawaii, Honolulu City Council and County of Maui – Department of Water Supply was updated.
3. The Award Summary and Agency Instructions was updated.

This contract is available on the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor Lists Contracts* on the home page.

If you have any questions, please contact Shannon Ota at (808) 586-0563 or shannon.j.ota@hawaii.gov.

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**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

**SPO Price List Contract No. 25-13
Includes Change No. 2
Effective: 10/21/2025**

THIS SPO PRICE LIST CONTRACT IS FOR AUTHORIZED BUSINESS USE ONLY

**NASPO VALUEPOINT
AUTOMATIC EXTERNAL DEFIBRILLATOR (AED) &
ACCESSORIES**

(RFP No. EV00000354)
March 25, 2025 to February 28, 2026

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. The 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 (AED) & Accessories contract. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization, LLC and contracts were awarded to four qualified Contractors. The State of Hawaii has signed a Participating Addendum with one Contractor.

The purpose of this contract is for qualified Contractors to provide state and local agencies with FDA approved Automatic External Defibrillator (AED) units and accessories. This includes the following categories:

Category 1: Fully Automated Automatic External Defibrillator (AED) Units

Category 2: Semi-Automated Automatic External Defibrillator (AED) Units

For additional information on this contract, visit the NASPO ValuePoint website at <https://www.naspovaluepoint.org/portfolio/automatic-external-defibrillator-aed-accessories-2024-2029/>.



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

Executive Departments/Agencies	City and County of Honolulu
Department of Education	Honolulu City Council
School Facilities Authority	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
Public Charter School Commission and Schools	County of Hawaii – Department of Water Supply
House of Representatives	County of Maui
Senate	Maui County Council
Judiciary	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 price 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 using the applicable procurement method and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources will be at the discretion of the participating jurisdiction.

POINTS 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 to as follows:

Jurisdiction	Name	Phone	FAX	E-mail
Executive	Shannon Ota	586-0563	586-0570	Shannon.j.ota@hawaii.gov
DOE	Procurement Staff	675-0130	675-0133	G-OFS-DOE-Procurement@k12.hi.us
School Facilities Authority	Gaudencia "Cindy" Watarida	430-5531		Cindy.watarida@k12.hi.us
Public Charter School Commission and Schools	Danny Vasconcellos	586-3775	586-3776	danny.vasconcellos@spcsc.hawaii.gov
HHSC	Nancy Delima	359-0994		ndelima@hhsc.org
OHA	Christopher Stanley	594-1833	594-1865	chriss@oha.org
UH	Sarah Allen	956-2189	956-2093	Sarah-Jane.Allen@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	bfs purchasing@honolulu.gov
Honolulu City Council	Nanette Saito	768-5085	768-5011	nsaito@honolulu.gov
Honolulu Board of Water Supply	Procurement Office	748-5071		fn_procurement@hbws.org
HART	Dean Matro	768-6246		dean.matro@honolulu.gov
County of Hawaii	Diane Nakagawa	961-8440		diane.nakagawa@hawaiicounty.gov
Hawaii County Council	Diane Nakagawa	961-8440		diane.nakagawa@hawaiicounty.gov
County of Hawaii- Department of Water Supply	Ka'iulani Matsumoto	961-8050 ext. 224	961-8657	kmatsumoto@hawaiidws.org
County of Maui	Jared Masuda	463-3816		jared.masuda@co.maui.hi.us
Maui County Council	Marlene Rebugio	270-7838		marlene.rebugio@mauicounty.us
County of Maui- Department of Water Supply	Ashley Decastro	270-7838	n/a	ashley.decastro@co.maui.hi.us
County of Kauai	Ernest Barreira	241-4295	241-6297	ebarreira@kauai.gov
Kauai County Council	Codie Tabalba	241-4193	241-6349	ctabalba@kauai.gov
County of Kauai- Department of Water	Christine Erorita	245-5409	245-5813	cerorita@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 and vendor list 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 an SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor (participation must be mutually agreed upon, for example). A contractor may choose to deny participation by a nonprofit. However, if a nonprofit and Contractor mutually agree to this agreement, it is understood that the nonprofit will retain its right to purchase from other than an SPO price list contract vendor(s).

CONTRACTORS. The following vendors are authorized to provide Automatic External Defibrillator (AED) & Accessories. They have signed a Master Agreement with the State of Washington and a Participating Addendum with the Hawaii State Procurement Office.

<u>Contractor</u>	<u>Master Agreement Number</u>
Philips Healthcare, a division of Philips North America LLC	OK-SW-300
Avive Solutions, Inc.	OK-SW-300

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 Price List Contract No. 25-13. *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.

Note: Vendors may impose a transaction fee, not to exceed 4%, for pCard transactions.

PURCHASE ORDERS may be issued for \$2,500 or more, and for Vendors 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 PRICE LIST CONTRACT NO. 25-13 & NASPO VALUEPOINT MASTER AGREEMENT NUMBER (notated on the vendor information page) shall be typed on purchase orders issued against this price list contract. For pCard purchases, the SPO Price List Contract No. 25-13 and the applicable NASPO ValuePoint Master Agreement Number shall be notated on the appropriate transaction document.

STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE shall not exceed the following rates if the seller elects to pass on the charges to its customers. The GET is not applied to shipping or delivery charges.

County	County Surcharge Tax Rate	State GET	Max Pass-On Tax Rate	Expiration of Surcharge Tax Rate
C&C of Honolulu	0.50%	4.0%	4.7120%	12/31/2030
Hawaii	0.50%	4.0%	4.7120%	12/31/2030
County of Maui (including Molokai & Lanai)	0.50%	4.0%	4.7120%	12/31/2030
Kauai	0.50%	4.0%	4.7120%	12/31/2030

The GET or use tax and county surcharge may be added to the invoice as a separate line item and shall not exceed the current max pass-on tax rate(s) for each island.

County surcharges on State General Excise (GE) tax or Use Tax may be visibly passed on but are not required. For more information on county surcharges and the max pass-on tax rate, please visit the Department of Taxation's website at <http://tax.hawaii.gov/geninfo/countysurcharge>.

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.

COMPLIANCE PURSUANT TO HRS §103-53. All state and county contracting officers or agents shall withhold final payment of a contract until the receipt of tax clearances from the director of taxation and the Internal Revenue Service. This section does not apply to contracts of less than \$25,000.

VENDOR AND PRODUCT EVALUATION form, SPO-012, for the purpose of addressing concerns on this price 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.

AGENCY INSTRUCTIONS

Contractor	Category 1: Fully Automated	Category 2: Semi-Automated
Philips Healthcare, a division of Philips North America LLC		✓
Avive Solutions, Inc.	✓	

1. Agency shall obtain at least one (1) written price quote from an authorized vendor when procuring services covered by any of the categories shown above.
2. Personnel conducting or participating in utilizing this Price/Vendor List Contract is responsible to complete form SPO-010, *Record of Procurement* when an award is for \$5,000 or greater. All non-responsive vendor(s) and related pertinent information to this procurement shall be notated in Part C. The completed and properly signed (personnel with delegated authority) copy of the SPO-010 shall be kept in the procurement/contract file.
3. When utilizing the State Procurement Office Price List Contract 25-13, the contract term shall not exceed the Master Agreement expiration date of February 28, 2026.
4. Agencies shall not issue a Purchase Order, or pCard with options to extend the contract term beyond the expiration date of February 28, 2026.

BASIS OF AWARD. Purchasing Agency may award on best value. Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria, in addition to price, so that the offer meeting the overall combination that best serves the State is selected. These criteria may include, but not limited to, the total cost of ownership, performance history of the vendor, quality of goods, warranties, services, or construction, delivery, and proposed technical performance. The agency shall justify in writing, and document kept in the procurement file, when not selecting the lowest quote.



**Philips Healthcare,
a division of Philips North America LLC
MASTER AGREEMENT NO. OK-SW-300**

NASPO URL:

<https://naspo.valuepoint.org/portfolio/automatic-external-defibrillator-aed-accessories-2024-2029/philips-healthcare/>

PHILIPS HEALTHCARE

Name: Katie Boucher
Phone: (206) 573-3775
Email: katie.boucher@philips.com

Purchase Order/Payment:

Philips Healthcare
P.O. Box 10355
Atlanta, GA 30384-0355

*Payment is made to:
Philips Healthcare, a
division of Philips North
America LLC

AUTHORIZED DISTRIBUTOR

Company Name: AED Institute of America, Inc.
Address: 3375 Koapaka St. #B264
Honolulu, HI 96819
Contact Name: Pam Foster
Phone: (808) 440-8988
Email: info@aed808.com

Purchase Order/Payment:

AED Institute of America, Inc.
Post Office Box 1052
Trabuco Canyon, CA 92678



Avive Solutions, Inc.

MASTER AGREEMENT NO. OK-SW-300

NASPO URL:

<https://naspo.valuepoint.org/portfolio/automatic-external-defibrillator-aed-accessories-2024-2029/avive-solutions-inc/>

AVIVE SOLUTIONS, INC.

Email: contracts@avive.life

Purchase Order/Payment:

Avive Solutions, Inc.
P.O. Box 121333
Dallas, TX 75312-1333

*Payment is made to:
Avive Solutions, Inc.