



CITY OF CHARLESTON West Virginia



Council Member – 12th WARD

Joseph Jenkins
839 Gordon Drive
Charleston, West Virginia 25303
304-575-9202
joseph.jenkins@cityofcharleston.org

Finance Committee, Chair
Parking Committee, Chair
Ordinance and Rules Committee

AGENDA
FINANCE COMMITTEE MEETING
Monday, October 20, 2025
6:30 PM

AV ROOM #308, CITY HALL, CHARLESTON, WV

AVAILABLE TO VIEW VIA LIVESTREAM AT <https://charlestonwv.civicclerk.com/web/home.aspx>

I. DISCUSSION:

- a. Approval of Previous Minutes 10-6-2025

II. RESOLUTIONS:

- a. Resolution No. 25-100 - Authorizing the Mayor or City Manager to purchase ambulance cots and other devices for the Charleston Fire Department from Stryker Medical.
- b. Resolution No. 25-101 - Authorizing approval of Amendment No. 4 of the FY 2025-2026 General Fund Budget.
- c. Resolution No. 25-102 – Authorizing the Mayor or City Manager to enter into an agreement with Atlantic Emergency Solutions for repairs to Charleston Fire Department Fire Engine 455.
- d. Resolution No. 25-103 - Authorizing the Mayor or City Manager to enter into a one-year contract for the purchase of road salt.
- e. Resolution No. 25-104 - Authorizing the Mayor or City Manager to enter into an agreement with Zones, LLC for VMWare software subscription services for Information Systems.
- f. Resolution No. 25-105 - Authorizing the Mayor or City Manager to facilitate the transfer of City Park from Vista View Apartments LP, to RP Vista View LLC, and approving a payoff to the City of Charleston of \$395,000 as part of the closing, in exchange for the release of two Deeds of Trust.

***Meetings may be recorded and broadcast via internet <https://charlestonwv.civicclerk.com>**

MINUTES
FINANCE COMMITTEE MEETING
6:30 P.M., OCTOBER 6, 2025
AV ROOM #308, CITY HALL

Joseph Jenkins, Chair, called the meeting of the Charleston City Council Committee on Finance to order at 6:30 p.m., September 15, 2025.

A silent roll was taken by the Clerk and a quorum was established. The following committee members were present:

Joseph Jenkins, Chair
Brent Burton, Vice Chair
Becky Ceperley
Mary Beth Hoover
Larry Moore
Chad Robinson
Shawn Taylor

Absent:

Other Councilmembers present:

Harper Gardner
Chelsea Steelhammer
Emmett Pepper
Frank Annie
Jeanine Faegre

I. DISCUSSION:

a. Approval of Previous Minutes - Councilmember Burton asked for unanimous consent to dispense with the reading of the minutes for the September 15, 2025 meeting and that they be approved as distributed. There were no objections, and the minutes were approved.

II. RESOLUTIONS:

- a. Resolution No. 25-091 – Authorizing the Mayor or City Manager to purchase an annual renewal of the Charleston Police Department’s record management software from TriTech Software Systems in the amount of \$84,389.28 pursuant to a competitively sourced contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to purchase an annual renewal of the Charleston Police Department’s record management software from TriTech Software Systems in the amount of \$84,389.28 pursuant to a competitively sourced contract.

City Manager Ben Mishoe added that the purchase is for the annual renewal of record keeping software used by the Charleston Police Department since 2016.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-091 approved.

- b. Resolution No. 25-092 – Authorizing the Mayor or City Manager to purchase two HI-WAY P-8 stainless steel salt spreader machines from WV Tractor Supply Company in the amount of \$27,586.00 pursuant to a competitively sourced contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to purchase two HI-WAY P-8 stainless steel salt spreader machines from WV Tractor Supply Company in the amount of \$27,586.00 pursuant to a competitively sourced contract.

Mishoe added that the spreaders will be mounted on the back of the larger trucks, and will be helpful in the winter.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-092 approved.

- c. Resolution No. 25-093 – Authorizing settlement of a pending claim against the City, by Robley Lushbaugh, with associated claim number WV1542025027014, related to a vehicle collision wherein a City trash truck rear-ended a 2024 Honda CR-V resulting in the vehicle being totaled, as recommended by the City Solicitor.

Now, therefore, be it Resolved by the Council of the City of Charleston, West Virginia:

That the City Council hereby authorizes and approves the settlement of a pending claim against the City, by Robley Lushbaugh, with associated claim number WV1542025027014, related to a vehicle collision wherein a City trash truck rear-ended a 2024 Honda CR-V resulting in the vehicle being totaled in an amount of \$37,550.50 to Robley Lushbaugh and an additional amount of up to \$5,000.00 to third-parties for appraisal and rental car expenses related to the claim, as recommended by the City Solicitor. The City Council authorizes the City Solicitor and City Manager to take all necessary steps to finalize resolution of the claim.

City Attorney Kevin Baker added that one of the City's garbage trucks rear-ended and totaled a new Honda CRV. No people were harmed.

From the audience, Councilmember Faegre confirmed that the date of the incident was in September of 2025.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-093 approved.

- d. Resolution No. 25-094 – Authorizing the City Treasurer to transfer \$800,000 from the Opioid Settlement Fund (Fund 2027) to the CARE Office Fund (Fund 2097) to be used for continued operation of the CARE Office’s due to the expiration of federal grants.

WHEREAS, the City established the Coordinated Addiction Response Effort (CARE) Office in 2019 and has relied on a combination of federal grants to employee positions for various programs within the mission of the CARE Office; and

WHEREAS, in June 2024, after the expiration of the federal grants that supported the Quick Response Team Coordinator and Mental Health Coordinator, the City allocated \$500,000 from the Opioid Settlement Fund to the CARE Office Fund for the continued operations of the programs for the period of approximately two years; and

WHEREAS, the federal grant that supported the CARE Office’s Crisis Intervention Team (CIT) expired on September 30, 2025; and

WHEREAS, the City desires to continue the operation of the CIT with Opioid Settlement Funds, as well as continue operating the Quick Response Team and Mental Health Coordinator through FY 2027;

Now, therefore, be it Resolved by the Council of the City of Charleston, West Virginia:

That the City Treasurer is hereby authorized to transfer \$800,000 from the Opioid Settlement Fund (Fund 2027) to the CARE Office Fund (Fund 2097) to be used for continued operation of the CARE Office’s program through fiscal year 2027.

Mishoe added that the funds will be used to continue the operation of the CARE Office through the end of FY2027 due to several grants ending.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-094 approved.

- e. Resolution No. 25-095 – Authorizing approval of Amendment No. 3 of the FY 2025-2026 General Fund Budget as indicated on the attached list of accounts.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That Amendment No. 3 of the FY 2025-2026 General Fund Budget as indicated on the attached list of accounts is approved.

Mishoe added that the City received money from the State Treasurer's Office regarding unclaimed property. The funds will be used by the Parks and Recreation Department to repave one or more of the outdoor basketball courts. He thanked Lisa Fisher for noticing the unclaimed property.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-095 approved.

- f. Resolution No. 25-096 – Authorizing the Mayor or City Manager to enter into a contract in the amount of \$579,755.00 with Lakecrest Construction for the installation of a new storm sewer system on Chesterfield Ave in the vicinity of Glenridge Road where the contract price was determined pursuant to a competitive bid process.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a contract in the amount of \$579,755.00 with Lakecrest Construction for the installation of a new storm sewer system on Chesterfield Ave in the vicinity of Glenridge Road where the contract price was determined pursuant to a competitive bid process.

Mishoe added that the project will replace and repair approximately 160 feet of 30-inch pipe and around 850 feet of 18-inch pipe on Chesterfield Avenue and Glenridge Road.

Councilmember Taylor noted that there was a substantial difference in the bid amounts. Mishoe confirmed that all of the bids met the specs.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-096 approved.

- g. Resolution No. 25-097 – Authorizing the Mayor or City Manager to enter into an agreement with Insight Pipe Contracting, LLC in the amount of \$365,530.00 for the rehabilitation of the City's storm sewer pipes at various locations where the contract price was determined pursuant to a competitive bid process.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into an agreement with Insight Pipe Contracting, LLC in the amount of \$365,530.00 for the rehabilitation of the City's storm sewer pipes at various locations where the contract price was determined pursuant to a competitive bid process.

Mishoe added that the resolution is to line some of the old and damaged storm sewers.

Councilmember Jenkins confirmed that he lining should increase the amount of water that can flow through the pipes because there will be less friction.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-097 approved.

- h. Resolution No. 25-098 – Authorizing the Mayor or City Manager to enter into a one-time direct agreement with Dynamic Graphics for provision of various employee clothing and uniforms pursuant to the City’s uniform voucher program.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a one-time direct agreement with Dynamic Graphics for provision of various employee clothing and uniforms pursuant to the City’s uniform voucher program.

Mishoe added that the voucher program will be through an online portal that will bill the City directly based on the voucher limit. He added that this will be a pilot program for one year to assess its effectiveness.

Councilmember Jenkins confirmed that Dynamic Graphics would be the only vendor involved. Human Resources Director Maria Church added that each option will have three price points.

Mayor Goodwin confirmed with Church that the vendor has a good return/exchange policy.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-098 approved.

- i. Resolution No. 25-099 – Authorizing the Mayor or City Manager to enter into an Agreement with The West Virginia Department of Transportation, Division of Highways, in substantially the same form as the attached Exhibit A, and any other agreements as may be necessary to achieve mutually agreed upon responsibilities for administering and funding the Capital Connector Construction Project, which will be built upon roads owned by both the City of Charleston and the State of West Virginia.

Be it Resolved by the Council of the City of Charleston, West Virginia:

The Mayor or City Manager is authorized to enter into an Agreement with The West Virginia Department of Transportation, Division of Highways, in substantially the same form as the attached Exhibit A, and any other agreements as may be necessary to achieve mutually agreed upon responsibilities for administering and funding the Capital Connector Construction Project, which will be built upon roads owned by both the City of Charleston and the State of West Virginia.

Mishoe added that the resolution is a standard MOU for the design phase.

Councilmember Burton moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 25-099 approved.

- j. Bill No. 8058 – A BILL to amend and reenact Section 110-63 of the Municipal Code of the City of Charleston, as amended, relating to updating exemptions to the municipal business and occupation tax in order to incorporate legislation passed by the West Virginia Legislature; exempting the application of the tax on any business with less than \$2,500.00 in annual gross income and on the sale of new automobiles as detailed herein; and making both exemptions effective July 1, 2025.

Now, therefore, be it ordained by the Council of the City of Charleston:

That Section 110-63 of the Municipal Code of the City of Charleston, as amended, is hereby amended and reenacted to read as follows:

Sec. 110-63. - Exemptions.

(a) The provisions of this article shall not apply to:

(1) Insurance companies which pay the state a tax upon premiums; provided, that such exemption shall not extend to that part of gross income of insurance companies which is received for the use of real property, other than property in which any such company maintains its office or offices, in the city, whether such income is in the form of rentals or royalties;

(2) Nonprofit cemetery companies organized and operated for the exclusive benefit of their members;

(3) Fraternal societies, organizations and associations organized and operated for the exclusive benefit of their members and not for profit; provided, that this exemption shall not extend to that part of gross income arising from the sale of alcoholic liquor, food and related services of such fraternal societies, organizations and associations which are licensed as private clubs under the provisions of W. Va. Code ch. 60, art. 7;

(4) Corporations, associations and societies organized and operated exclusively for religious or charitable purposes; provided that: the city may impose its business and occupation tax on any activity of a corporation, association or society organized and operated exclusively for religious or charitable purposes only to the extent that the income generated by the activity is subject to taxation under the provisions of section 511 of the Internal Revenue Code of 1986, as amended;

(5) Production credit associations, organized under the provisions of the federal Farm Credit Act of 1933; provided, that the exemptions of this section shall not apply to corporations or cooperative associations organized under the provisions of W. Va. Code ch. 19, art. 4;

(6) Any credit union organized under the provisions of chapter 31 or any other chapter of the Code of West Virginia; provided, that the exemptions of this section shall not apply to corporations or cooperative associations organized under the provisions of W. Va. Code ch. 19, art. 4;

(7) Gross income derived from advertising service rendered in the business of radio and television broadcasting;

(8) The gross income or gross proceeds of sale of a gasification or liquefaction of

coal project in the demonstration, pilot or research states; provided, that prior to the commencement of operation of any such project, the tax commissioner of the state shall have first certified the project as eligible for such exemption; provided, further, that such exemption shall expire seven years from the date the project first receives gross income or gross proceeds from sales; and

(9) The first \$5,000.00 of gross income or gross proceeds in each calendar year derived from sales or services by a vendor, as defined in section 18-1031 of this Code, shall be exempt from the tax imposed by this article. The vendor shall file a business and occupation tax return for such gross income or gross proceeds even if such revenue is exempt.

(b) Effective July 1, 2025:

(1) A person engaging in business within the City shall not be subject to the municipal business and occupation or privilege tax imposed by this article for any tax year in which the taxpayer's gross income or gross proceeds is less than two thousand five hundred dollars (\$2,500.00). This exemption shall apply on a prospective basis only and shall not affect liability for any tax periods ending prior to July 1, 2025. The person shall file a business and occupation tax return for such gross income or gross proceeds even if such revenue is exempt; and

(2) The municipal business and occupation or privilege tax imposed by this article shall not apply to the sale of new automobiles that have never been registered in the name of an individual. For the purposes of this subsection, an automobile is a self-propelled vehicle used on the roads and highways by the use of motor vehicle fuel or propelled by one or more electric motors using energy stored in batteries or a combination thereof. An automobile shall include a light-duty truck with an enclosed cabin and an open loading area at the rear and a sport utility vehicle. An automobile does not include a motorcycle. The full exemption shall apply on a prospective basis. For any tax periods ending prior to July 1, 2025, a partial exemption shall apply as set forth in West Virginia Code § 8-13-5. The person shall file a business and occupation tax return for such gross income or gross proceeds even if such revenue is exempt.

(c) An organization is "charitable" for purposes of subdivision (4) of subsection (a) of this section if it satisfies both of the following criteria: (1) it is exempt from Federal Tax, under 26 U.S.C. § 501(c)(3), and (2) its purposes include relief of poverty, advancement of education, advancement of religion, promotion of health, governmental or municipal purposes, or other purposes that are beneficial to the community.

Baker added that the bill will implement State Law changes related to B&O taxes on automobile sales. Additionally, businesses that make less than \$2,500 does not have to pay B&O taxes.

From the audience, Councilmember Gardner confirmed with Baker that the reduction in revenue would be minimal, however the automobile sale change will be substantial, perhaps as much as \$530,000 in lost revenue.

Councilmember Burton moved to approve the Bill. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Bill No. 8058 approved.

Councilmember Burton motioned to adjourn the meeting.
Meeting adjourned.

Resolution No. 25-100

Introduced in Council:

Adopted by Council:

October 20, 2025

Introduced by:

Referred to:

Joseph Jenkins

Finance

Resolution No. 25-100 – Authorizing the Mayor or City Manager to purchase two Power Pro ambulance cots with accessories, one Lucas 3 v 3.1 chest compression system with accessories, two LifePak 35 monitors/defibrillators with accessories, and five Stair Pro stair chairs with accessories for the Charleston Fire Department from Stryker Medical in the amount of \$202,424.53 pursuant to a competitively sourced contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to purchase two Power Pro ambulance cots with accessories, one Lucas 3 v 3.1 chest compression system with accessories, two LifePak 35 monitors/defibrillators with accessories, and five Stair Pro stair chairs with accessories for the Charleston Fire Department from Stryker Medical in the amount of \$202,424.53 pursuant to a competitively sourced contract.



CITY OF CHARLESTON
Purchase Request

INSTRUCTIONS: This form must be submitted to the City Manager's Office for any purchase of materials or supplies costing **\$5,000.01 or more**. A minimum of **3** quotes is required for this form.

Date: 10/3/2025

To: CITY MANAGER,

I request permission to purchase the following materials and/or supplies: 2 Power Pro cots & accessories, 1 Lucas 3 v 3.1 chest compression system & accessories, 2 LifePak 35 monitors/defibrillators & accessories, & 5 Stair Pro stair chairs & accessories

Purchase justification: Replacement of patient cots, chest compression systems, & cardiac monitors with updated equipment in rotation schedule.
Old equipment trade-in factored in. Purchasing with Sourcewell contract.

If approved, the total purchase price will be: \$202,424.53

(Check One)

- ☐ The price is less than the \$25,000 permitted for purchases without advertising for bids and needing approval from City Council. I have not purposefully split the purchase request to keep the purchase under the \$25,000 threshold and have not favored a particular vendor. I have not shared competitive information with any vendor(s).
- ☐ The proposed vendor is a sole source provider for the materials/supplies requested. (Skip to **ITEM A** on page 2.)

I have contacted the following responsible vendors and have attached their written quotes for the requested item(s): (Minimum of 3 Quotes Required)

- | | | | |
|----|------------------------|-----------------|-------------------|
| 1. | Stryker Medical | Price Quote: \$ | 202,424.53 |
| 2. | | Price Quote: \$ | |
| 3. | | Price Quote: \$ | |
| 4. | | Price Quote: \$ | |
| 5. | | Price Quote: \$ | |

The apparent low-bid vendor *meeting specifications* is: Stryker Medical

AND

- ☐ The low-bid vendor is not delinquent on any financial obligations owed to the City of Charleston according to the City Collector's records, and I recommend authorizing the purchase through the low-bid vendor. **Located outside of city limits.**

OR

- ☐ I recommend not contracting with the lowest bidder meeting specifications and instead recommend contracting with _____ because:

Additionally, the recommended vendor is not delinquent on any financial obligations owed to the City of Charleston according to the City Collector's records.

ITEM A (For Sole Source Procurements ONLY)

Explain what is unique about this vendor/brand and why your department must purchase this product:

Identify at least 1 independent third party who has verified the vendor is a sole source for the item(s) requested to be purchased, and submit his/her written opinion regarding the vendor's sole source status:

(Name & Phone Number) _____

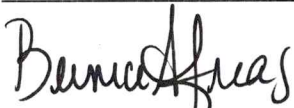
REQUESTOR'S DECLARATION

I declare that I have fully complied with the letter and intent of the City Code as it pertains to procurement and have exercised reasonable precaution to procure the item(s) requested above at the lowest price, consistent with good service and quality.

I also declare that I have no personal or business relationship with the listed vendor(s) that would be considered a conflict of interest, except as follows:

(List Actual, Potential, or Perceived Conflicts of Interest) _____

Request Submitted By: Bernice A. Freas for CFD Department: City Manager's Office


Is this purchase being paid with grant funds? ☐ Yes ☒ No

Funds Approval: _____ Date: _____
Authorized Financial Officer

Account Number: 976C11 645900 (budgeted)

City Manager Approval: _____ Date: _____

**CITY OF CHARLESTON, WV
Charleston Fire Department
Purchase Request Form**

Date: 10/2/2025 **Purchase Order #:** _____
Vendor: Stryker ✓10287 **Phone #:** 858-774-0394
Contact: Austin Long **Fax:** _____
Address: austin.long@stryker.com
(Street, City, State, Zip)

Quantity	Description	Unit Price	Total Price
2	Power cots with accessories (items 1-4 on quote)	34,923.41	69,846.82
1	Lucas with accessories (items 5-8 on quote)	19,353.26	19,353.26
2	LP 35 with accessories (items 9-20 on quote)	50,124.50	100,249.00
5	Stair Chairs with accessories (items 21-21.10 on quote)	4,981.62	24,908.10
2	Trade in power cots	(2,500.00)	
1	Trade in lucas	(3,000.00)	
2	Trade in LP15 V2	(3,500.00)	
1	shipping	3,067.35	3,067.35
		TOTAL	202,424.53

Requested By: Fred Dunbar **Date:** _____

Purpose of Request: Regular replacement schedule of our cardiac monitors, patient cots, and chest compression devices. FY26 Capital purchase

Operations Chief:
☐ Denied ☐ Approved _____ **Date:** _____

Deputy/Administrative Chief: *[Signature]* **Date:** 10-2-25

Fire Chief:
☐ Denied ☐ Approved _____ **Date:** _____

976C11 645900 FY26 budgeted



CharlestonFD-Fiscal2025-Sept25

Quote Number:11185456

Version:1

Prepared For:CHARLESTON FIRE DEPT EMS DIVISION

Attn:

Quote Date:10/02/2025

Expiration Date:10/14/2025

Remit to:

Rep:

Email:

Phone Number:

Stryker Sales, LLC

21343 NETWORK PLACE

CHICAGO IL 60673-1213

USA

Austin Long

austin.long@stryker.com

(858) 774-0394

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	CHARLESTON FIRE DEPT EMS DIVISION	Name:	CHARLESTON FIRE DEPT EMS DIVISION	Name:	CHARLESTON FIRE DEPT EMS DIVISION
Account #:	20030144	Account #:	20030144	Account #:	20030144
Address:	808 VIRGINA ST W	Address:	808 VIRGINA ST W	Address:	808 VIRGINA ST W
	CHARLESTON		CHARLESTON		CHARLESTON
	West Virginia 25302		West Virginia 25302		West Virginia 25302

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	650705550001	6507 POWER PRO 2, HIGH CONFIG	2	\$33,532.41	\$67,064.82
2.0	650700450102	ASSEMBLY, POWER CORD, NORTH AM	2	\$18.50	\$37.00
3.0	650707000002	KIT, ALVARIUM BATTERY, SERVICE	2	\$564.50	\$1,129.00
4.0	650700450301	ASSEMBLY, BATTERY CHARGER	2	\$808.00	\$1,616.00
5.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	1	\$17,815.76	\$17,815.76
6.0	11576-000060	LUCAS Desk-Top Battery Charger	1	\$804.50	\$804.50
7.0	11576-000071	LUCAS External Power Supply	1	\$254.50	\$254.50
8.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	1	\$478.50	\$478.50
9.0	70335-000042	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT	2	\$45,232.00	\$90,464.00
10.0	11335-000001	LIFEPAK FLEX Lithium-Ion Battery	2	\$500.00	\$1,000.00
11.0	11140-000102	LIFEPAK FLEX Battery Charger	2	\$1,500.00	\$3,000.00
12.0	11140-000131	AC Power Cord (North America, hospital grade)	2	\$54.00	\$108.00
13.0	11996-000519	LNCS-II Reusable rainbow 8-wavelength Adult Sensor	2	\$444.50	\$889.00
14.0	11996-000520	LNCS-II Reusable rainbow 8-wavelength Pediatric Sensor	2	\$489.00	\$978.00



CharlestonFD-Fiscal2025-Sept25

Quote Number: 11185456

Remit to:

Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Version: 1

Prepared For: CHARLESTON FIRE DEPT EMS DIVISION

Attn:

Rep:

Austin Long

Email:

austin.long@stryker.com

Phone Number:

(858) 774-0394

Quote Date: 10/02/2025

Expiration Date: 10/14/2025

#	Product	Description	Qty	Sell Price	Total
15.0	11160-000011	Reusable Cuff, Infant, 8-14 cm	2	\$15.50	\$31.00
16.0	11160-000013	Reusable Cuff, Pediatric, 13-20 cm	2	\$17.50	\$35.00
17.0	11160-000019	Reusable Cuff, X-Large, Adult, 35-44 cm	2	\$34.50	\$69.00
18.0	11335-000005	LIFEPAK Printer Kit	2	\$1,500.00	\$3,000.00
19.0	11335-000008	LIFEPAK 35 Storage Bag Kit	2	\$300.00	\$600.00
20.0	11260-000073	Shoulder Strap	2	\$37.50	\$75.00
21.0	6252000000	Stair-PRO Model 6252	5	\$4,416.12	\$22,080.60
21.1	6252009001	Stair-Pro Operations Manual		\$0.00	\$0.00
21.2	6250001162	In-Service Video (DVD)		\$0.00	\$0.00
21.3	6252026000	Common Components		\$0.00	\$0.00
21.4	6250021000	2 Piece ABS Panel Seat		\$0.00	\$0.00
21.5	6250160000	Polypropelene Restraint Set(Plastic Buckles)		\$0.00	\$0.00
21.6	6252022000	Main Frame Assy Option		\$0.00	\$0.00
21.7	6250024000	Standard Length Lower LiftHandles		\$0.00	\$0.00
21.8	6252027000	Footrest Option		\$367.14	\$1,835.70
21.9	6250140000	O2 Bottle Holder		\$198.36	\$991.80
21.10	6252024000	No IV Clip Option		\$0.00	\$0.00
Equipment Total:					\$214,357.18

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-LP15V2-LP35	TRADE IN LP15 V2 FOR LP35	2	-\$3,500.00	-\$7,000.00
TR-SPCOT-PPXT	TRADE-IN-STRYKER POWER COT TOWARDS PURCHASE OF POWERPRO XT	2	-\$2,500.00	-\$5,000.00
TIM-LUC3-LUC3	TR-SYK LUCAS 3 TO LUC 3.1	1	-\$3,000.00	-\$3,000.00



CharlestonFD-Fiscal2025-Sept25

Quote Number: 11185456

Version: 1

Prepared For: CHARLESTON FIRE DEPT EMS DIVISION

Attn:

Quote Date: 10/02/2025

Expiration Date: 10/14/2025

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Rep: Austin Long

Email: austin.long@stryker.com

Phone Number: (858) 774-0394

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Shipping and Handling:	\$3,067.35
Grand Total:	\$202,424.53

Prices: In effect for 30 days

Terms: Net 30 Days

Shipping & Handling Includes:
Standard freight, special packaging, semi rigging cranes, labor & delivery of equipment to final location, removal of all packaging, pre-delivery site check, education/training

Terms and Conditions:
Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html.

ITEM	Category	DESCRIPTION	CONFIGURED List Price Effective	CONFIGURED Sourcewell Contract Pricing Effective	AFTERMARKET List Price Effective	AFTERMARKET Sourcewell Contract Pricing Effective	Discount from Last
			11/1/2024	11/1/2024	11/1/2024	11/1/2024	
11230-000032	H20 - Accessories	POUCH, RIGHT, CARRYING BAG, LP12			\$46.00	\$36.80	20%
11230-000039	H20 - Accessories	BACK POUCH, SMALL, CARRYING BAG, LP12			\$42.00	\$33.60	20%
11230-000044	H20 - Accessories	ACCY BAG, RIGHT SIDE, LP10			\$81.00	\$64.80	20%
11230-000044	H20 - Accessories	BATTERY PACK CARRYING POUCH			\$64.00	\$51.20	20%
11230-000072	H20 - Accessories	BACK POUCH - LARGE			\$69.00	\$55.20	20%
11230-000019	H20 - Accessories	CARRYING BAGS-STRAP KIT, LP20			\$14.00	\$11.20	20%
1140-000047	H20 - Accessories	POWER CORD, MLD, DOM, 1, RNC			\$95.00	\$76.00	20%
21501-000023	H20 - Accessories	LABEL, SET-HARD PADDLES, EM/FR/GE/SW/DA/DU			\$7.53	\$6.03	20%
21330-001368	H20 - Accessories	ASSY - TEST LOAD, ROHS, ENG SWD DAN FIN			\$128.00	\$102.40	20%
21330-001367	H20 - Accessories	ASSY - TEST LOAD, ROHS, ENG GER ITA FRE			\$124.00	\$99.20	20%
21330-001368	H20 - Accessories	ASSY - TEST LOAD, ROHS, ENG SPA FORT BSA			\$126.00	\$100.80	20%
20900-003662	H20 - AED Accessories	USER MANUAL CD - TRAINER1000 AMERICA			\$22.00	\$17.60	20%
11110-000038	H20 - Accessories	CABLE ASSY-THERAPY, QUIK-COMBO, SHORT			\$218.00	\$174.40	20%
11130-000061	H20 - Accessories	PADDLE ASSY-HARD PADDLE, ENGLISH, ROHS, L			\$1,336.00	\$1,068.80	20%
11131-000001	H20 - Accessories	PADDLE ASSY - INTERNAL HANDLE, LP12			\$3,043.00	\$2,434.40	20%
11131-000010	H20 - Accessories	INTERNAL PADDLES, 1 INCH (2.5 CM)-HANDLE			\$850.00	\$680.00	20%
11131-000011	H20 - Accessories	INTERNAL PADDLES, 1.5 IN (3.8 CM)-HANDLE			\$660.00	\$528.00	20%
11131-000012	H20 - Accessories	INTERNAL PADDLES, 2 INCH (5.1 CM)-HANDLE			\$560.00	\$448.00	20%
11131-000013	H20 - Accessories	INTERNAL PADDLES, 2.5 IN (6.4 CM)-HANDLE			\$550.00	\$440.00	20%
11131-000014	H20 - Accessories	INTERNAL PADDLES, 3.5 INCH (8.9 CM) W/ D			\$660.00	\$528.00	20%
11131-000019	H20 - Accessories	ELECTRODE-INTERN, CAM IJK, 2.5, DIA, XL			\$550.00	\$440.00	20%
11131-000021	H20 - Accessories	INTERN PADDLE, CAM IJK, 1.5/3.8CM DIA, 9.00			\$560.00	\$448.00	20%
11131-000022	H20 - Accessories	INTERN PADDLE, CAM IJK, 2.0/6.1CM DIA, 8.75			\$549.00	\$439.20	20%
11131-000023	H20 - Accessories	INTERN PADDLE, CAM IJK, 3.5/8.9CM DIA, 8.00			\$550.00	\$440.00	20%
1140-000014	H20 - Accessories	POWER CORD-MOLDED, DOM, R, ANGLE RCPT			\$31.00	\$24.80	20%
1140-000074	H20 - Accessories	DC TO DC POWER ADAPTER, LP18			\$2,814.00	\$2,251.20	20%
1140-000078	H20 - Accessories	CABLE ASSEMBLY - TEMPERATURE ADAPTER, 5F			\$613.00	\$490.40	20%
1140-000079	H20 - Accessories	CABLE ASSEMBLY - TEMPERATURE ADAPTER, 10			\$513.00	\$410.40	20%
1140-000080	H20 - Accessories	CABLE-EXTERNAL POWER, EXTENSION			\$435.00	\$348.00	20%
11280-000018	H20 - Accessories	ACCESSORY HOLDER, LP20			\$80.00	\$64.00	20%
11280-000018	H20 - Accessories	CARRYING BAGS-SIDE BAGS, LP20			\$232.00	\$185.60	20%
11280-000043	H20 - Accessories	CASE-HARD, LP1000			\$542.00	\$433.60	20%
11280-000041	H20 - Accessories	CARRYING BAGS-STRAP KIT, LP20			\$241.00	\$192.80	20%
11280-000043	H20 - Accessories	CARRYING BAGS-TOP BAG, LP20			\$84.00	\$67.20	20%
11280-000044	H20 - Accessories	TRUECAP CARRYING CASE			\$104.00	\$83.20	20%
11280-000048	H20 - Accessories	ACCESSORY CARRY CASE - CODE MANAGEMENT M			\$315.00	\$252.00	20%
11280-000048	H20 - Accessories	DURA-Y MONITOR SENSOR			\$880.00	\$704.00	20%
11280-000106	H20 - Accessories	PATIENT SIMULATOR - ECG, 3 LEAD			\$1,171.00	\$936.80	20%
11280-000310	H20 - Accessories	PATIENT SIMULATOR - ECG, 12 LEAD			\$1,344.00	\$1,075.20	20%
11280-000311	H20 - AED Accessories	SOFT BAG - TRAINER1000			\$137.00	\$109.60	20%
11280-000382	H20 - AED Accessories	HARD BAG - TRAINER1000			\$338.00	\$270.40	20%
11280-000383	H20 - AED Accessories	PLUG-IN CHARGER USA, A - TRAINER1000			\$110.00	\$88.00	20%
11280-000389	H20 - AED Accessories	REMOTE CONTROL - TRAINER1000			\$173.00	\$138.40	20%
11280-000370	H20 - Accessories	ROHS LP12-LP18 TO PC USB CABLE, BULK PACK			\$338.00	\$270.40	20%
11280-000374	H20 - Accessories	RED CONNECTOR, LP18			\$218.00	\$174.40	20%
11280-000029	H20 - Accessories	RED SECURITY TIES FOR EMERGENCY CART			\$5.70	\$4.56	20%
11280-000328	H20 - Accessories	CABLE-ADAPTER, LP18 INTERNAL PADDLES, ROHS			\$638.00	\$510.40	20%
11280-000334	H20 - Accessories	KIT, EMERGENCY RESPONSE			\$64.00	\$51.20	20%
21330-000998	H20 - Accessories	ASSY-LP20 DOCKING STATION			\$838.00	\$670.40	20%
21330-001367	H20 - Accessories	ASSEMBLY, DVD, DESERVICE, LP18, V1			\$54.00	\$43.20	20%
21330-001368	H20 - Accessories (ProCare)	ASSY - TEST LOAD, ROHS, ENGLISH			\$110.00	\$88.00	20%
940-000-000	H20 - Accessories	LARYNGOSCOPE, BATTERY, MCGRATH 3.5V GRAY			\$83.00	\$66.40	20%
88988-000117	H20 - AED Accessories	TRAINER1000 - VERSION AMERICA			\$1,881.00	\$1,504.80	20%
11110-000029	H20 - Accessories (ProCare)	3-LEAD ECG CABLE			\$197.00	\$157.60	20%
11110-000040	H20 - Accessories (ProCare)	QUIK-COMBO/TM THERAPY CABLE			\$535.00	\$428.00	20%
11110-000042	H20 - Accessories (ProCare)	EXTENSION CABLE FOR SPO SENSORS			\$96.00	\$76.80	20%
11110-000066	H20 - Accessories (ProCare)	5-LEAD ECG CABLE			\$369.00	\$295.20	20%
11110-000110	H20 - Accessories (ProCare)	12-LEAD ECG CABLE: MAIN TRUNK CABLE (8-DEC-8 CABLE EXTENSION, OXIMETER, 8 FT			\$288.00	\$230.40	20%
11111-000018	H20 - Accessories (ProCare)	CABLE ASSEMBLY-3 WIRE ECG, AHA, LIFEPAK			\$108.00	\$86.40	20%
11111-000018	H20 - Accessories (ProCare)	CBL, 4 WIRE LIMB LEAD-SFTAHA, 12 LEAD ECG			\$527.00	\$421.60	20%
11111-000020	H20 - Accessories (ProCare)	CBL, 4 WIRE LIMB LEAD-SFTAHA, 12 LEAD ECG			\$532.00	\$425.60	20%
11111-000028	H20 - Accessories (ProCare)	CABLE, 8 WIRE PRECORDIAL-AHA, 12 LEAD ECG			\$218.00	\$174.40	20%
11111-000029	H20 - Accessories (ProCare)	ACCESSORY SHOOTING PLUG, QUIK COMBO			\$38.00	\$30.40	20%
11118-000004	H20 - Accessories	CABLE-THERAPY, QUIK-COMBO, SUPPLIED ASSY			\$533.00	\$426.40	20%
11130-000027	H20 - Accessories (ProCare)	PADDLE ASSY-DTACHABLE, ENG			\$2,306.00	\$1,844.80	20%
11131-000024	H20 - Accessories (ProCare)	RTI PAD-LEGT, CAM IJK, 1.50 DIA, EPOXY 14			\$625.00	\$500.00	20%
11131-000040	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 1.0			\$3,474.00	\$2,779.20	20%
11131-000041	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 1.6			\$3,474.00	\$2,779.20	20%
11131-000042	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 2.3			\$3,474.00	\$2,779.20	20%
11131-000043	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP20, 3.0			\$3,474.00	\$2,779.20	20%
11131-000044	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP16, 1.0			\$3,474.00	\$2,779.20	20%
11131-000045	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP16, 2.3			\$3,474.00	\$2,779.20	20%
11131-000048	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP16, 3.0			\$3,474.00	\$2,779.20	20%
11131-000047	H20 - Accessories (ProCare)	ASSEMBLY, INTERNAL PADDLES, LP16, 1.6			\$3,474.00	\$2,779.20	20%
11133-000007	H20 - Accessories (ProCare)	ASSY PEDIATRIC PADDLE, MULTI LANGUAGE, SR			\$115.00	\$92.00	20%
11140-000018	H20 - Accessories (ProCare)	POWER CORD-MLD, DOM, 5TH RCPT			\$112.00	\$89.60	20%
11140-000021	H20 - Accessories	CABLE-EXTERNAL POWER, RIGHT ANGLE			\$430.00	\$344.00	20%
11140-000088	H20 - Accessories (ProCare)	ADAPTER, POWER, AC TO DC, ENHANCED, LP18			\$2,309.00	\$1,847.20	20%
11141-000100	H20 - Accessories (ProCare)	ASSEMBLY BATTERY REPLACEMENT KIT			\$607.00	\$485.60	20%
11141-000118	H20 - Accessories (ProCare)	BATTERY PACK - LI-ION, LP20			\$418.00	\$334.40	20%
11141-000148	H20 - Accessories (ProCare)	LIFEPAK NCD BATTERY ASSY 1.6 AH, 3RD EDI			\$478.00	\$382.40	20%
11141-000158	H20 - Accessories (ProCare)	ASSY-BATTERY, PRIMARY, 5/4C CELL, LMN02, LP1			\$687.00	\$549.60	20%
11141-000181	H20 - Accessories (ProCare)	LP1000 LI-ION BATTERY REPLACEMENT KIT AS			\$688.00	\$550.40	20%
11141-000182	H20 - Accessories (ProCare)	BATTERY PACK, LITHIUM ION, CHM-CODE, MGT			\$537.00	\$429.60	20%
11150-000007	H20 - Accessories	NBP CUFF-REUSABLE, LARGE ADULT			\$43.00	\$34.40	20%
11160-000011	H20 - Accessories (ProCare)	NBP CUFF-REUSABLE, INFANT, BAYONET			\$31.00	\$24.80	20%
11150-000012	H20 - Accessories (ProCare)	NBP CUFF-REUSABLE, CHILD, BAYONET			\$35.00	\$28.00	20%
11180-000018	H20 - Accessories (ProCare)	NBP CUFF-REUSABLE, ADULT, BAYONET			\$42.00	\$33.60	20%
11180-000017	H20 - Accessories (ProCare)	NBP CUFF-REUSABLE, LARGE ADULT, BAYONET			\$49.00	\$39.20	20%
11180-000019	H20 - Accessories (ProCare)	NBP CUFF-REUSABLE, X-LARGE ADULT, BAYO			\$69.00	\$55.20	20%
11220-000028	H20 - Accessories (ProCare)	TOP POUCH			\$83.00	\$66.40	20%
11230-000019	H20 - Accessories (ProCare)	CABLE ASSY-LP20 CONFIGURATION, 8FT			\$112.00	\$89.60	20%
11230-000017	H20 - Accessories (ProCare)	CASE-THERMOFORMED, INFANT/CHILD ELECTRODE			\$46.00	\$36.80	20%
11230-000039	H20 - Accessories (ProCare)	KIT - CARRY BAG, REAR POUCH, 3RD EDITION			\$118.00	\$94.40	20%
11423-000001	H20 - Accessories (ProCare)	CASE-ACCESSORY, 3 WIRE, LP1000			\$87.00	\$69.60	20%
11428-000007	H20 - Accessories (ProCare)	BAG ASSEMBLY, NO STRAP, LIFEPAK 1000			\$803.00	\$642.40	20%
11428-000012	H20 - Accessories (ProCare)	STRAP-BAG ASSEMBLY, STANDARD, LP1000			\$85.00	\$68.00	20%
11577-000001	H20 - Accessories (ProCare)	KIT - CARRY BAG, SHOULDER STRAP			\$58.00	\$46.40	20%
11577-000002	H20 - Accessories (ProCare)	KIT - CARRY BAG, MAIN BAG			\$481.00	\$384.80	20%
11577-000004	H20 - Accessories (ProCare)	LI-ION CHARGER, STATION, STD POWER CORD			\$2,832.00	\$2,265.60	20%
11577-000011	H20 - Accessories (ProCare)	LI-ION CHARGER, MOBILE, STD POWER CORD			\$2,987.00	\$2,389.60	20%
11577-000018	H20 - Accessories (ProCare)	ATTACHMENT KIT-LP18 POWER ADAPTER, 3RD E			\$51.00	\$40.80	20%
11588-000080	H20 - Accessories (ProCare)	DURASENSOR, ADULT FINGERCLIP SENSOR			\$420.00	\$336.00	20%
11598-000091	H20 - Accessories (ProCare)	OXIBAND(Q) ADULT/NEONATAL SENSOR			\$319.00	\$255.20	20%
11598-000093	H20 - Accessories (ProCare)	OXIBAND(Q) PEDIATRIC/INFANT SENSOR			\$319.00	\$255.20	20%
11598-000183	H20 - Accessories (ProCare)	CABLE-ADAPTER, LNC-LP20, SENSORS(REF 181			\$830.00	\$664.00	20%
11598-000198	H20 - Accessories (ProCare)	CABLE-ADAPTER, MNC-1, SPO2, SENSORS(REF 2			\$787.00	\$629.60	20%
11598-000368	H20 - Accessories (ProCare)	RED MNC ADAPTER CABLE, 4FT, 2841, ROHS			\$1,222.00	\$977.60	20%
11598-000368	H20 - Accessories (ProCare)	RED MNC ADAPTER CABLE, 10FT, 2843			\$1,196.00	\$956.80	20%
11598-000369	H20 - Accessories (ProCare)	ROHS LP12-LP18 TO PC USB CABLE, RETAIL PAC			\$404.00	\$323.20	20%
11598-000378	H20 - Parts	CABLE-DC INPUT, LP18 BATTERY CHARGER			\$113.00	\$90.40	20%
21300-008146	H20 - Accessories (ProCare)	NBP - TUBING, 12FT, BAYONET, UDI			\$128.00	\$102.40	20%
21300-008147	H20 - Accessories (ProCare)	NBP - TUBING, 8FT, BAYONET, UDI			\$112.00	\$89.60	20%
21300-008148	H20 - Accessories (ProCare)	NBP - TUBING, COILED, BAYONET, UDI			\$128.00	\$102.40	20%
21350-001178	H20 - Accessories (ProCare)	BATTERY PACK-LI-ION			\$640.00	\$512.00	20%
11210-000048	H20 - AED Accessories	WALL CABINET-SS SEMI RECESS, FIRE RATED LP			\$836.00	\$668.80	20%
11220-000082	H20 - AED Accessories	STANDARD CABINET-SS, RE, ORANGE			\$489.00	\$391.20	20%
11220-000088	H20 - AED Accessories	AED WALL CABINET-SS, RE, ALUM, TIMED STROBE			\$753.00	\$602.40	20%
11220-000087	H20 - AED Accessories	AED WALL CABINET-SS, RE, STEEL, TIMED STRO			\$631.00	\$504.80	20%
11220-000088	H20 - AED Accessories	AED WALL CABINET-FR, SE, ALUM, TIMED STROBE			\$828.00	\$662.40	20%
11220-000088	H20 - AED Accessories	AED WALL CABINET - FR, SE, STEEL, ORANGE			\$467.00	\$373.60	20%
11220-000090	H20 - AED Accessories	AED WALL CABINET-FR, SE, STEEL, TIMED STROB			\$576.00	\$460.80	20%
11220-000090	H20 - AED Accessories	LIFEPAK WALL BOX-EXPOSED WALL MOUNT, STRO			\$408.00	\$326.40	20%
21500-000596	H20 - AED Accessories	PEDESTAL FOR SWITCH			\$48.00	\$38.40	20%
11140-000091	H20 - AED Accessories	AC/DC POWER CONVERTER, LP1000 BATTERY CH			\$120.00	\$96.00	20%
21300-006462	H20 - AED Accessories	LI-I, LIFEPAK CR PLUS, ENHANCED, PAD PRINTED			\$94.00	\$75.20	20%
11220-000077	H20 - AED Accessories	SHIP ASSY-LP20-T, ENG/ITA/SPA			\$301.00	\$240.80	20%
11220-000108	H20 - AED Accessories	CHARGE-PAK, LP20-T, AED TRAINER, ROHS			\$23.00	\$18.40	20%
11101-000016	H20 - AED Accessories	ELECTRASY-AED INFANT/CHILD REDUCED ENERGY			\$181.00	\$144.80	20%
11101-000017	H20 - AED Accessories	START KIT-V/C ELECTRODE, LANGUAGE SET 1			\$280.00	\$224.00	20%
11101-000021	H20 - AED Accessories	KIT, SHIPPING, SINGLE ELECTRODE, LP20, L			\$188.00	\$150.40	20%
11101-000029	H20 - AED Accessories	KIT-BATTERY CHARGER, LP1000, N, AMERICAN			\$680.00	\$544.00	20%
11140-000100	H20 - AED Accessories	AC/DC POWER CONVERTER, LP1000 BATTERY CH			\$120.00	\$96.00	20%
11140-000101	H20 - AED Accessories	POWER CORD, GROUNDED, NORTH AMERICAN			\$81.00	\$64.80	20%
11141-000189	H20 - AED Accessories	KIT, REPLACEMENT BATTERY, LP20, MULTI			\$337.00	\$269.60	20%
11210-000001	H20 - AED Accessories	BATTERY, D-CELL, TRAINER, LP20			\$28.00	\$22.40	20%
11210-000001	H20 - AED Accessories	WALL MOUNT BRACKET FOR LIFEPAK(R) 800 AE			\$301.00	\$240.80	20

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11171-000018	H82 - Disposables (ProCare)	LINC10-PATIENT CABLE,SP02,10FT,REF 1814		\$418.00		\$283.30	30%
11171-000017	H82 - Disposables (ProCare)	LNC5 DCI,ADULT,SP02,SENSOR,REUSABLE,REF		\$468.00		\$328.60	30%
11171-000018	H82 - Disposables (ProCare)	LNC5 DCIP,FED,SP02,SENSOR,REUSABLE,REF 1		\$431.00		\$301.70	30%
11171-000019	H82 - Disposables (ProCare)	LNC5 ADT,ADULT,SP02,SENSOR,DISP,20/BOX,REF		\$444.00		\$304.80	30%
11171-000020	H82 - Disposables (ProCare)	LNC5 TOT,PED,SP02,SENSOR,DISP,20/BOX,REF		\$558.00		\$388.20	30%
11171-000024	H82 - Disposables (ProCare)	LNC4-PATIENT CABLE,SP04,4FT,REF 2017		\$288.00		\$206.80	30%
11171-000027	H82 - Disposables (ProCare)	LNC5 EXTENSION CABLE,SP04,4FT,REF 2031		\$388.00		\$283.40	30%
11171-000028	H82 - Disposables (ProCare)	LNC5 WEO-3,SP02,SENSOR,DISP,20-BOX,REF 2		\$690.00		\$488.00	30%
11171-000028	H82 - Disposables (ProCare)	LNC5 WEO PT-1,SP02,SNR,DISP,10-BOX,REF		\$711.00		\$507.00	30%
11171-000031	H82 - Disposables (ProCare)	LNC5 INF,SP02,SENSOR,DISP,20-BOX,REF 238		\$680.00		\$488.00	30%
11171-000032	H82 - Disposables (ProCare)	RAINBOW DCI-DC8,AD REUSENSR,8FT,REF 240		\$1,482.00		\$1,018.40	30%
11171-000033	H82 - Disposables (ProCare)	RAINBOW DCIP-DC8,PED REUSE SNR,SPT,REF2		\$1,482.00		\$1,018.40	30%
11171-000032	H82 - Disposables (ProCare)	DIGITRT LNC5 D1, ADT, REUSABLE SNR,REF2		\$490.00		\$343.00	30%
11171-000033	H82 - Disposables (ProCare)	DIGITRTD D1-DC8, ADT,REUSABLESNR,REF		\$1,043.00		\$739.10	30%
11171-000054	H82 - Disposables (ProCare)	REUSABLE LGHT SHIELD, 5/BOX, REF 2367,R		\$98.00		\$67.20	30%
11171-000055	H82 - Disposables (ProCare)	DISPOSABLE LGHT SHIELD,10/BAG, REF 2816		\$91.00		\$63.70	30%
11898-000017	H82 - Disposables (ProCare)	QUE-COMBO ELECTRODES WITH REDD-PAK PRE-		\$57.00		\$39.90	30%
11898-000048	H82 - Disposables (ProCare)	ADHESIVE BANDAGE WRAP,FOR ADULT/NEONATA		\$158.00		\$110.80	30%
11898-000049	H82 - Disposables (ProCare)	ADHESIVE BANDAGE WRAP FOR PEDIATRIC/INFAN		\$158.00		\$110.80	30%
11898-000080	H82 - Disposables (ProCare)	ELECTRODE-EDGE,ADULT,OC STD,INTL		\$90.00		\$63.00	30%
11898-000081	H82 - Disposables (ProCare)	ELECTRODE-EDGE,ADULT,OC STD,INTL		\$90.00		\$63.00	30%
11898-000093	H82 - Disposables (ProCare)	ELECTRODE-EDGE,PED,OC STD,INTL		\$1,162.00		\$815.40	30%
11898-000118	H82 - Disposables (ProCare)	OXISENSOR II INFANT		\$900.00		\$630.00	30%
11898-000118	H82 - Disposables (ProCare)	OXISENSOR II PEDIATRIC		\$884.00		\$606.80	30%
11898-000323	H82 - Disposables (ProCare)	RED LNC-04,PATIENT CABLE,4FT,REF 2065		\$368.00		\$261.30	30%
11898-000324	H82 - Disposables (ProCare)	RED LNC-10,PATIENT CABLE,10FT,REF 2068		\$907.00		\$604.80	30%
11898-000328	H82 - Disposables (ProCare)	RED LNC-14,PATIENT CABLE,14FT, REF		\$564.00		\$384.20	30%
11898-000331	H82 - Disposables (ProCare)	RED DCI-DC8,ADULT REUSE SENSOR,SPT,REF 2		\$1,037.00		\$728.90	30%
11898-000332	H82 - Disposables (ProCare)	RED DCI-DC12,ADULT REUSE SENSOR,12FT,REF		\$564.00		\$384.20	30%
11898-000333	H82 - Disposables (ProCare)	RED DCIP-DC3,PED REUSABLE SENSOR,SPT,REF		\$1,037.00		\$728.90	30%
11898-000334	H82 - Disposables (ProCare)	RED DCIP-DC12,PED REUSE SENSOR,12FT,REF		\$1,268.00		\$868.20	30%
11898-000335	H82 - Disposables (ProCare)	RAINBOW DCI-DC3,ADULT REUSE SENSOR,SPT,R		\$1,732.00		\$1,212.40	30%
11898-000338	H82 - Disposables (ProCare)	RAINBOW DCIP-DC3,PED REUSE SEN		\$1,268.00		\$868.20	30%
21300-008084	H82 - Disposables (ProCare)	ASST-4 WIRE COMB, QTY 10, 12 LEAD ECG CB		\$81.00		\$56.70	30%
21300-008086	H82 - Disposables (ProCare)	ASST-4 WIRE COMB, QTY 10, 12 LEAD ECG CB		\$81.00		\$56.70	30%
62540-000000	B40 - Evac Chair	EVACUATION CHAIR - MODEL 8284	\$8,232.00	\$4,843.14	\$5,170.00	\$4,497.80	13%
62540-000000	B41 - Evac Chair Aftermarket	BRACKET OPTION	\$38.00	\$33.08	\$33.08	\$33.08	13%
62540-000000	B41 - Evac Chair Aftermarket	6254 FOOT REST OPTION	\$438.00	\$378.46	\$378.46	\$378.46	13%
62540-000000	B41 - Evac Chair Aftermarket	COVER OPTION	\$288.00	\$254.03	\$254.03	\$254.03	13%
380-STR-US-10	H01 - HeartSine 300 Series	CABINET OPTION	\$953.00	\$857.81	\$857.81	\$857.81	13%
380-STR-US-10	H01 - HeartSine 300 Series	PKG, 360P, PP01, EN,1A,Red-Case, 380-STR		\$2,613.00		\$1,907.80	40%
380-STR-US-10	H01 - HeartSine 300 Series	PACKAGE,360P,PP01,EN,380-STR-US-10		\$2,311.00		\$1,388.60	40%
380-STR-US-10	H01 - HeartSine 300 Series	PACKAGE,360P,PP01,EN,380-STR-US-AV		\$2,513.00		\$1,907.80	40%
380-STR-US-10	H01 - HeartSine 300 Series	PACKAGE, 360P, Gateway,PP01, US, 380-BAS		\$2,658.00		\$1,894.80	40%
380-STR-US-10	H01 - HeartSine 300 Series	PACKAGE,360P,PP01,EN,380-STR-US-10		\$2,458.00		\$1,894.80	40%
380-STR-US-10	H01 - HeartSine 300 Series	PACKAGE,360P,PP01,EN,380-STR-US-AV		\$2,658.00		\$1,894.80	40%
380-STR-US-10	H01 - HeartSine 300 Series	PACKAGE, 380P, Gateway,PP01, US, 380-BAS		\$2,846.00		\$1,707.80	40%
480-STR-US-10	H38 - HeartSine 400/600	PACKAGE,480P,PP01,EN,480-STR-US-10		\$2,890.00		\$1,894.00	40%
480-STR-US-10	H38 - HeartSine 400/600	PACKAGE,480P,PP01,EN,480-STR-US-AV		\$2,771.00		\$1,668.80	40%
480-STR-US-10	H38 - HeartSine 400/600	PACKAGE, 480P, Gateway,PP03, US, 480-ST		\$2,936.00		\$1,781.80	40%
TRN-380-US	H39 - HeartSine A&D	TRAINER,380,ES,TRN-380-US		\$610.00		\$388.00	40%
TRN-380-US	H39 - HeartSine A&D	TRAINER,380,ES,TRN-380-US		\$610.00		\$388.00	40%
ACC-BAT-GW	H40 - HeartSine Gateway	HeartSine Gateway,Replacement Batteries		\$52.00		\$41.80	20%
ACC-REM-GW	H40 - HeartSine Gateway	HeartSine Gateway,Removal Tool		\$25.00		\$20.00	20%
PAD-ACC-02	H30 - HeartSine A&D	ACCESSORY,USB CABLE,PAD-ACC-02		\$51.00		\$40.80	20%
PAD-BAG-01	H30 - HeartSine A&D	BAG,YELLOW/BLUE,PAD-BAG-01		\$78.00		\$60.00	20%
PAD-BAG-02	H30 - HeartSine A&D	BAG,SCOUT RUCKSACK,PAD-BAG-02		\$198.00		\$158.80	20%
PAD-CAB-02	H39 - HeartSine A&D	CABINET, WALA BRACKET,PAD-CAB-02		\$113.00		\$90.40	20%
PAD-CAB-04	H39 - HeartSine A&D	CABINET,ALARMED CABINET,PAD-CAB-04		\$207.00		\$165.60	20%
PAD-PAK-01	H30 - HeartSine A&D	BATTERY,PAD-PAK-01		\$238.00		\$188.80	20%
PAD-PAK-02	H30 - HeartSine A&D	BATTERY,PAD-PAK-02		\$278.00		\$223.20	20%
PAD-PAK-07	H30 - HeartSine A&D	BATTERY,PAD-PAK-07		\$238.00		\$204.80	20%
TRN-380-US	H39 - HeartSine A&D	TRAINER,380,EN,TRN-380-US		\$610.00		\$488.00	20%
TRN-480-US	H39 - HeartSine A&D	TRAINER,380,EN,TRN-480-US		\$610.00		\$488.00	20%
TRN-ACC-02	H38 - HeartSine A&D	ACCESSORY,TRN ELECTRODEX10,TRN-ACC-02		\$610.00		\$488.00	20%
TRN-ACC-03	H38 - HeartSine A&D	ACCESSORY,TRN ELECTRODEX25,TRN-ACC-03		\$81.00		\$64.80	20%
TRN-ACC-14	H38 - HeartSine A&D	ACCESSORY,TRN CHARCLES,TRN-ACC-14		\$141.00		\$112.80	20%
TRN-ACC-18	H38 - HeartSine A&D	REMOVER,TRN380,TRN-ACC-18		\$46.00		\$36.80	20%
TRN-ACC-19	H38 - HeartSine A&D	REMOVER,TRN380,TRN-ACC-18		\$220.00		\$176.00	20%
TRN-ACC-19	H38 - HeartSine A&D	REMOVER,TRN480,TRN-ACC-18		\$220.00		\$176.00	20%
TRN-ACC-04	H40 - HeartSine Gateway	ACCESSORY,TRN-PAK-04		\$71.00		\$56.80	20%
ACC-GTW-US-01	H40 - HeartSine Gateway	PACKAGE, Gateway, US,ACC-GTW-US-01		\$318.00		\$254.40	20%
78000172	H07 - Lifenet	CODE-STAT Main Subscrip 3 yrs		\$2,189.00		\$1,843.10	10%
78000150	H07 - Lifenet	LIFENET Premium		\$16,917.00		\$14,065.30	10%
78000181	H07 - Lifenet	LIFENET Standard		\$8,746.00		\$7,871.40	10%
78000152	H07 - Lifenet	LIFENET Basic		\$4,373.00		\$3,935.70	10%
78000170	H07 - Lifenet	LIFENET CardioCardinal		\$2,824.00		\$2,381.60	10%
78000171	H07 - Lifenet	LIFENET Asset		\$142.00		\$127.80	10%
81000001	H83 - LIFENET Care	EMS LIFENET PRO TIER 1		\$918.00		\$748.80	10%
81000002	H83 - LIFENET Care	EMS LIFENET PRO TIER 2		\$2,388.00		\$1,990.20	10%
81000003	H83 - LIFENET Care	EMS LIFENET PRO TIER 3		\$7,793.00		\$6,396.70	10%
81000004	H83 - LIFENET Care	EMS LIFENET PRO TIER 4		\$20,700.00		\$18,530.00	10%
81000005	H83 - LIFENET Care	LIFENET Care Enterprise-Site	\$4,140.00	\$3,728.00	\$4,140.00	\$3,728.00	10%
81000006	H83 - LIFENET Care	HOSP LIFENET CARE PRO 1	\$12,366.00	\$11,131.20	\$12,366.00	\$11,131.20	10%
81000007	H83 - LIFENET Care	HOSP LIFENET CARE PRO 2	\$17,543.00	\$16,788.70	\$17,543.00	\$16,788.70	10%
81000008	H83 - LIFENET Care	HOSPITAL LIFENET PRO TIER 3	\$22,718.00	\$20,446.20	\$22,718.00	\$20,446.20	10%
81000030	H83 - LIFENET Care	HOSP LIFENET CARE PRO 4	\$26,868.00	\$24,172.20	\$26,868.00	\$24,172.20	10%
81000038	H83 - LIFENET Care	HOSP LIFENET PRO TIER 1 RENEW	\$15,269.00	\$11,131.20	\$15,269.00	\$11,131.20	10%
81000039	H83 - LIFENET Care	HOSP LIFENET PRO TIER 2 RENEW	\$17,543.00	\$16,788.70	\$17,543.00	\$16,788.70	10%
81000038	H83 - LIFENET Care	HOSP LIFENET PRO TIER 3 RENEW	\$22,718.00	\$20,446.20	\$22,718.00	\$20,446.20	10%
81000038	H83 - LIFENET Care	HOSP LIFENET PRO TIER 4 RENEW	\$26,868.00	\$24,172.20	\$26,868.00	\$24,172.20	10%
81000085	H83 - LIFENET Care	HOSP LIFENET PRO TIER 5 RENEW	\$6,178.00	\$4,887.50	\$6,178.00	\$4,887.50	10%
81000064	H83 - LIFENET Care	HOSP LIFENET PRO ENT TIER 2	\$83,638.00	\$63,638.00	\$83,638.00	\$63,638.00	10%
81000044	H83 - LIFENET Care	HOSP LIFENET PRO ENT RENEW	\$48,575.00	\$41,817.50	\$48,575.00	\$41,817.50	10%
81000061	H83 - LIFENET Care	HOSPITAL LIFENET STNDRD TIER 1		\$6,210.00		\$5,898.00	10%
81000033	H83 - LIFENET Care	HOSPITAL LIFENET STNDRD TIER 2		\$13,403.00		\$12,062.70	10%
81000033	H83 - LIFENET Care	HOSPITAL LIFENET STNDRD TIER 3		\$18,678.00		\$16,730.20	10%
81000054	H83 - LIFENET Care	HOSPITAL LIFENET STNDRD TIER 4		\$29,718.00		\$26,446.20	10%
81000065	H83 - LIFENET Care	HOSP LIFENET STANDARD TIER 5		\$3,106.00		\$2,794.50	10%
81000040	H83 - LIFENET Care	LIFENET STNDRD TIER 1 RENEWAL	\$8,210.00	\$6,889.00	\$8,210.00	\$6,889.00	10%
81000041	H83 - LIFENET Care	LIFENET STNDRD TIER 2 RENEWAL	\$13,403.00	\$12,062.70	\$13,403.00	\$12,062.70	10%
81000043	H83 - LIFENET Care	LIFENET STNDRD TIER 3 RENEWAL	\$18,678.00	\$16,730.20	\$18,678.00	\$16,730.20	10%
81000043	H83 - LIFENET Care	LIFENET STNDRD TIER 4 RENEWAL	\$29,718.00	\$26,446.20	\$29,718.00	\$26,446.20	10%
81000096	H83 - LIFENET Care	LIFENET STANDARD RENEW TIER 6	\$3,106.00	\$2,794.50	\$3,106.00	\$2,794.50	10%
81000035	H83 - LIFENET Care	HOSP LIFENET PRO ENT TIER 2	\$48,575.00	\$41,817.50	\$48,575.00	\$41,817.50	10%
81000067	H83 - LIFENET Care	HOSP LIFENET STANDARD ENT, 6-10	\$83,150.00	\$63,638.00	\$83,150.00	\$63,638.00	10%
81000058	H83 - LIFENET Care	HOSP LIFENET STD ENT, 11-28	\$307,000.00	\$188,300.00	\$307,000.00	\$188,300.00	10%
81000089	H83 - LIFENET Care	HOSP LIFENET STD ENT RNW, 3-5	\$83,150.00	\$63,638.00	\$83,150.00	\$63,638.00	10%
81000080	H83 - LIFENET Care	HOSP LIFENET STD ENT RNW, 6-10	\$307,000.00	\$188,300.00	\$307,000.00	\$188,300.00	10%
81000061	H83 - LIFENET Care	LIFENET STD ENT RENEW, 11-25		\$124,200.00		\$111,780.00	10%
78000188	H07 - Lifenet	Version Data Plan 1yr		\$367.00		\$327.30	10%
78000189	H07 - Lifenet	AT&T Data Plan 1yr		\$630.00		\$477.00	10%
99426-000023	H17 - LP1000	LP1000,EN,STD,M		\$3,631.00		\$2,768.32	28%
99426-000023	H17 - LP1000	LP1000,EN,STD,ECG DISP,M		\$4,718.00		\$3,386.96	28%
99877-000015	H21 - Refurbished	18AABAAABBBBAAAAAABFLP15 MONITOR/DEF		\$19,564.00		\$16,828.40	15%
99877-000016	H21 - Refurbished	18AABABABBBBAAAAAABFLP15 MONITOR/DEF		\$18,753.00		\$15,860.80	15%
99877-000017	H21 - Refurbished	18AABABABBBBAAAAAABFLP15 MONITOR/DEF		\$24,584.00		\$20,896.40	15%
99877-000018	H21 - Refurbished	18ACBABABBBBAAAAAABFLP15 MONITOR/DEF		\$28,900.00		\$25,418.00	15%
99877-000019	H21 - Refurbished	18ACBABABBBBAAAAAABFLP15 MONITOR/DEF		\$30,471.00		\$26,800.38	15%
99877-000020	H21 - Refurbished	18AABABABBBBAAAAAABFLP15 MONITOR/DEF		\$20,421.00		\$17,367.68	15%
99877-000021	H21 - Refurbished	18AABABABBBBAAAAAABFLP15 MONITOR/DEF		\$28,746.00		\$25,104.10	15%
99877-000022	H21 - Refurbished	18ACBABABBBBAAAAAABFLP15 MONITOR/DEF		\$28,883.00		\$25,230.58	15%
99877-002186	H18 - LP18	LP18,EN,SP03,3L,EX,CO2,TR,VR,ST,MNC,V4		\$29,709.00		\$25,282.68	15%
99877-008187	H18 - LP18	LP18,EN,SP03,3L,12L,EX,NBP,CO2,TR,VR,TM		\$41,083.00		\$34,819.70	15%
99877-003188	H18 - LP18	LP18,EN,SP03,3L,EX,NBP,CO2,TR,VR,MNC,V4		\$33,837.00		\$28,351.48	15%
99877-002188	H18 - LP18	LP18,EN,SP03,COEMB,3L,12L,EX,NBP,CO2,TR		\$49,983.00		\$42,488.58	15%
99877-002170	H18 - LP18	LP18,EN,SP03,3L,12L,EX,NBP,CO2,TR,VR,MV		\$40,210.00		\$34,178.80	15%
99877-002171	H18 - LP18	LP18,EN,SP03,3L,12L,EX,NBP,CO2,IP,TR,VR		\$43,788.00		\$36,583.	

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62870680001	B36 - Powered Stair Chair	6287 XPDITION MID CONFIG		\$15,867.00	\$13,891.29	13%
62870680002	B36 - Powered Stair Chair	6287 XPDITION MID CONFIG		\$17,652.00	\$15,367.34	13%
62870640031	P18 - Power Pro 3 Parts	ASST. BATTY CHGR MOUNT PLATE		\$85.00	\$84.81	13%
62870640010	P18 - Power Pro 3 Parts	12VDC CABLE, AUTOMOTIVE		\$85.00	\$84.94	13%
628706400102	P18 - Power Pro 3 Parts	ASSEMBLY, POWER CORD, NORTH AM	\$36.00	\$37.00	\$37.10	13%
62870640031	P18 - Power Pro 3 Parts	ASSEMBLY, BATTERY CHARGER	\$1,618.00	\$1,425.92	\$1,426.00	13%
62870700002	POWERLOAD-PROCARE	KIT, ALVARUM BATTERY SERVICE	\$1,179.00	\$601.63	\$602.00	13%
PMONLY	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	\$504.00	\$438.40	\$439.00	13%
REPAIR-PLT	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	\$1,812.00	\$1,888.20	\$1,890.00	13%
PM AND PARTS LABOR TRAVEL	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	\$2,018.00	\$1,714.80	\$1,715.00	13%
BATTERYSERVICE	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD	\$338.00	\$308.80	\$309.00	13%
PMONLY	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	\$316.00	\$288.80	\$289.00	13%
REPAIR-PLT	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	\$906.00	\$789.25	\$790.00	13%
PM AND PARTS LABOR TRAVEL	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	\$1,231.00	\$1,037.58	\$1,038.00	13%
BATTERYSERVICE	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO	\$435.00	\$398.75	\$399.00	13%
PMONLY	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	\$784.00	\$648.40	\$649.00	13%
REPAIR-PLT	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	\$218.00	\$188.30	\$189.00	13%
PM AND PARTS LABOR TRAVEL	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	\$983.00	\$838.58	\$839.00	13%
BATTERYSERVICE	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER	\$881.00	\$748.85	\$749.00	13%
PMONLY	MANUAL-COT-PROCARE	PROCARE-SVC-MANUAL-COTS	\$316.00	\$288.80	\$289.00	13%
REPAIR-PLT	MANUAL-COT-PROCARE	PROCARE-SVC-MANUAL-COTS	\$518.00	\$440.30	\$441.00	13%
PM AND PARTS LABOR TRAVEL	MANUAL-COT-PROCARE	PROCARE-SVC-MANUAL-COTS	\$934.00	\$789.00	\$790.00	13%
PMONLY	STR-CHAIR-PROCARE	PROCARE-SVC-STAIR-CHAIR	\$136.00	\$114.75	\$115.00	13%
REPAIR-PLT	STR-CHAIR-PROCARE	PROCARE-SVC-STAIR-CHAIR	\$181.00	\$155.85	\$156.00	13%
PM AND PARTS LABOR TRAVEL	STR-CHAIR-PROCARE	PROCARE-SVC-STAIR-CHAIR	\$316.00	\$288.80	\$289.00	13%
PMONLY	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	\$168.00	\$141.10	\$142.00	13%
REPAIR-PLT	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	\$505.00	\$438.75	\$439.00	13%
PM AND PARTS LABOR TRAVEL	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	\$71.00	\$64.85	\$65.00	13%
BATTERYSERVICE	XPEDITION-PROCARE	PROCARE-XPEDITION-STAIRCHAIR	\$430.00	\$386.80	\$387.00	13%
PMONLY	LFEPK-FLD-PROCARE	PROCARE-SVC-LFEPK-FIELD-REPAIR	\$563.00	\$478.58	\$479.00	13%
REPAIR-PLT	LFEPK-FLD-PROCARE	PROCARE-SVC-LFEPK-FIELD-REPAIR	\$1,232.00	\$1,044.20	\$1,045.00	13%
PM AND PARTS LABOR TRAVEL	LFEPK-FLD-PROCARE	PROCARE-SVC-LFEPK-FIELD-REPAIR	\$1,816.00	\$1,545.75	\$1,546.00	13%
BATTERYSERVICE	LFEPK-FLD-PROCARE	PROCARE-SVC-LFEPK-FIELD-REPAIR	\$468.00	\$386.10	\$387.00	13%
CASE CHANGE	LFEPK-FLD-PROCARE	PROCARE-SVC-LFEPK-FIELD-REPAIR	\$1,889.00	\$1,614.18	\$1,615.00	13%
PMONLY	LFEPK-DEP-PROCARE	PROCARE-SVC-LFEPK-DEPOT-REPAIR	\$465.00	\$387.00	\$388.00	13%
BATTERYSERVICE	LFEPK-DEP-PROCARE	PROCARE-SVC-LFEPK-DEPOT-REPAIR	\$686.00	\$584.10	\$585.00	13%
CASE CHANGE	LFEPK-DEP-PROCARE	PROCARE-SVC-LFEPK-DEPOT-REPAIR	\$1,889.00	\$1,614.18	\$1,615.00	13%
PMONLY	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR	\$472.00	\$401.90	\$402.00	13%
REPAIR-PLT	AED-DEPOT-PROCARE	PROCARE-SVC-AED-DEPOT-REPAIR	\$581.00	\$523.85	\$524.00	13%
PM AND PARTS LABOR TRAVEL	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	\$468.00	\$387.00	\$388.00	13%
BATTERYSERVICE	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	\$887.00	\$738.48	\$739.00	13%
PMONLY	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	\$1,313.00	\$1,116.05	\$1,117.00	13%
REPAIR-PLT	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR	\$448.00	\$388.10	\$389.00	13%
PM AND PARTS LABOR TRAVEL	LUCAS-DEP-PROCARE	PROCARE-SVC-LUCAS-DEPOT-REPAIR	\$212.00	\$181.16	\$182.00	13%
BATTERYSERVICE	LUCAS-DEP-PROCARE	PROCARE-SVC-LUCAS-DEPOT-REPAIR	\$468.00	\$386.10	\$387.00	13%
PMONLY	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	\$458.00	\$387.60	\$388.00	13%
REPAIR-PLT	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	\$888.00	\$668.25	\$669.00	13%
PM AND PARTS LABOR TRAVEL	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	\$1,141.00	\$968.85	\$969.00	13%
BATTERYSERVICE	PRT-LUCAS-PROCARE	PROCARE-PRT-LUCAS	\$458.00	\$386.10	\$387.00	13%
PMONLY	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	\$883.00	\$478.65	\$479.00	13%
REPAIR-PLT	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	\$1,282.00	\$1,064.20	\$1,065.00	13%
PM AND PARTS LABOR TRAVEL	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	\$1,816.00	\$1,644.75	\$1,645.00	13%
BATTERYSERVICE	PRT-DEFIB-PROCARE	PROCARE-PRT-DEFIB	\$468.00	\$386.10	\$387.00	13%
78004046	H23 - Solutions	LFELINKCENTRAL NON CONNECTED		\$25.00	\$23.40	10%
78004047	H23 - Solutions	LFELINKCentral Prem, US1Yr		\$232.00	\$206.80	10%
78004048	H23 - Solutions	LFELINKCentral Prem US2Yr		\$415.00	\$378.90	10%
78004049	H23 - Solutions	LFELINKCentral Prem US4Yr		\$688.00	\$629.20	10%
78004050	H23 - Solutions	LFELINKCentral Prem US8Yr		\$1,301.00	\$1,170.80	10%
78004051	H23 - Solutions	LFELINKCentPrem1YrNonPhysio		\$232.00	\$206.80	10%
78004052	H23 - Solutions	LFELINKCentPrem1YrNonPhysio		\$415.00	\$378.90	10%
78004053	H23 - Solutions	LFELINKCentPrem4YrNonPhysio		\$688.00	\$629.20	10%
78004054	H23 - Solutions	LFELINKCENTRAL PROLICENS 1YR		\$134.00	\$120.60	10%
78004055	H23 - Solutions	LFELINKCENTRAL PROLICENS 2YR		\$239.00	\$216.10	10%
78004056	H23 - Solutions	LFELINKCENTRAL PROLICENS 4YR		\$484.00	\$438.00	10%
78004057	H23 - Solutions	LFELINKCENTRAL PROLICENS 8YR		\$977.00	\$877.00	10%
78004058	H23 - Solutions	STAR PRO - MODEL 8082	\$5,078.00	\$4,416.12	\$4,417.00	13%
8000330009	B20 - Transport Accessories	SAFETY HOOK, SHORT		\$38.00	\$30.48	13%
8000330017	B20 - Transport Accessories	SAFETY HOOK LONG		\$45.00	\$40.02	13%
8000330018	B20 - Transport Accessories	LAP BELT	\$45.00	\$45.00	\$40.02	13%
8001180044	B20 - Transport Accessories	FOUR-POINT HARNESS, STANDARD	\$131.92	\$113.92	\$114.00	13%
8001180045	B20 - Transport Accessories	COT HEIGHT LIMITING ASSY	\$119.00	\$103.63	\$103.53	13%
8002800000	B20 - Transport Accessories	FOUR-POINT HARNESS, EXTND (CP)	\$172.00	\$148.84	\$148.85	13%
8002800045	B20 - Transport Accessories	CHEST RESTRAINT (CP)	\$116.00	\$100.92	\$100.79	13%
8011400000	B20 - Transport Accessories	PEHM, F/E OXYGEN BOTTLE HOLDER	\$355.00	\$288.41	\$288.41	13%
8001180000	B20 - Transport Accessories	REMOVABLE OXYGEN BOTTLE HOLDER	\$320.00	\$281.00	\$281.00	13%
8001180010	B20 - Transport Accessories	MXL-PRO BASE STORAGE NET	\$318.00	\$276.69	\$276.68	13%
8002210010	B20 - Transport Accessories	IV POLE ASSY 3-SPACE RIGHT	\$440.00	\$382.80	\$382.80	13%
8002210011	B20 - Transport Accessories	IV POLE ASSY 3-SPACE LEFT	\$440.00	\$382.80	\$382.80	13%
8002210012	B20 - Transport Accessories	IV POLE ASSY 3-SPACE RIGHT	\$580.00	\$487.20	\$487.20	13%
8002210013	B20 - Transport Accessories	IV POLE ASSY 3-SPACE LEFT	\$580.00	\$487.20	\$487.20	13%
8006808000	B20 - Transport Accessories	PULL HANDLE OPTION	\$218.00	\$180.63	\$180.63	13%
8006808001	B20 - Transport Accessories	BROGNOMIC PACKAGE	\$338.00	\$294.83	\$294.83	13%
8001180001	B20 - Transport Accessories	3 POSITION NET POST W/ PROTCR	\$195.00	\$165.85	\$165.85	13%
8002800000	B20 - Transport Accessories	INTERNATIONAL MANUAL		\$120.00	\$104.40	13%
8003040001	B20 - Transport Accessories	RELEASE HANDLE, OPER. LEFT (STD)		\$470.00	\$408.90	13%
8003128000	B20 - Transport Accessories	RIGID H/E STORAGE TRAY OPTION	\$114.00	\$98.18	\$107.00	13%
8003128010	B20 - Transport Accessories	MX HE POCKETED STORAGE POUCH	\$388.00	\$336.62	\$336.62	13%
8003128012	B20 - Transport Accessories	MX HE FLAT STORAGE POUCH	\$225.00	\$186.75	\$186.75	13%
8003128015	B20 - Transport Accessories	BASE STORAGE TRAY OPTION	\$281.00	\$238.17	\$238.38	13%
8003128016	B20 - Transport Accessories	BELT EXTENSION UP TO 38"	\$46.00	\$40.02	\$40.02	13%
8003128017	B20 - Transport Accessories	8082 DEFIBRILLATOR PLATFORM	\$732.00	\$636.84	\$636.84	13%
8003128018	B20 - Transport Accessories	DUAL NET POST W/BASE PROTECTORS	\$144.00	\$125.28	\$125.28	13%
8003128019	B20 - Transport Accessories	FR RE POST W/BASE PROTECTOR		\$175.00	\$152.25	13%
8003128020	B20 - Transport Accessories	EXTENDED HEIGHT OPTION	\$284.00	\$238.68	\$238.68	13%
8003128021	B20 - Transport Accessories	EMS RESTRAINT PACKAGE		\$273.00	\$237.81	13%
8003128022	B20 - Transport Accessories	SINGLE WHEEL LOCK OPTION		\$1157.00	\$1,048.58	13%
8003128023	B20 - Transport Accessories	DUAL WHEEL LOCK OPTION	\$175.00	\$175.00	\$182.28	13%
8003128024	B20 - Transport Accessories	BASE STORAGE TRAY OPTION	\$308.00	\$267.96	\$267.96	13%
8003128025	B20 - Transport Accessories	NO IV POLE OPTION	\$440.00	\$382.80	\$382.80	13%
8003128026	B20 - Transport Accessories	2 STAGE PATIENT RT OPTION	\$437.00	\$371.49	\$371.49	13%
8003128027	B20 - Transport Accessories	2 STAGE PATIENT LH OPTION	\$588.00	\$508.33	\$508.33	13%
8003128028	B20 - Transport Accessories	3 STAGE PATIENT RT OPTION	\$680.00	\$590.00	\$590.00	13%
8003128029	B20 - Transport Accessories	3 STAGE PATIENT LH OPTION	\$883.00	\$741.24	\$741.24	13%
8003128030	B20 - Transport Accessories	DUAL 2 STAGE OPTION	\$1,091.00	\$940.17	\$940.17	13%
8003128031	B20 - Transport Accessories	PATIENT SECURITY STRAP OPTION	\$104.00	\$88.74	\$88.74	13%
8003128032	B20 - Transport Accessories	TOW PACKAGE OPTION	\$649.00	\$564.63	\$564.63	13%
8003128033	B20 - Transport Accessories	PUSH AND PULL HANDLE OPTION	\$1,411.00	\$1,227.67	\$1,227.67	13%
8003128034	B20 - Transport Accessories	SIDE LIFT HANDLE OPTION	\$649.00	\$564.63	\$564.63	13%
8003128035	B20 - Transport Accessories	LIFT CAPABLE SAFETY HOOK OPT.		\$346.00	\$301.03	13%
8003128036	B20 - Transport Accessories	NO TOW PACKAGE		\$782.00	\$682.94	13%
8003128037	B20 - Transport Accessories	BOLSTER MATTRESS		\$387.00	\$310.68	13%
8003128038	B20 - Transport Accessories	FLAT MATTRESS		\$338.00	\$311.46	13%
8003128039	B20 - Transport Accessories	PEHM-MATE RESTRAINT PACKAGE	\$72.00	\$62.84	\$62.84	13%
8003128040	B20 - Transport Accessories	J-HOOK		\$61.00	\$53.07	13%
8003128041	B20 - Transport Accessories	NON AS/NZS 4836 OPTION		\$64.00	\$48.98	13%
8003128042	B20 - Transport Accessories	INT. HEAD END RETRAC, LIFT END	\$422.00	\$367.14	\$367.14	13%
8003128043	B20 - Transport Accessories	F/E COT RETAINING POST OPTION	\$580.00	\$500.00	\$500.00	13%
8003128044	B20 - Transport Accessories	FT END RETAINING LOOP	\$111.00	\$96.87	\$96.87	13%
8003128045	B20 - Transport Accessories	F/E COT RETAINING LOOP (GERMANY)	\$89.00	\$81.25	\$81.25	13%
8003128046	B20 - Transport Accessories	AS/NZS 4836 OPTION	\$77.00	\$49.68	\$49.68	13%
8003128047	B20 - Transport Accessories	SEBRAD, OPTION M-1 COT	\$880.00	\$553.20	\$553.20	13%
8003128048	B20 - Transport Accessories	NO SEBRAD, OPTION M-1 COT		\$65.00	\$60.46	13%
8003128049	B20 - Transport Accessories	PREMIUM BOLSTER MATTRESS	\$828.00	\$717.78	\$717.78	13%
8003128050	B20 - Transport Accessories	PULL, HEAD EXTENSION	\$200.00	\$174.00	\$174.00	13%
8003128051	B20 - Transport Accessories	DIN LOCK DOWN PHS M-1 WORLD COT	\$78.00	\$68.25	\$68.25	13%
8003128052	B20 - Transport Accessories	NO DIN LOCK DOWN PHS M-1 COT		\$54.00	\$50.88	13%
8003128053	B20 - Transport Accessories	HEAD EXTENSION OPTION	\$884.00	\$742.88	\$742.88	13%
8003128054	B20 - Transport Accessories	PULL ONLY OPTION	\$190.00	\$165.30	\$165.30	13%
8003128055	B20 - Transport Accessories	COMPACT DISC INTERFACE	\$49.00	\$44.63	\$44.63	13%
8003128056	B20 - Transport Accessories	IV POLE ASSY 3-SPACE RT OPTION	\$538.00	\$468.71	\$468.71	13%
8003128057	B20 - Transport Accessories	IV POLE ASSY 3-SPACE LH OPTION	\$580.00	\$487.20	\$487.20	13%
8003128058	B20 - Transport Accessories	M1 DEFIBRILLATOR PLATFORM	\$732.00	\$636.84	\$636.84	13%
8003128059	B20 - Transport Accessories	STEERLOCK PLASTIC BUSHING	\$27.00	\$23.49	\$23.49	13%
8003128060	B20 - Transport Accessories	MAINT OPS MANUAL - HARD COPY		\$134.00	\$116.58	13%
8003128061	B20 - Transport Accessories	NOTED SEPARATE (BASE) (UTTER)	\$396.00	\$338.82	\$338.82	13%
8003128062	B20 - Transport Accessories	RESTRAINT STRAP, CHEST, VINYL	\$132.00	\$115.00	\$115.00	13%
8003128063	B20 - Transport Accessories	RESTRAINT STRAP, ANKLE, VINYL	\$182.00	\$162.24	\$162.24	13%
8003128064	B20 - Transport Accessories	STAR PRO DVD IN-SERVICE VIDEO		\$158.00	\$137.48	13%
8003128065	B20 - Transport Accessories	W.A.S. STAIRPRO MANUAL		\$30.00	\$26.10	13%
8003128066	B20 - Transport Accessories	SOFT VINYL SEAT OPTION		\$306.00	\$266.22	13%
8003128067	B20 - Transport Accessories	HAND PLASTIC ABS SEAT OPTION		\$306.00	\$266.22	13%
8003128068	B20 - Transport Accessories	LOWER LIFT HANDLE OPTION		\$134.00	\$116.58	13%
8003128069	B20 - Transport Accessories	EXTENDED LOWER LIFT HANDLE OPT	\$433.00	\$378.71	\$378.71	13%
8003128070	B20 - Transport Accessories	LOCKING FLIP-UP HANDLE OPTION		\$81.00	\$69.07	13%
8269140000	B20 - Transport Accessories	ELASTIC O2 HOLDER OPTION	\$228.00	\$198.36	\$198.36	13%
8269181000	B20 - Transport Accessories	NON-ABSORBANT RESTRAINT OPTION	\$178.00	\$156.73	\$156.73	13%
8269182000	B20 - Transport Accessories	FLYSTR RESTRAINT METAL BEL OPTION	\$38.00	\$33.80	\$33.80	13%

6380700003	B20 - Transport Accessories	ELASTIC O2 BOTTLE HOLDER KIT	\$334.00	\$203.58	\$242.00	\$308.80	13%
6382001140	B20 - Transport Accessories	VINYL HEAD SUPPORT	\$248.00	\$214.02	\$280.00	\$238.20	13%
6382083000	B20 - Transport Accessories	xxEXTENDED MAIN FRAME ASSYxx			\$5,487.00	\$4,773.68	13%
6382640000	B20 - Transport Accessories	HEAD SUPPORT OPTION	\$114.00	\$88.18	\$114.00	\$88.18	13%
6382841000	B20 - Transport Accessories	VINYL HEAD SUPPORT OPTION	\$281.00	\$227.07	\$360.00	\$328.20	13%
6382700003	B20 - Transport Accessories	6882 FOOT REST KIT	\$433.00	\$376.71	\$442.00	\$384.84	13%
6373010010	B20 - Transport Accessories	CENTER MOUNT - COY FASTENERS			\$1,087.00	\$1,480.28	13%
6378010010	B20 - Transport Accessories	CENTER MNT COY FSTNR, W/COILST			\$2,591.00	\$2,254.17	13%
6800070000	B20 - Transport Accessories	SMRT 12V DC CHRG/AUTO/DO-MESTIC			\$714.00	\$621.18	13%
6800030000	B20 - Transport Accessories	SMRT 240V AC UNITED KINGDOM			\$3,044.00	\$3,170.28	13%
6800031000	B20 - Transport Accessories	SMRT 240V AC EUROPE			\$3,636.00	\$3,182.48	13%
6800032000	B20 - Transport Accessories	SMRT 240V AC AUSTRALIA			\$3,885.00	\$3,178.11	13%
6800033000	B20 - Transport Accessories	SMRT BATTERY PACK OPTION	\$689.00	\$673.33	\$855.00	\$773.33	13%
6800034000	B20 - Transport Accessories	SMRT CHARGER MOUNTING BRKT OPT	\$55.00	\$47.86	\$56.00	\$47.86	13%
6800070000	B20 - Transport Accessories	POWERPRO DOMESTIC MANUAL OPT			\$50.00	\$50.00	13%
6800138000	B20 - Transport Accessories	I/E STORAGE FLAT OPTION	\$208.00	\$178.22	\$214.00	\$186.18	13%
6800139000	B20 - Transport Accessories	BACKREST STORAGE POUCH OPTION	\$403.00	\$350.81	\$405.00	\$350.61	13%
6800140000	B20 - Transport Accessories	P/E OXYGEN BOTTLE HOLDER OPT	\$273.00	\$237.61	\$286.00	\$251.43	13%
6800141000	B20 - Transport Accessories	POWDER OXYGEN BOTTLE HLDR OPT	\$387.00	\$338.69	\$407.00	\$384.08	13%
6800147000	B20 - Transport Accessories	EQUIPMENT HOOK OPTION	\$78.00	\$67.86	\$81.00	\$70.47	13%
6800190000	B20 - Transport Accessories	BASE STORAGE NET OPTION	\$333.00	\$295.81	\$335.00	\$295.61	13%
6800210000	B20 - Transport Accessories	2 STAGE IV POLE PL OPTION	\$401.00	\$348.87	\$440.00	\$382.80	13%
6800213000	B20 - Transport Accessories	2 STAGE IV POLE DUAL OPTION	\$863.00	\$742.11	\$879.00	\$764.73	13%
6800218000	B20 - Transport Accessories	3 STAGE IV POLE PL OPTION	\$309.00	\$244.83	\$360.00	\$287.20	13%
6800217000	B20 - Transport Accessories	3 STAGE IV POLE DUAL OPTION	\$1,088.00	\$948.58	\$1,180.00	\$974.40	13%
6800270000	B20 - Transport Accessories	EQUIPMENT HOOK KIT	\$54.00	\$47.08	\$55.00	\$48.08	13%
6800700011	B20 - Transport Accessories	POWDER O2 BOTTLE HOLDER KIT	\$416.00	\$361.06	\$423.00	\$368.01	13%
6800700040	B20 - Transport Accessories	SMRT POWER KIT-12V DC,DOMESTIC	\$1,808.00	\$1,587.74	\$1,884.00	\$1,612.98	13%
6800700041	B20 - Transport Accessories	SMRT POWER KIT-180V AC, DOM	\$1,808.00	\$1,587.74	\$1,884.00	\$1,612.98	13%
6800700044	B20 - Transport Accessories	SMRT POWER KIT-940V AC,EUROPE			\$3,150.00	\$2,731.45	13%
6800700049	B20 - Transport Accessories	6800 PWRLOAD COMP UPGRADE KIT	\$4,720.00	\$4,105.40	\$4,856.00	\$4,327.33	13%
6800700061	B20 - Transport Accessories	SMRT POWER KIT, U.S. TRAIL	\$2,707.00	\$2,358.09	\$2,758.00	\$2,453.82	13%
68001400105	B20 - Transport Accessories	OXYGEN BOTTLE HOLDER ASSY	\$330.00	\$278.40	\$345.00	\$298.41	13%
68001580028	B20 - Transport Accessories	KIT,PULL HANDLE FOR FOOTREST	\$218.00	\$192.54	\$225.00	\$195.75	13%
68001570005	B20 - Transport Accessories	KIT,LIFT BAR,HEADING O2B-CUR	\$175.74	\$151.74	\$212.00	\$184.44	13%
68023000105	B20 - Transport Accessories	ADJUSTABLE CASTER LOCK ASSY	\$163.59	\$136.59	\$168.00	\$143.58	13%
68027000085	B20 - Transport Accessories	KIT, O2 BOTTLE HOLDER HE	\$281.00	\$238.17	\$287.00	\$258.59	13%
68027000232	B20 - Transport Accessories	KIT-RESTRAINT PLATE COVER	\$716.00	\$606.12	\$611.00	\$527.47	13%
68027000345	B20 - Transport Accessories	EXTENDED HEIGHT KIT	\$465.00	\$407.81	\$478.00	\$414.52	13%
68027000385	B20 - Transport Accessories	BASE STORAGE TRAY KIT	\$285.00	\$238.29	\$303.00	\$263.81	13%
68017000085	B20 - Transport Accessories	KIT, PEDI-MATE RESTRAINT BRACKET	\$71.00	\$61.77	\$70.00	\$60.90	13%
68017000088	B20 - Transport Accessories	M1 Leg Weldment WAS Special LH	\$672.00	\$584.84	\$715.00	\$622.05	13%
68017000095	B20 - Transport Accessories	M1 Leg Weldment WAS Special RH	\$672.00	\$584.84	\$715.00	\$622.05	13%
68200010185	B20 - Transport Accessories	POLYPROP-PLN RESTRAINT STRAP SET	\$101.00	\$87.87	\$102.00	\$88.74	13%
68200010215	B20 - Transport Accessories	RESTRAINT STRAP SET	\$142.00	\$123.54	\$144.00	\$123.28	13%
18323000	B17 - Performance Load	HEX FLANGE SER LOCKNUT, 5/8-18			\$1.12	\$0.97	13%
38808000	B17 - Performance Load	SPRING, SPIN CAP			\$3.67	\$3.20	13%
60007000000	P18 - Transport Parts	POWERLOAD COMPATIBLE OPTION	\$1,732.00	\$1,506.84	\$1,732.00	\$1,509.84	13%
63007000017	P18 - Transport Parts	PWRLOD KIT AS/NS W/XPS & SAE			\$701.00	\$608.87	13%
6800700001	P18 - Transport Parts	6806 PWRLOD COMPAT UPGRADE KIT	\$2,574.00	\$2,238.38	\$2,648.00	\$2,301.18	13%
6800700039	P18 - Transport Parts	CATCH RETROFIT KIT/POWERPRO	\$2,561.00	\$2,238.07	\$2,638.00	\$2,303.32	13%
6800700040	P18 - Transport Parts	POWER-PRO KIT IN SERVICE DVD	\$32.00	\$28.10	\$32.00	\$28.10	13%
6800700080	P18 - Transport Parts	6806/810 STRUCK-LOCK RETROFIT KIT	\$1,328.00	\$1,153.82	\$1,382.00	\$1,194.84	13%
6860001084	P18 - Transport Parts	KNEE CATCH BOLSTER MATTRESS	\$433.00	\$375.84	\$431.00	\$374.97	13%
68000028130	P18 - Transport Parts	KN CATCH BOLSTER MATT G RATED			\$488.00	\$422.83	13%
6806700005	P18 - Transport Parts	STITCHED HEAD SCRM O2 BHLDR KIT	\$293.00	\$254.91	\$298.00	\$260.13	13%
6800310000	P18 - Transport Parts	2 STAGE IV POLE PR OPTION	\$421.00	\$368.27	\$421.00	\$368.27	13%
6800311900	P18 - Transport Parts	3 STG IV POLE PR OPT W/ Clip	\$537.00	\$467.19	\$537.00	\$467.19	13%
6800311000	P18 - Transport Parts	2 STAGE IV POLE PL OPTION	\$441.00	\$388.27	\$442.00	\$388.27	13%
6800310000	P18 - Transport Parts	3 STAGE IV POLE PL OPTION	\$537.00	\$467.19	\$537.00	\$467.19	13%
6800311000	P18 - Transport Parts	2 STAGE IV POLE DUAL OPTION	\$844.00	\$734.28	\$844.00	\$734.28	13%
6800001381	P18 - Transport Parts	SHOULDER HARNESS RESTRAINT	\$117.00	\$101.79	\$117.00	\$101.79	13%
6800001383	P18 - Transport Parts	WAIST RESTRAINT	\$154.00	\$133.98	\$155.00	\$134.85	13%
6800001388	P18 - Transport Parts	LEG RESTRAINT	\$53.00	\$47.21	\$55.00	\$48.21	13%
6800001450	P18 - Transport Parts	X-RESTRAINT PACKAGE			\$306.00	\$269.22	13%
6800002830	P18 - Transport Parts	G-RATED RESTRAINT PACKAGE			\$316.00	\$274.92	13%
6800001401	P18 - Transport Parts	SHOULDER RESTRAINT	\$55.00	\$47.85	\$54.00	\$46.83	13%
6800001402	P18 - Transport Parts	X-DOUBLE BUCKLE STRAP			\$54.00	\$46.83	13%
6800001403	P18 - Transport Parts	S-BUCKLE TONGUE AND STRAP			\$54.00	\$46.83	13%
6800001404	P18 - Transport Parts	LEG RESTRAINT	\$50.00	\$43.20	\$50.00	\$43.20	13%
6800001405	P18 - Transport Parts	ANKLE RESTRAINT	\$52.00	\$45.46	\$52.00	\$45.46	13%
6800170000	P18 - Transport Parts	DEPB PLATFORM OPTION	\$702.00	\$610.74	\$702.00	\$610.74	13%
6806802010	P18 - Transport Parts	DUAL WHEEL LOCK OPTION			\$175.00	\$152.85	13%
68002011485	P18 - Transport Parts	POWER SUPPLY, CHARGER	\$245.00	\$213.15	\$245.00	\$213.15	13%
68002011486	P18 - Transport Parts	POWER CORD, NORTH AMERICA	\$18.83	\$16.38	\$18.48	\$16.38	13%
68002011478	P18 - Transport Parts	12V CABLE, STANDARD	\$58.00	\$50.48	\$58.00	\$50.48	13%
6800201000	P18 - Transport Parts	INSTRUMENTS KIT, CHARGER	\$1,183.00	\$1,028.21	\$1,218.00	\$1,067.06	13%
6800200010	P18 - Transport Parts	BASE TUBE PROTECTOR ASSEMBLY	\$25.00	\$20.45	\$25.00	\$20.45	13%
6800200022	B20 - Transport Accessories	BOLT REPLACEMENT KIT	\$11.28	\$9.82	\$11.28	\$9.82	13%
7800001388	B20 - Transport Accessories	1IN ADHESIVE LOOP FILE	\$11.28	\$9.82	\$11.28	\$9.82	13%
6800700008	P18 - Transport Parts	SMRT POWER KIT-120V AC, 12V DC	\$1,813.00	\$1,584.31	\$1,888.00	\$1,709.68	13%
68068030001	P18 - Transport Parts	XPR SHOULDER RESTRAINT	\$210.00	\$182.70	\$210.00	\$182.70	13%
68068030002	P18 - Transport Parts	XPR WAIST DOUBLE BUCKLE RESTRA	\$116.00	\$101.58	\$116.00	\$101.58	13%
68068030003	P18 - Transport Parts	XPR WAIST SINGLE BUCKLE LONG R	\$140.00	\$121.80	\$140.00	\$121.80	13%
68068030004	P18 - Transport Parts	XPR THIGH RESTRAINT	\$140.00	\$121.80	\$140.00	\$121.80	13%
68068030005	P18 - Transport Parts	XPR ANKLE RESTRAINT	\$131.00	\$113.97	\$131.00	\$113.97	13%
68068030010	P18 - Transport Parts	XPR RESTRAINT PACKAGE	\$736.00	\$645.53	\$738.00	\$645.53	13%
68068030013	P18 - Transport Parts	XPR CAP AND LABEL			\$2.67	\$2.33	13%
6283101111	P18 - Transport Parts	EVACUATION CHAIR BRACKET	\$128.00	\$112.23	\$131.00	\$113.97	13%
628270700008	P18 - Transport Parts	KIT, UPGRADE, FOOTREST			\$358.00	\$308.54	13%
628270100400	P18 - Transport Parts	HEAD RESTRAINT, XPOSITION	\$148.00	\$129.63	\$148.00	\$129.63	13%
628270100280	P18 - Transport Parts	IV HOOK, PL, XPOSITION	\$66.00	\$57.96	\$68.00	\$59.88	13%
628270700008	P18 - Transport Parts	KIT,UPGRADE,UPPER CARRY HANDLE			\$374.00	\$328.38	13%
628270100300	P18 - Transport Parts	O2 HOLDER, XPOSITION	\$289.00	\$250.13	\$289.00	\$250.13	13%
628270100350	P18 - Transport Parts	HEAD SUPPORT, XPOSITION			\$339.00	\$293.83	13%
628270100900	P18 - Transport Parts	FULL ASSEMBLY, PCS	\$424.00	\$368.89	\$424.00	\$368.89	13%
628270100460	P18 - Transport Parts	ANKLE RESTRAINT, XPOSITION			\$88.00	\$80.03	13%
300-000-100	H28 - Accessories	LARYNGOSCOPE,CASE			\$180.00	\$132.80	13%
301-000-000	H47 - Video Laryngoscope	LARYNGOSCOPE, VIDEO, MCGRATH MAC A03			\$3,798.00	\$3,125.75	13%
6800001390	B70 - XPS	KNEE CATCH BOLSTER MATTRES, XPS			\$474.00	\$409.22	13%
6800700004	B70 - XPS	KIT, XPS RETROFIT			\$4,008.00	\$3,488.88	13%
70335-000035	H33 - LP35	LP35-EN-US,MAS-SP/CO/MET,MED-CO2,SUN-NIB			\$59,000.00	\$54,280.00	8%
70338-000037	H33 - LP35	LP35-EN-US,MAS-SP/CO/MET,MED-CO2,SUN-NIB			\$59,000.00	\$54,280.00	8%
70335-000038	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$53,600.00	\$49,312.00	8%
70338-000038	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$53,600.00	\$49,312.00	8%
70335-000040	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$48,800.00	\$44,344.00	8%
70338-000041	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$48,800.00	\$44,344.00	8%
70335-000042	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,12L			\$51,400.00	\$47,296.20	8%
70338-000042	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,12L			\$49,000.00	\$44,320.00	8%
70335-000043	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$33,800.00	\$29,824.00	8%
70338-000043	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$33,800.00	\$29,824.00	8%
70335-000044	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$30,000.00	\$27,000.00	8%
70338-000044	H33 - LP35	LP35-EN-US,MAS-SP/CO,MED-CO2,SUN-NIB,IP			\$30,000.00	\$27,000.00	8%
21300-001038	H28 - Parts	SCREW-M,CS,2,PH, NYLOCK,4-40 X.312L			\$9.37	\$8.47	10%
21300-006351	H28 - Parts	SCREW-M,PH,NYLOCK,CS,4-40,.260L			\$0.30	\$0.26	10%
21300-007253	H28 - Parts	SCREW-CAP,SCH,REC 1SP TORX PLUS,5-32,0			\$1.08	\$0.89	10%
21300-008073	H28 - Parts	SCREW, #8-32X3/8 PH, CRSS, PITCH			\$0.59	\$0.49	10%
21300-008144	H28 - Parts	SCREW,MACH,PLAINHD,PHD,RY,5S,NYLOCK,6-32 X			\$0.29	\$0.25	10%
21300-008187	H28 - Parts	HEADER, BOARD STACKER, .100 IN, 4 PIN			\$7.49	\$6.37	10%
21300-008189	H28 - Parts	HEADER, BOARD STACKER, .100 IN, 44 PIN			\$40.00	\$34.00	10%
21300-008189	H28 - Parts	FLEX, UI, SYSTEM PCB, LS2M, LP35			\$395.00	\$301.76	10%
21300-008174	H28 - Parts	SCREW,MACH,PLAINHD,PHD,RY,NYLOCK,6-32 X			\$0.34	\$0.29	10%
21300-008348	H28 - Parts	PERMET, CLAMP ON,OD.468IN,D.1.18IN,LIC,8			\$4.88	\$3.96	10%
21300-008398	H28 - Parts	FLEX ACCESS, LP35			\$812.00	\$680.20	10%
21300-008396	H28 - Parts	FLEX,DEPB-PMOD, LP35			\$595.00	\$502.25	10%
21300-008397	H28 - Parts	FLEX,DISPLAY VIDEO, LP35			\$117.00	\$99.45	10%
21300-008398	H28 - Parts	FLEX,DEPB KEY PANEL-LIGHT SENSOR, LP35			\$54.00	\$46.00	10%
21300-008391	H28 - Parts	CAPACITOR, ENERGY STORAGE, LP35			\$203.00	\$172.85	10%
21300-008392	H28 - Parts	INDUCTIVE RESISTOR-5 OHM, ROHS, LP35			\$98.00	\$84.30	10%
21300-008393	H28 - Parts	HARNESS, WIRE, BATTERY CONNECTOR, LP35			\$1,077.00	\$903.96	10%
21300-008398	H28 - Parts	FLEX, MASHO PATIENT, LP35			\$385.00	\$310.36	10%
21300-008310	H28 - Parts	FLEX, USB, PMOD, LP35			\$226.00	\$182.10	10%
21300-008311	H28 - Parts	INSULATOR,PCBA, INTERFACE, DISPLAY POWE			\$7.73	\$6.57	10%
21300-008312	H28 - Parts	HOUSING, REZEI, FRONT, LP35			\$253.00	\$215.06	10%
21300-008313	H28 - Parts	KNOS, ROTARY, LP35			\$9.50	\$8.06	10%
21300-008314	H						

21300-006330	H28 - Parts	HOUSING, CORNER, HANDLE, LEFT, LP38	\$48.00	\$41.06	105%
21300-006331	H28 - Parts	ASSY, CORNER, HANDLE, RIGHT, LP38	\$68.00	\$49.30	105%
21300-006332	H28 - Parts	CLIP, ROUTING, DIA 85IN HOLDING C,SNAP LOC	\$0.48	\$0.41	105%
21300-006333	H28 - Parts	FOAM, DISPLAY CABLE, LP38	\$2.89	\$2.28	105%
21300-006334	H28 - Parts	HOSE, PUMP TO MODULE, NIBP, LP38	\$9.17	\$7.79	105%
21300-006335	H28 - Parts	HOUSING, FRS MOUNTING, LP38	\$7.01	\$5.96	105%
21300-006337	H28 - Parts	SEAL, FRS HOUSING, LP38	\$4.32	\$3.67	105%
21300-006338	H28 - Parts	SEAL, CO2 EXHAUST, LP38	\$5.23	\$4.45	105%
21300-006339	H28 - Parts	HOUSING, CO2 EXHAUST, LP38	\$10.94	\$9.30	105%
21300-006340	H28 - Parts	HOUSING, MASIMO CONNECTOR, LP38	\$8.80	\$7.33	105%
21300-006341	H28 - Parts	BRACKET, MASIMO PATIENT CONNECTOR, LP38	\$17.81	\$15.14	105%
21300-006342	H28 - Parts	SEAL, MASIMO MOUNTING, LP38	\$15.22	\$12.84	105%
21300-006343	H28 - Parts	INSULATOR, PCIA, REAR, PMOD, LP38	\$11.25	\$9.59	105%
21300-006344	H28 - Parts	SHIELD, CO2 MODULE, TOP, LP38	\$12.29	\$10.49	105%
21300-006345	H28 - Parts	SHIELD, CO2 MODULE, BOTTOM, LP38	\$5.71	\$4.85	105%
21300-006346	H28 - Parts	SEAL, TEMP-IP MOUNTING, LP38	\$5.88	\$7.55	105%
21300-006347	H28 - Parts	BRACKET, PMOD, INTERNAL, LP38	\$10.55	\$9.98	105%
21300-006348	H28 - Parts	HOSE, COUPLER TO MODULE, NIBP, LP38	\$10.06	\$8.57	105%
21300-006349	H28 - Parts	SCREW, BUTTONEHEAD, TORX, #4-40 X LG 0.26	\$0.96	\$0.82	105%
21300-006350	H28 - Parts	SCREW, MACHINE, PANHEAD, NYLOCK 6-32 X 1.125	\$0.43	\$0.37	105%
21300-006351	H28 - Parts	WASHER, FLAT, NPTM, 3/8IN ID, 625IN OD, 0.9	\$2.98	\$2.45	105%
21300-006352	H28 - Parts	BRACKET, PCIA, ENERGY DELIVERY, LP38	\$7.39	\$6.38	105%
21300-006353	H28 - Parts	HOUSING, ECG, PLATE, LP38	\$48.00	\$39.10	105%
21300-006354	H28 - Parts	FOAM, CO2 WIRE HARNESS, LP38	\$12.82	\$10.90	105%
21300-006355	H28 - Parts	FLEX, BEACON, READINESS INDICATOR, LP38	\$134.00	\$113.80	105%
21300-006356	H28 - Parts	HANDLE, LP38	\$108.00	\$89.25	105%
21300-006357	H28 - Parts	KEYPAD 21300-006358 EN, US, LP38	\$812.00	\$680.20	105%
21300-006358	H28 - Parts	CABLE ASSY, TEMP-IP, LP38	\$185.00	\$151.75	105%
21300-006359	H28 - Parts	ASSY, CABLE, INTERNAL DC POWER, LP38	\$19.82	\$16.58	105%
21300-006360	H28 - Parts	ASSY, CABLE, DISPLAY POWER, LP38, LP38	\$19.82	\$16.58	105%
21300-006361	H28 - Parts	CABLE ASSY, CO2, LP38	\$28.00	\$23.80	105%
21300-006362	H28 - Parts	ASSY, POWER PLUG, LP38	\$240.00	\$204.00	105%
21300-006363	H28 - Parts	ASSY, ANTENNA, WLAN, LP38	\$91.00	\$88.86	105%
21300-006364	H28 - Parts	ASSY, ECG FLEX, LP38	\$614.00	\$521.90	105%
21300-006365	H28 - Parts	ASSEMBLY, RECEPTACLE, THERAPY, LP38	\$385.00	\$326.80	105%
21300-006366	H28 - Parts	FLEX, USB, LEEM, LP38	\$247.00	\$206.96	105%
21300-006367	H28 - Parts	ASSY, CABLE, SPEAKER, LP38	\$57.00	\$48.45	105%
21300-006368	H28 - Parts	ASSEMBLY AID, CO2 DOCK, LP38	\$8.00	\$6.10	105%
21300-006369	H28 - Parts	ASSY, INSULATOR, PCIA, SYSTEM, FRONT, LP	\$13.83	\$11.59	105%
21300-006370	H28 - Parts	ASSY, HOUSING RIGHT, PMOD, LP38	\$221.00	\$197.88	105%
21300-006371	H28 - Parts	ASSY, BATTERY BACKPLATE, LP38	\$178.00	\$151.30	105%
21300-006372	H28 - Parts	GUIDE, BATTERY HARNESS, LP38, LP38	\$8.58	\$6.12	105%
21300-006373	H28 - Parts	BRACKET ASSEMBLY, PCBA STACK, LP38, LP38	\$408.00	\$346.80	105%
21300-006374	H28 - Parts	Fan, Fan With VIB, LP38	\$58.00	\$49.30	105%
21300-006375	H28 - Parts	LABEL 21300-006375 ECG COVER, LP38	\$3.38	\$2.86	105%
21300-006376	H28 - Parts	LABEL, INSTRUCTION, ENGLISH, LP38	\$10.81	\$9.02	105%
21300-006377	H28 - Parts	LABEL 21300-006377 PTP PTP, MODM P, LP38	\$3.48	\$2.94	105%
21300-006378	H28 - Parts	LABEL 21300-006378 DC INPUT, LP38	\$2.30	\$1.98	105%
21300-006379	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, G3, LP38	\$22.00	\$18.70	105%
21300-006380	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, TEMP, LP38	\$22.00	\$18.70	105%
21300-006381	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, TEMP, LP38	\$18.10	\$15.24	105%
21300-006382	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, G1, LP38	\$22.00	\$18.70	105%
21300-006383	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, TEMP, LP38	\$22.00	\$18.70	105%
21300-006384	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, TEMP, LP38	\$22.00	\$18.70	105%
21300-006385	H28 - Parts	LABEL, PMOD, MAS SPO2, MDT CO2, NIBP, G1, LP38	\$18.10	\$15.24	105%
21300-006386	H28 - Parts	LABEL, ASSY AID, 0 IN, LP38	\$2.50	\$2.13	105%
21300-006387	H28 - Parts	LABEL, ASSY AID, 2 IN, LP38	\$4.18	\$3.56	105%
21300-006388	H28 - Parts	KIT, REPAIR, SYSTEM PCBA, LP38	\$5,778.00	\$7,482.15	105%
21300-006389	H28 - Parts	KIT, REPAIR, ENERGY DELIVERY PCBA, LP38	\$3,370.00	\$3,779.50	105%
21300-006390	H28 - Parts	KIT, REPAIR, INTERFACE PCBA, LP38	\$718.00	\$610.50	105%
21300-006391	H28 - Parts	KIT, REPAIR, FRONT HOUSING DISPLAY, LP38	\$2,682.00	\$2,262.20	105%
21300-006392	H28 - Parts	KIT, REPAIR, HANDLE, LP38	\$118.00	\$98.60	105%
21300-006393	H28 - Parts	KIT, REPAIR, REAR HOUSING, LP38	\$70.00	\$59.50	105%
21300-006394	H28 - Parts	KIT, REPAIR, THERAPY RECEPTACLE, LP38	\$460.00	\$382.80	105%
21300-006395	H28 - Parts	KIT, REPAIR, BATTERY CONNECTOR, LP38	\$138.00	\$116.18	105%
21300-006396	H28 - Parts	KIT, REPAIR, ECG CONNECTOR, LP38	\$968.00	\$803.30	105%
21300-006397	H28 - Parts	KIT, REPAIR, FAN, LP38	\$38.00	\$34.68	105%
21300-006398	H28 - Parts	KIT, REPAIR, ROTARY SWITCH, LP38	\$64.00	\$71.40	105%
21300-006399	H28 - Parts	KIT, REPAIR, PATIENT PARAMETER PCBA, LP38	\$764.00	\$649.40	105%
21300-006400	H28 - Parts	KIT, REPAIR, CO2 MODULE MEDTROWIC, LP38	\$3,638.00	\$3,090.80	105%
21300-006401	H28 - Parts	KIT, REPAIR, PMOD HOUSING	\$38.00	\$34.68	105%
21300-006402	H28 - Parts	KIT, REPAIR, INTERNAL FASTENERS, LP38	\$38.00	\$34.68	105%
21300-006403	H28 - Parts	KIT, REPAIR, SPO2 MODULE, MASIMO, LP38	\$1,255.00	\$1,049.75	105%
21300-006404	H28 - Parts	KIT, REPAIR, NIBP MODULE, LP38	\$1,390.00	\$1,150.50	105%
21300-006405	H28 - Parts	KIT, REPAIR, NIBP PUMP, LP38	\$220.00	\$187.00	105%
21300-006406	H28 - Parts	KIT, REPAIR, NIBP COUPLER, LP38	\$1,377.00	\$1,170.45	105%
21300-006407	H28 - Parts	KIT, REPAIR, SPO2 CONNECTOR, MASIMO, LP38	\$415.00	\$353.75	105%
21300-006408	H28 - Accessories	POWER CORD, C13, 6 FT, WITH HOSPITAL GRADE	\$108.00	\$93.85	105%
21300-006409	H28 - Accessories	ASSY, CABLE, THERAPY, LP38, IFU	\$615.00	\$457.78	105%
21300-006410	H28 - Accessories	ASSY, CABLE, ECG, 3 WIRE, AHA, 8 FT	\$347.00	\$284.95	105%
21300-006411	H28 - Accessories	ASSY, CABLE, ECG, 4 WIRE, AHA, 8 FT	\$606.00	\$433.68	105%
21300-006412	H28 - Accessories	ASSY, CABLE, ECG, 4 WIRE, AHA, 8 FT	\$514.00	\$436.90	105%
21300-006413	H28 - Accessories	ASSY, CABLE, ECG, 3 WIRE, AHA, 8 FT	\$347.00	\$284.95	105%
21300-006414	H28 - Accessories	M-LNCS DB1, SOFT SENSOR, REF 2807, ROHS	\$465.00	\$388.25	105%
21300-006415	H28 - Accessories	M-LNCS ADULT ADHESIVE SENSOR, 20/BOX, REF	\$487.00	\$398.85	105%
21300-006416	H28 - Accessories	M-LNCS PED ADHESIVE SENSOR, 20/BOX, REF 2	\$485.00	\$400.75	105%
21300-006417	H28 - Accessories	M-LNCS INF ADHESIVE SENS, 20/BOX, REF 26	\$612.00	\$520.80	105%
21300-006418	H28 - Accessories	M-LNCS NEO/ADULT ADH SENS, 20/BOX, REF 261	\$612.00	\$520.80	105%
21300-006419	H28 - Accessories	M-LNCS NEOPT AD SENS, 20/BOX, REF 2818, R	\$672.00	\$571.80	105%
21300-006420	H28 - Accessories	M-LNCS DCI, ADULT REUSABLE SENSOR, REF 2	\$418.00	\$355.30	105%
21300-006421	H28 - Accessories	M-LNCS DCI, PED REUSABLE SENSOR, REF 26	\$418.00	\$355.30	105%
21300-006422	H28 - Accessories	RAINBOW R20, ADULT DISP SENSORS, 10/BOX, RE	\$983.00	\$844.05	105%
21300-006423	H28 - Accessories	RAINBOW R20, PED REUSABLE SENSOR, REF 26	\$975.00	\$831.30	105%
21300-006424	H28 - Accessories	RAINBOW R20, PED DISP SENSORS, 10/BOX, REF	\$1,027.00	\$872.98	105%
21300-006425	H28 - Accessories	RAINBOW R20-L, ADULT DISP SENSORS, 10/BOX, RE	\$993.00	\$844.05	105%
21300-006426	H28 - Accessories	RAINBOW R20-L, PED DISP SENSORS, 10/BOX, RE	\$1,027.00	\$872.98	105%
21300-006427	H28 - Accessories	RAINBOW DCI ADT REUSABLE SENSOR, REF 2686	\$888.00	\$755.65	105%
21300-006428	H28 - Accessories	RAINBOW DCI-6 ADT REUSABLE SENSOR, EPT, 3637, R	\$1,013.00	\$861.05	105%
21300-006429	H28 - Accessories	RAINBOW DCI-6 PED REUSABLE SENSOR, EPT, 3637, R	\$1,024.00	\$871.40	105%
21300-006430	H28 - Accessories	NIBP CUFF SINGLE PATIENT USE, SMALL, ADULT, BAYONE	\$16.48	\$14.01	105%
21300-006431	H28 - Accessories	NIBP CUFF-REUSABLE, SMALL, ADULT, BAYONE	\$40.00	\$34.00	105%
21300-006432	H28 - Accessories	NIBP - TUBING, 8 FT, BAYONET, UDI	\$100.00	\$85.00	105%
21300-006433	H28 - Accessories	ASSY, CABLE, ADAPTER, TEMPERATURE, LP38,	\$1,180.00	\$977.50	105%
21300-006434	H28 - Accessories	ASSY - TEST LOAD, ROHS, 2V 2H KO JA RU C	\$109.00	\$92.68	105%
21300-006435	H28 - Accessories	ASSY, DOCKING STATION, LP38	\$3,900.00	\$2,730.00	105%
21300-006436	H28 - Accessories	ASSY, CABLE, ECG, 15LEAD, 6 WIRE PRECORD	\$310.00	\$263.90	105%
21300-006437	H28 - Accessories	CHARGER, BATTERY, LP38	\$3,055.00	\$2,599.75	105%
21300-006438	H28 - Accessories	KIT, MODERN, NA, LP38	\$1,800.00	\$1,578.00	105%
21300-006439	H28 - Accessories	ASSY, CABLE, ADAPTER, IP, ICU, LP38	\$1,800.00	\$1,578.00	105%
21300-006440	H28 - Accessories	ASSY, CABLE, ADAPTER, IP, EDWARDS, LP38	\$1,800.00	\$1,578.00	105%
21300-006441	H28 - Accessories	KIT, PMOD BAG, LP38	\$210.00	\$178.80	105%
21300-006442	H28 - Accessories	KIT, REAR BAG, LP38	\$210.00	\$178.80	105%
21300-006443	H28 - Accessories	KIT, ECG BAG, LP38	\$210.00	\$178.80	105%
21300-006444	H28 - Accessories	KIT, SHOULDER STRAP, LP38	\$78.00	\$63.75	105%
21300-006445	H28 - Accessories	ASSY, CABLE, ACCESS PORT, LP38	\$730.00	\$607.50	105%
21300-006446	H28 - Accessories	CABLE, PRINTER, LP38	\$1,800.00	\$1,578.00	105%
21300-006447	H28 - Accessories	ASSY, CABLE, ACCESS PORT, SHORT, LP38	\$1,000.00	\$850.00	105%
21300-006448	H28 - Accessories	BATTERY, LI-ION, WITH IFU, LP38	\$1,000.00	\$850.00	105%
21300-006449	H28 - Accessories	KIT, PRINTER, LP38	\$3,000.00	\$2,520.00	105%
21300-006450	H28 - Accessories	KIT, STORAGE BAGS, LP38	\$600.00	\$510.00	105%
21300-006451	H28 - Accessories	CABLE, PATIENT, RAINBOW, SETRA26-06, 8 FT, MAS	\$300.00	\$255.00	105%
21300-006452	H28 - Accessories	CABLE, PATIENT, RAINBOW, SETRA26-06, 8 FT, MAS	\$400.00	\$340.00	105%
21300-006453	H28 - Accessories	SHIP KIT, POWER SUPPLY, LP38	\$2,800.00	\$2,380.00	105%
21300-006454	H28 - Accessories	SENSOR, SKIN TEMPERATURE, PACK-50, ROHS	\$400.00	\$340.00	105%
21300-006455	H28 - Accessories	TEMP PROBE, GEN PURP, DEPTH MARK, 16FT, PACK	\$400.00	\$340.00	105%
21300-006456	H28 - Accessories	POLY CATHETER WITH THERMOSPONSOR, 14FT, PACK	\$1,350.00	\$1,147.80	105%
21300-006457	H28 - Accessories	POLY CATHETER WITH THERMOSPONSOR, 16FT, PACK	\$1,350.00	\$1,147.80	105%
21300-006458	H28 - Accessories	2 STAGE IV POLE PR OPTION	\$413.00	\$361.31	105%
21300-006459	H28 - Accessories	FOOTREST OPTION	\$482.00	\$367.14	105%

Freas, Bernice

From: Dunbar Jr. Jesse
Sent: Thursday, October 2, 2025 3:35 PM
To: Freas, Bernice
Cc: Armstrong, Stephanie; Strickland, Mark; Matthews, Craig
Subject: Stryker PO request
Attachments: SKM_C450i25100215140.pdf; CharlestonFD-2025FiscalSourcewell-Oct25.pdf; Sourcewell Price List Currently Effective (2)highlighted.xlsx; Sourcewell Agreement 041823 (1) (1).pdf

Bernice, attached is a request for our FY26 medical equipment capital purchase. I have grouped the items on the PO request and noted the item numbers from the quote. There are also trade-ins also on the quote for the cardiac monitors(LP35), Lucas device and power cots. I have also highlighted in yellow the items on the sourcewell pricelist that the vendor provided and checked to see if the quoted prices were at or below the sourcewell price. Please let me know if you have any questions. Thanks!

Fred Dunbar
Deputy Chief
Charleston Fire Department
808 Virginia Street West
Charleston, WV 25302
304-932-6240 (cell)
Jesse.Dunbar@charlestonfire.com



Solicitation Number: 041823

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Stryker Sales, LLC, through its Medical Division, 11811 Willows Road NE, Redmond, WA 98052 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Critical Care and EMS Equipment from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

EXPIRATION DATE AND EXTENSION. This Contract expires June 30, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that (i) Supplier has good title to Equipment shipped directly to Participating Entities, free of all liens, claims, and encumbrances; (ii) the Equipment will, at the time of manufacture, in all material respects have been manufactured in conformance with the Equipment specifications; and (iii) the Equipment will in all material respects, at the time of shipment, meet the technical specifications set forth in the FDA-approved or cleared labeling. EXCEPT AS SET FORTH IN THE IMMEDIATELY PRECEDING SENTENCE, SUPPLIER HEREBY EXPRESSLY DISCLAIMS ANY AND ALL EXPRESS OR IMPLIED WARRANTIES REGARDING THE PRODUCTS INCLUDING, BUT NOT LIMITED TO, AND FITNESS FOR A PARTICULAR PURPOSE.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal. If the Agreement is a multi-year contract, Supplier may increase pricing no more than once annually. Such price increase shall be incorporated by amendment to this Agreement and signed by Sourcewell and Supplier.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned in accordance with the return policy, incorporated by reference, at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products within thirty (30) days after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity. All shipping will be FOB destination, freight prepaid and added to the invoice.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. **SALES TAX.** Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. **HOT LIST PRICING.** At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product

Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States; such as federal, state, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. **ORDERS AND PAYMENT.** To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract. Payment terms are net thirty (30).

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. **BUSINESS REVIEWS.** Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities , including their agents and employees, harmless from any third-party claims or causes of action incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. The foregoing indemnification does not apply to any claims arising from: (i) the combination of any Stryker Product with one or more non-Stryker products wherein such combination is the sole basis of the claim; (ii) the use of the Products contrary to their labeling, manuals, and/or instructions for use or (iii) modification of any Product by any person other than Stryker without Stryker's express written authorization. Stryker will have no liability hereunder unless it is notified promptly of any such claim and given control of the defense and any settlement thereof; however, any claim that obligates Sourcewell for payment of any kind may not be settled without prior consultation and written approval by the Sourcewell Board of Directors Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell

under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:

Subject to Section 13(B), Sourcewell grants to Supplier a royalty-free, non-exclusive right and license to use the trademark(s) provided to Supplier in certain advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier for use in the United States only and solely in the format provided in Exhibit A. For the avoidance of doubt, the license granted by Supplier to Sourcewell shall be limited to the following promotional materials:

- i. Sourcewell's Contract Directory located on Sourcewell's website and/or in a printed format for distribution by Sourcewell;
- ii. Sourcewell's Cooperative Purchasing (through Buy Sourcewell) located on Sourcewell's website;
- iii. Tradeshow or other conference banners prepared and approved by Sourcewell;
- iv. Award announcement emails; and
- v. Any reseller or distributor advertising or promotional flyers for distribution by Sourcewell.

2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. The sublicense granted hereunder will be subject to the terms and conditions of this Article and shall not exceed the rights granted pursuant to Section 1.b. of this Article 13. A party shall approve each use of the other party's trademarks by its respective Permitted Sublicensees. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

- a. Neither party may alter the other party's trademarks from the form provided and must immediately comply with removal requests as to specific uses of its trademarks or logos.
- b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Each party must return all

marketing and promotional materials, including signage, provided by the other party or dispose of it according to requesting party's written directions.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers to Participating Entities that offer Equipment, Products, or Services available under this Contract and utilizes the terms of this Contract while offering pricing lower than this Contract, must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. **REQUIREMENTS.** At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the term of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with the following required coverage and limits of insurance:

1. *Workers' Compensation and Employer's Liability.*
 Workers' Compensation: As required by any applicable law or regulation.
 Employer's Liability Insurance: must be provided in the required amounts listed below:

Required limits:

\$2,000,000 each accident for bodily injury by accident
 \$2,000,000 policy limit for bodily injury by disease

\$2,000,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office (“ISO”) Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. Coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Required Limits:

\$3,000,000 each occurrence Bodily Injury and Property Damage

\$2,000,000 Personal and Advertising Injury

\$4,000,000 aggregate for products liability-completed operations

\$4,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Required Limits:

\$3,000,000 each accident, combined single limit

4. *Umbrella Insurance.*

Intentionally omitted

5. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier’s network security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Required limits:

\$2,000,000 per occurrence or claim

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. **CERTIFICATES OF INSURANCE.** Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be issued by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Supplier agrees to include Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to vicarious liability of Sourcewell and/or its Participating Entities which may arise out of activities, "operations," or "work" performed by Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that except with respect to any claim or loss that arise from the negligence or willful misconduct of Sourcewell and/or its Participating Entities, the commercial general liability insurance coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the workers' compensation and employer's liability and commercial automobile liability insurance policies required by this Contract. The waiver must apply to all deductibles and/or self-insured retentions applicable to such insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION INTENTIONALLY OMITTED.**

F. **SELF-INSURANCE.** Notwithstanding any other insurance requirements within this Agreement to the contrary, to the extent allowed by applicable law or regulation, Supplier shall be permitted to comply with these insurance requirements through a program of self-insurance

19. COMPLIANCE

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

This Agreement is the entire, final, complete, and fully integrated agreement between Sourcewell **and** Supplier for the benefit of any Participating Entity with respect to the subject matter hereof and supersedes any prior agreements or communications between the parties, whether written, oral, electronic or otherwise.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal

Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

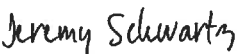
22. CANCELLATION

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

041823-STY

Sourcewell

Stryker Sales, LLC, through its Medical
Division

DocuSigned by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 9/14/2023 | 4:41 PM CDT

DocuSigned by:

6CE0778B706449D...
By: _____
Anne Mullally
Title: Vice President and General Manager
Date: 9/15/2023 | 6:56 AM PDT

Approved:

DocuSigned by:

48BAF71B0894454...
By: _____
Chad Coauette
Title: Executive Director/CEO
Date: 9/15/2023 | 8:58 AM CDT

Exhibit A

Stryker Trademark Usage



Logo position, spacing and size

Position

- Stryker logo must appear prominent and not compete with word marks, surrounding text, images or other visual elements.
- Our preferred logo placement is horizontal; however, Sourcewell can position Stryker logo vertically.
- When horizontally positioned, place Stryker logo in either the top left or top right corner of the layout.
- When horizontally positioned, Stryker prefers Sourcewell places Stryker logo above all other text and in a position that doesn't appear aligned with any visual elements other than a color field and/or dimensional frame.
- When vertically positioned, Stryker logo must be the most dominant element on the layout (for example, up the side of a trade show banner).
- Avoid overuse of Stryker logo by using only one logo per layout and refrain from using our logo multiple times across a multi-page document.
- Stryker logo must appear on the first page or section of a document.

Clear space

- Provide clear space around our logo to clearly identify it as our master brand.
- The diagram below demonstrates the minimum space required; clear space is equal to 1.5 times the height of our logo.

Minimum size

- When using Stryker logo, maintain a minimum size of 1" (25.4mm) in print applications to maintain brand presence.
- The goal is to maximize the size of Stryker logo in proportion to the size of the layout.



Clear space

stryker

1" (25.4mm)

Minimum size

Do not:

- use any color except black for Stryker logo.
- use Stryker logo with a registration mark (®).
- show Stryker logo upside down or reflected.
- angle or tilt except at a 90° angle.
- violate clear space in any way.
- show Stryker logo at minimum size in a large-scale layout.
- show Stryker logo oversized on a layout relative to the scale of the other visual elements.
- use Stryker logo with other text; instead, spell out "Stryker" or "Stryker's" when using Stryker name.
- translate Stryker logo; however, Sourcewell can translate our Stryker in text.
- include Stryker logo as part of another trademark or service mark.
- alter any part of Stryker logo.
- skew or distort Stryker logo.
- animate Stryker logo; except in videos.
- add a line above or below Stryker logo.
- crop Stryker logo.
- use Stryker logo at a low resolution.
- use Stryker logo vertically with text that has more dominance.
- add shadows or shading.
- add a border.
- use an outline.
- use on unapproved background colors.
- place in a shape (for example, a circle or triangle) unless placed on a square or rectangular.
- place business, function, region, service names or word marks on the same line as Stryker logo.

RFP 041823 - Critical Care and EMS Equipment

Vendor Details

Company Name: Stryker Sales, LLC

Does your company conduct business under any other name? If yes, please state: Howmedica Osteonics Corp

Address: 2825 Airview Blvd.
Kalamazoo, MI 49002

Contact: Ted Harris

Email: ted.harris@stryker.com

Phone: 615-512-4890

HST#: 38-2902424

Submission Details

Created On: Monday March 06, 2023 16:19:47

Submitted On: Friday April 14, 2023 13:58:59

Submitted By: Bobby Flanagan

Email: Robert.Flanagan@stryker.com

Transaction #: 34aa1fbb-1f4f-420c-825f-d4a930e802a5

Submitter's IP Address: 64.208.103.178

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Stryker Sales, LLC, through its Medical Division	*
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	Stryker Sales, LLC, through its Medical Division	*
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	Not applicable	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	75AF1, [No CAGE code for SYK SALES CORP; All Govt Contracts through SYK Corp]	*
5	Proposer Physical Address:	11811 Willows Road NE Redmond, WA, 98052	*
6	Proposer website address (or addresses):	https://www.stryker.com/us/en/emergency-care.html	*
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Jennifer Collins Manager, Strategic Pricing and Contracts Tel: 425 867 4685 Email: jennifer.collins@stryker.com Address: 11811 Willows Road NE Redmond, WA, 98052	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Ted Harris, Manager, Strategic Accounts Tel: 615 512 4890 Email: ted.harris@stryker.com Address: 11811 Willows Rd. NE, Redmond, WA 98052	*
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Maggie Wang, Associate Manager, Bids & Proposals Tel: 425-867-4216 Email: maggie.wang1@stryker.com Address: 11811 Willow Rd NE, Redmond, WA 98052	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
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10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	About Stryker Stryker is one of the world's leading medical technology companies and, together with our customers, is driven to make healthcare better. We offer innovative products and services in Orthopaedics, Medical and Surgical, and Neurotechnology and Spine that help improve patient and hospital outcomes. As the pioneer in portable defibrillation and monitoring technology, Stryker's Emergency Care business continues to define the standard for cardiac emergency care equipment, solutions and services. We are the world leader in developing, manufacturing, selling and servicing emergency care products. The company pioneered defibrillation technology over 68 years ago and continues to design and develop advanced emergency medical devices for in-hospital and out-of-hospital use. The company's LIFEPAK defibrillators have been carried to the top of Mount Everest and launched into orbit on the International Space Station. More than 800,000 units are in use today on fire and rescue rigs, ambulances, hospital crash carts and in thousands of public access locations worldwide. Global Presence Stryker serves a global market of thousands of customers in over 100 countries that use our products every day to protect their communities. We are well-positioned to continue serving the worldwide medical community for generations to come. Stryker Emergency Care employs over 1,000 team members worldwide. Approximately 700 of these team members are based in Redmond, WA. Vision and Mission We have been involved in emergency medical care for more than 68 years and lead the industry in developing products that monitor or treat patients in emergency medical situations. We develop technologies and design devices according to the unique needs of our customers and our goal is to provide complete solutions for cardiorespiratory emergencies. Everything is designed for customers, to work with them- whether it is accessories, disposables, flexible energy dosing or data management solutions that help them capture patient data and learn from it to improve patient care. Our approach to product development is with the values our customers expect front and center: quality, innovation, durability and reliability. We hold ourselves to rigorous quality and innovation standards, and firmly believe that good enough is never good enough when you are talking about devices used on a daily basis in a variety of emergency care environments. We are always innovating our product and clinical technologies and looking for ways to improve our processes— because our customers and their patients depend on it. MISSION: Together with our customers, we make healthcare better.	*
11	What are your company's expectations in the event of an award?	If Stryker is the winner, Stryker will negotiate in good faith mutually beneficial terms following award issuance.	*
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	Stryker Corporation Annual Report has been uploaded to the attachment section. Stryker Sales, LLC, through its Medical Division is a wholly owned affiliate of Stryker Corporation.	*
13	What is your US market share for the solutions that you are proposing?	In 2022, our prehospital business captured 69% of market share. We are unique in that we have solutions that equip the back of the ambulance with everything from monitor/defibrillators, to cots and fasteners, to data solutions, and beyond. We are unmatched when it comes to the breadth of products and service that we can provide our customers. Our flagship product lines have captured majority market share in their respective categories as described below: • LIFEPAK 15 (monitor/defibrillators in pre-hospital): 55% • LIFEPAK CR2, HeartSine (AEDs in pre-hospital and public access): 30% • Transport equipment (cots, fasteners, chairs in prehospital): 94% • LUCAS 3 (mechanical chest compression systems in pre-hospital): 80%	*
14	What is your Canadian market share for the solutions that you are proposing?	This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for information.	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No. Stryker has never petitioned for bankruptcy protection. Instead, the whole Stryker corporation has persevered, delivered outstanding sales growth and made progress on our strategy for many years, making the Stryker brand stronger than ever.	*

16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Stryker is the manufacturer and service provider of equipment as proposed in this RFP. All technical support, trainings and education, ProCare services will be conducted by Stryker employees. No third party like distributor/dealer/reseller will be involved.	*
17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All parts are either manufactured by Stryker or outside suppliers and are new, tested and approved for use on Stryker's products. Our field service team uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Please refers to Section 6 of the pdf. proposal for relevant sole source certifications.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	No suspension or Debarment applies to Stryker.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
19	Describe any relevant industry awards or recognition that your company has received in the past five years	At Stryker, we owe our achievements to our dedicated employees. Below are some recent honors we've received for our business results, workplace culture and philanthropic activities: • 2022 Best Workplaces for Millennials: : Great Places to Work • 2022 Best Workplaces in Manufacturing and Production: : Great Places to Work • 2022 100 Best Companies to Work For: : Great Places to Work • 2022 Best Workplaces Canada: Great Places to Work • 2022 World's Best Workplaces: Great Places to Work • 2022 Don Clifton Strengths-Based Culture Award • 2022 Best Places to Work for LGBTQ+ Equality: 100% Corporate Equality Index • 2021 Military Friendly Employer: Silver • 2021 Reader's Choice A Top 50 Employer: Woman Engineer Magazine • 2021 Reader's Choice A Top 50 Employer: Minority Engineer Magazine • 2022 Companies that Care: People Magazine • 2021 Change the Future: Fortune Please see a full list of company awards at this link: www.stryker.com/us/en/about/awards/awards.html
20	What percentage of your sales are to the governmental sector in the past three years	75-80%
21	What percentage of your sales are to the education sector in the past three years	2-3%
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	NASPO (No Transport on Contract) 2020:\$15.3M, 2021: \$15.4M, 2022: \$15.9M Savvik(Treatment and Transport) 2020: \$5.3M 2021: \$14.2M 2022: \$16.5M
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GSA Contract: Federal Supply Schedule (FSS) 2020: \$61.6M 2021: \$66.8M 2022: \$51M SOSA Contract: none

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Mount Vernon Fire Dept.	Deborah Norman	(914)490-0131 Email: dnorman@cmvny.com	*
Sable Altura Fire Dept.	Chief Rich Solomon	(303)364-7187 Email: Solomon.Rich@sablealturafire.org	*
Akron Fire and EMS	Chief Chris Karakis	(330)903-1101 (mobile)	*

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
NEW YORK CITY FIRE DEPT AND MED EQUIP	Government	New York - NY	FDNY replaced their Philips defibrillators with LIFEPAK 15s and LIFEPAK CR2s, and replaced Ferno cots with Stryker power stretchers and loading systems.	\$35,697	\$39,767,262	*
NEW YORK CITY OFFICE OF EMER AND MGMT	Government	New York - NY	Purchased LIFEPAK 15 defibrillator/monitors to combat the pandemic.	\$4,707,735	\$23,538,676	*
MIAMI DADE FIRE RESCUE	Government	Florida - FL	Miami Dade replaced 99 LIFEPAK 15 defibrillators in 2021, and replaced 72 power cots in 2022. They purchased 125 LIFEPAK CR2 AEDs in 2022 and added 20 Lucas 3 chest compression devices to their fleet. Miami Dade airport purchased 40 CR2 AEDs, and Miami Dade Fleet Management purchased 50 CR2 AEDs.	\$4,365	\$7,468,898	*
ESCAMBIA COUNTY EMS	Government	Florida - FL	Escambia County purchased 50+ LIFEPAK 15 defibrillator/monitors, 37 Power Pro XT cots, 140 CR2 AEDs, 50 Lucas chest compression devices, and ProCare service plans for all of the above.	\$51,124	\$7,464,160	*
SOUTH DAKOTA DEPT OF HEALTH	Government	South Dakota - SD	SD Statewide LIFEPAK standardization project	\$182,532	\$7,118,773	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
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26	Sales force.	Stryker Emergency Care is committed to providing unmatched professional support through our Sales and Field Service Representatives who are strategically located throughout the U.S. to make us a customer centered organization. Our pre-hospital account manager team is the largest in comparison to our competitors with 291 Emergency Care account managers supporting customer needs. While everyone will be responsive and timely during the purchase process, Stryker has built a model that allows us to truly serve and partner with customers before, during, and after the sales.	*
27	Dealer network or other distribution methods.	Stryker is the manufacturer and service provider of equipment as proposed in this RFP. No dealer or distributor will be involved.	*
28	Service force.	Stryker has made in our Field Service team that provides on-site product maintenance and repair. This team consists of 310 ProCare technicians nationwide and allows us to take the approach of conducting necessary equipment repairs at your location versus requiring you to ship devices in and wait for replacement units. Repairs by the numbers Enhance equipment life: Of those surveyed, 85 percent of EMS customers reported the life of their equipment has been extended because of ProCare Services. Equipment experts: ProCare technicians receive over 200 hours of equipment training, and have an average tenure of 12 years with Stryker. Proactive approach: In 2019, ProCare Services did preventive maintenance inspections on over 83,450 pieces of EMS equipment. Increased efficiency: 86 percent of EMS customers surveyed reported they are able to operate more efficiently because of ProCare Services. The Quality Management System of Stryker's Medical division is ISO 13485:2016 certified.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	If ordering Capital Goods 1. Customer calls(phone at 800 327 0770 option 1) or emails our Customer Service Team to get the contact information of the account manager for their region. 2. Customer reaches out to Account Manager letting them know what is needed. 3. Account Manager creates quote for items. 4. Customer creates PO meeting all requirements based on the quote. 5. PO is submitted back to the Account Manager 6. Account Manager submits order and confirms with customer. If ordering parts, accessories or disposables: 1. Customer can call or email our Customer Service Team for a price quote. 2. PO meeting all requirements is created by customer based on pricing quote. 3. PO emailed in to medicalcustomerservice@stryker.com 4. Customer Service Team would process and send confirmation. If ordering services: Stryker won't be using any distributors / subcontracts for ProCare Contract execution. All work will be done locally or in our factory depot by Stryker employees. Stryker provides copies of work orders describing all work performed, parts used and labor time involved with the repair. Customers can also access on our online ProCare portal should they choose to do so.	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Stryker ProCare is the largest on-site OEM team in the pre-hospital space for maintaining, repairing, and serving customers equipment needs in North America. Our competitive difference is that we provide people who handle all device needs at your facilities versus being required to organize, track, box, and ship devices back to corporate headquarters for maintenance and repair.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Stryker is able to provide products and accessories to entities where 3rd party carrier can reach in US.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Not applicable	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for information.	*

34	Identify any Sourcwell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	Stryker is able to serve through the proposed contract throughout the whole US.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There's no additional requirements or restrictions to entities in Hawaii and Alaska. As there is no local Hawaii stock available for these Stryker items and these items will be shipped from our mainland warehouses. We are not able to provide timeliness of deliveries at this time based on specific product availability and carrier processes, but products will be shipped as soon as possible in the order it was placed.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Co-op contracts are vital components of Stryker Emergency Care's marketing and sales strategy. The Sourcwell contract will be promoted internally with flyers, a road map, links to our internal marketing database, and education calls with our outside sales team of over 200 representative. For external marketing efforts, we keep a large library of product resources online for customers to easily access: www.stryker.com/us/en/emergency-care/product-resources.html Additionally, we share a library of videos featuring product in-service instructions, best practice tips, survivor stories, and more all available online: www.stryker.com/us/en/emergency-care/news and www.youtube.com/@StrykerEMS1 Please download this file to see a sample of our marketing collateral: https://we.tl/t-4vJsEZkENy	*
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Stryker uses a host of digital marketing efforts to promote our mission of Together, we save lives. We are active on Facebook, LinkedIn and Twitter and use these platforms to connect with our customers and share valuable information regarding our product and educational offerings. We actively optimize our web properties through SEO monitoring and metadata/alt tag updates to provide the most up-to-date information as well as increase our visibility in online searches on both Google and Bing. We also work on improving our website CX to bring the best web experience possible to our customers and prospects. Our digital advertising focuses on connecting our prospective customers with sales reps in an efficient manner that drives quick and meaningful connections to build long lasting relationships built on trust and performance.	*
38	In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?	Stryker will expect Sourcwell to promote the value and benefits of co-op contracting and what differentiates Sourcwell from other contracting entities in the EMS market. More specifically, we would like for Sourcwell to make members aware of the new contract, what products/services are available, and provide the information about the awardees. Stryker will leverage the contract actively with the appropriate market segment customers through our dedicated team of field representatives that solely serve the EMS, Fire, Ambulance and Education markets. We will also promote the contract internally with active efforts from the Stryker marketing team. We are always open do joint promotions and other marketing efforts.	*
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	1. Purchasing agents – Must be approved & registered as user. 2. Documentation – Order confirmation and order status change confirmation 3. History – Order details, purchasing details, shipping status. 4. Pricing – customer contract pricing loaded for all eligible items, list price vs contract pricing views. 5. Payment options – Purchase orders, credit cards (Visa, MC, Amex). 6. Subscription re-ordering 7. Favorites list. 9. Returns – Form to initiate returns. 10. Support – Telephone & email available. 11. Notifications – Email notifications when out of stock items are back in stock. 12. Security – Meets PCI Data security standards. Please visit our store at https://stryker-corporation-emergency-care.mybigcommerce.com/ . Preview code: f6lxvznnsf is needed to access the website. Government customers often use these web sources to purchase products: GSA eBuy and ECAT (Electronic Catalog).	*

Table 8: Value-Added Attributes

Line Item	Question	Response *
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	As one of the world's leading medical technology companies, we are driven to make healthcare better by creating innovative products and services that improve patient outcomes. To deliver the full potential of these innovations, customers must be trained on their safe and effective use. We support care team member learning in many parts of the world through a full range of virtual trainings on our MedEd portal, including trainings delivered in virtual reality. Please visit https://www.stryker.com/us/en/training-and-education/medical-and-surgical-equipment-/emergency-care/emergency-care.html#upcoming-events for a comprehensive selections of webinars, online courses and others resources. In addition, training is included with equipment purchase. With over 291 Emergency Care account managers, 310 field service representatives, 15 field clinical specialists, we ensure every customer has access to personalized, hands-on training across the communities we serve.
41	Describe any technological advances that your proposed products or services offer.	Stryker Emergency Care pioneered external defibrillation over 68 years ago and today continues to be the world market leader. LIFEPAK 15, the only monitor on market with ability to deliver over 200J Energyseries, offers 360J Biphasic Energy (Stryker Exclusive)
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	We are committed to reducing our environmental impact on the world through responsible, sustainable operations. In 2022, we reduced carbon emissions by 20 percent for all Stryker facilities compared to a 2019 baseline. We have made a commitment to becoming carbon neutral for all Stryker facilities by 2030 and powering 100 percent renewable electricity by 2027. The local Stryker Environmental Alliance chapters identify environmental opportunities at each site. Stryker is also proactively working to reduce both what we use and what we leave behind. We're tracking our progress and installing global reporting systems, setting goals for manufacturing and looking at our use of resources across the business. We're also partnering with our customers to reduce what is left behind in landfill waste and grow resources that will help the planet, like national forests. Stryker has also made a commitment to be Carbon neutral for all facilities by 2030 - https://www.stryker.com/content/m/c/2020-comprehensive-annual-report/performance-and-governance/corporate-responsibility-strategy.html
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Stryker is committed to achieving excellence as an environmental steward by conserving natural resources, promoting energy efficiency and eliminating waste. Our goal is to divert the highest possible amount of materials from the landfill through recycling. We strive to meet or exceed all relevant laws, regulations and other environmental legislation which are applicable to our business like e-waste and universal waste. Physio-Control strives to address chemicals of concern, and is RoHS, WEEE and battery directive compliant and conducts bio-compatibility testing on targeted materials. For additional information, please refer to: Corporate Responsibility: https://www.stryker.com/us/en/about/corporate-responsibility.html Stryker Recycling: https://www.strykeremergencycare.com/recycling/

44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	Stryker Corporation does not hold any of the referenced certifications but we are committed to partnering with and providing opportunities for suppliers that do (http://www.stryker.com/en-us/corporate/AboutUs/SupplierDiversity/index.htm). Stryker is increasing the representation of disability-, LGBTQ-, minority-, veteran and women-owned businesses and small businesses in our supply chain and we engage suppliers that reflect the diversity of our customers and their patients, our employees and our communities. We are continually working to promote and facilitate diverse supplier engagement as a component of our overall corporate responsibility efforts. In 2022, Stryker's North American spend was over \$300M with diverse-owned businesses and over \$890M with small businesses. Examples include: Disability Owned Business Enterprise (DOBE), Lesbian, Gay, Bisexual, Transgender Owned Business Enterprise (LGBTBE), Minority Owned Business Enterprise (MBE), Veteran Owned Business Enterprise (VBE), Woman Owned Business Enterprise (WBE), Small Business Enterprise (SBE), Historically Underutilized Business (HUBZone), Service-disabled Veteran Owned Small Business (SDVOSB), Small Disadvantaged Business (SDB), Veteran Owned Small Business (VOSB), and Woman Owned Small Business (WOSB). Stryker Supplier Diversity We are also committed to serving our communities and creating a healthy, diverse, equitable and inclusive workplace where employees thrive. Stryker has several employee resource groups (ERG) that promote a culture of inclusion and belonging by amplifying our diversity, equity, and inclusion initiatives – with a focus on supporting and enhancing career development and providing education in the work environment. Examples include: • Stryker Women's Network (SWN): fostering an open and inclusive culture with a focus on attracting, developing, and retaining talented women • Women in Science and Engineering (WISE): accelerating growth of women in Stryker with technical expertise • Stryker's Allies for Equality (SAFE): championing LGBTQ authenticity at work • Stryker's African Ancestry Network (SAAN): making Stryker a career destination for Black employees • Stryker's Emerging Professionals (SEP): engaging and inspiring the next generation • SOMOS Hispanic/Latinx network: celebrating diversity while advocating for the Hispanic/Latinx community • Stryker's Veterans Association (SVA): supporting, recruiting, developing, and retaining veteran employees while giving back to our military communities • Allies for All Abilities (3A): positively changing the lives of employees, families, and communities with visible and invisible disabilities • Asian Community Empowerment (ACE): promoting Asian cultural diversity and professional development Stryker Employee Resource Groups
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45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	What can you expect from a partnership with Stryker: • Harness the power of a systems-based approach: One integrated system of equipment, devices and data empowers your teams to improve clinical care and enhances operational performance. • Depend on Stryker's technology: Drive better care with resuscitation technology like the LIFEPAK 15 monitor/defibrillator and the LUCAS 3 chest compression system integrated with Stryker's data solutions. With easy access to support and continuing education, rely on us as the innovative partner you trust most. • Overcome the challenges you face every day: From event scenes and long-distance patient transport to tight budgets and complex documentation, rely on a trusted system from Stryker to stay ready, respond effectively and review quickly for ongoing performance improvement. • Readiness: Handle your team's demands with insight into performance, readiness, systems and equipment, turning data into measurable improvement. • Response: Enable more effective care with an integrated system of equipment, CPR devices, monitor/defibrillators and data solutions that help improve your ability to handle time-dependent emergencies like cardiac arrest, STEMI, stroke or sepsis and other emergent care needs. • Review: Automatically access or share data, review performance, and identify improvements so your team can work more efficiently, stretch budgets and streamline billing. What you can expect from our products: • Power-PRO Ambulance Cot and Power-LOAD Fastener System: Stryker collaborates closely with customers to design and develop transport equipment to help reduce caregiver injury and increase patient care. Powered transport equipment can help with some of the common challenges facing EMS today including obesity, medic shortage and medic retention. Stryker offers a program that financially guarantees at least a 50% reduction in cot-related injuries pertaining to rashing, lowering, loading and unloading cots and 100% reduction in missed safety hooks while unloading cots with Stryker's powered cot and Power-LOAD powered cot fastener in full power operation. If not, Stryker will refund the price paid for the powered cots and Power-LOAD cot fastening systems. • LIFEPAK 15 Monitor/Defibrillator, LIFEPAK CR2, and LIFEPAK 1000 Defibrillator: Depend on durable, reliable, and easy-to-use LIFEPAK monitor/defibrillators. Provide high energy quickly (only monitor to deliver energy up to 360j to help difficult to defibrillate patients), monitor patient information such as EtCO2, SpO2, SpMet and send data ahead to the receiving caregiving team to save time, ease handoffs and help drive improved patient outcomes. • LUCAS 3 Chest Compression System: Contribute to improved cardiac arrest outcomes with the LUCAS 3, v3.1 chest compression system. CPR quality, consistency and continuity matter. Provide Guidelines-compliant compressions — in most working conditions — while freeing responders to safely focus on assessment, care and transport. • McGRATH MAC Video Laryngoscope: Improve the view and gain better guidance for placement to reduce intubation difficulty. Enhance airway management with one durable, easy-to-use and cost-effective device. Maximize visualization of the airway with the McGRATH MAC video laryngoscope. • LIFENET System: Drive better care with the LIFENET System. Alert the receiving providers, share patient data and capture information to enhance team efficiency. • CODE-STAT Data Review Software and Service: Drive improved performance with data review software and services. Enhance quality and efficiency when you can easily access, share, analyze and review data from any LIFEPAK device. Customize documentation and gain advanced reporting for the insights you need to improve care, team performance and operational efficiency. • ProCare Services: When lives are at stake, you need someone who takes a proactive approach to keeping your equipment up and running. With ProCare, you can count on trusted field-based experts dedicated to caring for your equipment, so you can focus on what truly matters — saving lives. We're your ideal service partner and will provide you with OEM expertise as well as propriety diagnostics tools that help us fix equipment efficiently and effectively.
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Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
46	Do your warranties cover all products, parts, and labor?	Please refer to Stryker Limited Warranty for details.	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Yes, if the product is modified or used in a way that is not part of the instructions for use, it may affect warranty coverage. Reference the Operations and Maintenance manuals for proper usage. Please visit this link to see a detailed warranty description of Stryker's Emergency Care products: https://techweb.stryker.com/Terms_Conditions/Warranty/Warranty_and_Compliance_Statement_Emergency_Care_2022.pdf	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	No for US. This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for information.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Stryker is the original equipment manufacturer and will be the only factory authorized service provider with access to proprietary software necessary to perform proper maintenance and repairs. No items made by other manufacturers will be offered in this proposal.	*
51	What are your proposed exchange and return programs and policies?	If Customer desires to return a purchased product, Customer must call its local Stryker representative or the Stryker regional sales office 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. Customer must return the product to Stryker in its original packaging, unopened, and undamaged, except for product that was received in a damaged condition or as otherwise authorized by Stryker, which product may be returned in its existing condition. Stryker will not accept the return of a non-defective and conforming product if Customer breaks the security seal on the product. Stryker will provide an RMA and accept the return of any product under any of the following circumstances: a) Stryker 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) Stryker specifically authorizes the return of the product (a 15% restocking fee may apply). Product must be returned within 30 working days from the date the Customer receives the product or within 30 working days from the date the Customer receives notice of recall, if applicable. Upon receipt of a properly returned product, Stryker will apply a full credit to Customer's account or provide replacement. 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.	*
52	Describe any service contract options for the items included in your proposal.	Service contracts will be available for all equipment included with this bid. Service contracts include: 2-hour call back time, 24-72 hour repair turnaround, a Stryker-trained service specialist, Service parts, labor, and travel, Preventive maintenance, Proper PM documentation for Joint Commission, DNV, CMS, Dedicated service representative. (Service flyer included with bid proposal)	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
53	Describe your payment terms and accepted payment methods.	All invoices issued under this Agreement are to be paid within thirty (30) days of the date of the invoice.	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	Through Stryker's Flex Financial business, we provide a range of smart alternatives designed to fit your organization's needs. We offer flexibility beyond a cash purchase - enabling you to acquire our full portfolio of products. Ask your Sales Representatives for assistance in finding the financial solution that best fits your needs.	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Samples of Work orders have been uploaded to the required section.	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	ACH is our preferred payment method.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	List price is established by three primary inputs: - Cost of goods/manufacture - Customer's willingness to pay - Competitive/market pressure Standard/list pricing and the Sourcwell discounted price are included in the pdf proposal and uploaded as a separate attachment in the pricing Section as required.
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Pricing is based on the category of the products, ranging from 10% to 40% discount. Please refer to the pdf proposal or separate pricelist for details.
59	Describe any quantity or volume discounts or rebate programs that you offer.	No special discounts or rebate programs will be offered. Products or services will be sold at the discount level as advised in the pdf price list.
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	All products or services are quoted in the pdf price list. If the required item is not available in the pricelist, the participating entity can contact local Sales Account Manager through https://www.stryker.com/us/en/emergency-care/contact.html for advice.
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Freight will be prepaid and added to the invoice. Sales tax applies if applicable. No additional charges for pre-delivery inspection, installation, set up, mandatory training, or initial inspection.
62	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipping charges depend on the method of shipping customer chooses and the total dollar amount of the order. Freight value will be advised at check out, prepaid and added to the invoice.
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	As there is no local Hawaii or Alaska stock available for these Stryker items, these items will be shipped from our mainland warehouses. We are not able to provide timeliness of deliveries at this time based on specific product availability and carrier processes, but products will be shipped as soon as possible in the order it was placed. This submittal reflects U.S. proposal and applies to US participating entities only. Products, services and T&Cs outside the U.S. may vary by country. Please refer to Proposal submitted by Stryker Canada team for freight, shipping and delivery terms
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	All equipment and accessories will be sold directly through Stryker and shipped through 3rd party carriers. No special distribution channel will be used.

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	Stryker is aware that the pricing proposed here may vary from other publicly available pricing. We hope there is understanding in the marketplace that with the current and unprecedented economic environment, Stryker has had to make pricing adjustments. The pricing posed here is not a growing profit center for Stryker but is based on global economic changes, inflation, and dramatic increases in transportation, materials, and labor costs. Pricelists publicly available are likely under review and negotiated under different circumstances.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcwell. Provide sufficient detail to support your ability to report quarterly sales to Sourcwell as described in the Contract template.	Stryker employs a contract coordinator position tasked with post-award management of contract requirements, including sales reporting and sales administration fees.
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Stryker will utilize annual revenue generated by this contract and view success as consistent year over year growth.
68	Identify a proposed administrative fee that you will pay to Sourcwell for facilitating, managing, and promoting the Sourcwell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	1%

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Please refer to the proposal that is uploaded to the portal.
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	All products and services is included in the proposal.

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional

comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
71	Cardiac monitors, defibrillators	☒ Yes ☐ No	LIFEPAK 15	*
72	Automated External Defibrillator (AED) used by emergency responders	☒ Yes ☐ No	LIFEPAK CR2, LIFEPAK 1000 HearSine	*
73	CPR Assist Devices	☒ Yes ☐ No	LUCAS 3	*
74	Patient movement devices and systems	☒ Yes ☐ No	Stryker transport products	
75	Critical Care assist equipment such as IV pumps, ventilation equipment	☐ Yes ☒ No		
76	Portable equipment including suction units, vital monitoring equipment including but not limited to pulse oximetry, pulse, blood pressure and carbon monoxide levels	☐ Yes ☒ No		
77	Bags and other transportation devices to carry equipment and supplies for patient and provider care and protection	☐ Yes ☒ No		
78	Immobilization equipment such as backboard, KED boards, spider straps, head and neck immobilization	☐ Yes ☒ No		
79	Emergency medical supplies as they are related to Critical Care and EMS Equipment	☒ Yes ☐ No	Yes	*

80	Services and accessories complementary to the above offerings 71 - 79 including training, installation, testing, maintenance, and warranty programs	☒ Yes ☐ No	Stryker offers an e-procurement website where customers may directly purchase accessories and disposables. To order 24/7 at our store at https://shop.stryker.com/. All training is included for all purchased equipment. We recommend that all personnel attend training on the equipment to understand the full benefits and features of the equipment. Please visit https://www.stryker.com/us/en/training-and-education/medical-and-surgical-equipment--emergency-care/emergency-care.html#upcoming-events for a comprehensive selections of webinars, online courses and others resources, or contact your Account Manager for specific needs. Each sold equipment includes installation guide. Call Stryker service at 1-800-327-0770 if you need help after installation. Stryker offers Limited Warranty at no charge as stated in Section 4 of the pdf. proposal. Additional year of coverage provided via ProCare Service is optional and the cost is included in this quote. Packages are available for all emergency equipment including cots, chairs, fasteners, chest compression systems, defibrillators and monitors. Contact your account manager or visit stryker.com/procare to learn more about our comprehensive service plans.
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Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - Stryker Sourcewell Price File FINAL.pdf - Friday April 14, 2023 13:37:10
 - [Financial Strength and Stability](#) - 2023. 02 Stryker SEC Report.pdf - Wednesday April 05, 2023 00:06:58
 - [Marketing Plan/Samples](#) - Samples of Marketing Materials (1).zip - Wednesday April 05, 2023 00:23:25
 - [WMBE/MBE/SBE or Related Certificates](#) - stryker-2022-comprehensive-report.pdf - Tuesday April 11, 2023 20:00:40
 - [Warranty Information](#) - 2023.02 Stryker Emergency Care Warranty.pdf - Tuesday March 21, 2023 16:02:35
 - [Standard Transaction Document Samples](#) - Stryker Sample--Work Order Service Report_Redacted.pdf - Tuesday April 11, 2023 20:09:02
 - [Upload Additional Document](#) - 2023. 04 Sourcewell EMS Equipment RFP Proposal _Stryker.pdf - Friday April 14, 2023 13:41:28

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Maggie Wang, Associate Manager, Bids & Proposals, Stryker Sales, LLC, through its Medical Division

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☐ Yes ☒ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_9_RFP_041823_Critical_Care_EMS Tue April 11 2023 09:23 AM	☒	1
Addendum_8_RFP_041823_Critical_Care_EMS Wed April 5 2023 04:50 PM	☒	1
Addendum_7_RFP_041823_Critical_Care_EMS Tue April 4 2023 08:26 AM	☒	2
Addendum_6_RFP_041823_Critical_Care_EMS Wed March 29 2023 04:03 PM	☒	1
Addendum_5_RFP_041823_Critical_Care_EMS Thu March 23 2023 03:39 PM	☒	1
Addendum_4_RFP_041823_Critical_Care_EMS Wed March 22 2023 06:32 PM	☒	1
Addendum_3_RFP_041823_Critical_Care_EMS Thu March 9 2023 03:32 PM	☒	2
Addendum_2_RFP_041823_Critical_Care_EMS Tue March 7 2023 07:36 PM	☒	1
Addendum_1_RFP_041823_Critical_Care_EMS Fri March 3 2023 02:40 PM	☒	1

Resolution No. 25-101

Introduced in Council:

Adopted by Council:

October 20, 2025

Introduced by:

Referred to:

Joseph Jenkins

Finance

- 1 Resolution No. 25-101 - Authorizing approval of Amendment No. 4 of the FY 2025-2026 General
- 2 Fund Budget as indicated on the attached list of accounts.
- 3
- 4 Be it Resolved by the Council of the City of Charleston, West Virginia:
- 5
- 6 That Amendment No. 4 of the FY 2025-2026 General Fund Budget as indicated on the attached
- 7 list of accounts is approved.

General Fund FY 2025-2026 Budget Amendment No. 04 - October 21, 2025

Revenues and Fund Balances										
Account No.			Department			Account Description		Current Amount	Increase/ (Decrease)	Amended Amount
1001	00	00000	000	000	438600	Revenue	Insurance Claims	50,000	92,962	142,962
Net Increase/(Decrease) to Revenues									92,962	
Expenditures										
Account No.			Department			Account Description		Current Amount	Increase/ (Decrease)	Amended Amount
1001	10	69900	000	000	559800	Contingency	Contingency	196,566	(50,000)	146,566
1001	30	75400	000	000	521600	Equipment Maintenance	Equipment Repair	400,000	142,962	542,962
Net Increase/(Decrease) to Expenditures									92,962	
Description:										
To allocate contingency for equipment repairs for a Fire Pumper Truck involved in an accident and recognize insurance reimbursement for amount above deductible.										

Reportable: To maintain compliance with the budgetary guidelines of the State of West Virginia.

Resolution No. 25-102

Introduced in Council:

Adopted by Council:

October 20, 2025

Introduced by:

Referred to:

Joseph Jenkins

Finance

1 Resolution No. 25-102 – Authorizing the Mayor or City Manager to enter into an agreement
2 with Atlantic Emergency Solutions for repairs to Charleston Fire Department Fire Engine 455 in
3 the estimated amount of \$142,961.08.

4

5 Be it Resolved by the Council of the City of Charleston, West Virginia:

6

7 That the Mayor or City Manager is authorized to enter into an agreement with Atlantic
8 Emergency Solutions for repairs to Charleston Fire Department Fire Engine 455 in the estimated
9 amount of \$142,961.08.

SHEEHANS DAMAGE APPRAISALS
P.O. 362, HEDGESVILLE, WV 25427
Office: (304) 754-7351
damagewv@gmail.com
Tax ID: 578929793

Estimate ID
25156370
Original
Claim Number
WV1542025026904

Insured
CITY OF CHARLESTON FIRE
P.O. BOX 2749
CHARLESTON, WV 25324
(304) 348-6456 (Work)
(304) 348-8015 (Work)
adam.simon@cityofcharleston.org

Appraiser
James Oates
blueridgeapprsvs@gmail.com

Classification
Field

WVCORP INSURANCE

Payer Insurance	Loss Type Collision	Claim Number WV1542025026904	Policy Number 25-3192**OF# 25-07344-JO
Adjuster TIM SPIEWAK (888) 822-6772 (Work) tspiewak@riskprograms.com	Deductible Unknown	Loss Date 08/13/2025	Inspection Site CITY OF CHARLESTON FIRE P.O. BOX 6456 CHARLESTON, WV 25324 (304) 348-8015 (Work)

Repair Facility
ATLANTIC EMERGENCY
SOLUTIONS
5225 STATE ROUTE 60 S.
MAIN ST
McCONNELSVILLE, OH
43756
(740) 605-8367 (Mobile)
lgreuey@atlanticemergency.com

2024 Truck w/o Labor

Exterior Color RED	Interior Color BLACK	License WV-B56 464	VIN 4P1BAAGF6RA027790
Condition Very Good	Drivable No	Odometer 2901	Production Date 03/2025

Mitchell Service Code
911148

Primary Point of Impact Right Rear Corner (5)	Secondary Point(s) of Impact Right Side (3), Right Rear Side (4), Rear (6)
--	---

Unit ID
24 PIERCE ENFORCER

Options

4-Door	8 Passenger Seating	Air Conditioning	AM/FM Stereo	Dual Rear Wheels
Exterior Rails	Fender Flares	Light Bar With Spot Lights	Power Remote Mirror	Power Seats
Step Bumper	Tilt Steering Wheel			

CITY OF CHARLESTON FIRE | 2024 Truck w/o Labor

Description 2024 PIERCE ENFORCER							Parts Profile Aftermarket Parts		Parts Profile Version 2.0		
LABOR							PART				
Line #	Description		Operation	Type	Total Units	CEG	Type	Number	Qty	Total Price	Tax
Rear Suspension											
1	101863	Check Rear Suspension - M	Align	Mechanical	3.0*	0.0	Existing				
2	900501	2 axle alignment									
Additional Costs & Materials											
3	AUTO	Paint/Materials	Additional Cost							\$5,115.50	Yes
4	936007	Shop Materials	Additional Cost							\$1,150.00*	Yes
5	936012	Hazardous Waste Disposal	Additional Cost							\$20.00*	Yes
6	936010	Detail/Cleanup	Additional Cost							\$300.00*	Yes
Additional Operations											
7	933002	Clear Coat	Additional Operation	Refinish	10.2*	0.0				\$0.00*	
8	933006	Frame/Rack Set Up	Additional Operation	Frame	4.0*	0.0				\$0.00	
9	900501	Setup-measure-Check Frame									
10	933007	Feather, Prime & Block	Additional Operation	Refinish	6.0*	0.0				\$0.00	
11	933018	Mask For Overspray	Additional Operation	Refinish	2.0*	0.0				\$0.00	
12	933003	Tint Color	Additional Operation	Refinish	1.0*	0.0				\$0.00	
13	933023	Disconnect/Reconnect Computer(S)	Additional Operation	Mechanical	1.0*	0.0				\$0.00	
14	900501	& battery									
Special / Manual Entry											
15	900500	Rt Side Panel	Remove / Replace	Body*	70.0*	0.0	New		1	\$41,477.16*	Yes
16	935000	Rt Side Panel	Refinish Labor	Refinish	52.0*	0.0					
17	900501	incls hose ref hose bed & underside-add to splatter compartments									
18	900500	Cut & Modify Side Panel for plumbing-electrical	Additional Labor	Body*	24.0*	0.0	Existing				
19	900500	Rt frt under body supports & angles	Remove / Replace	Body*	6.0*	0.0	New		1	\$1,897.37*	Yes
20	900500	R&I Frt Bdoym alum tread cover pnls-steps-lites	Remove / Install	Body*	7.0*	0.0	Existing				

Line #		Description	LABOR				PART				
			Operation	Type	Total Units	CEG	Type	Number	Qty	Total Price	Tax
21	900501	& handrail									
22	900500	Wiring Harness	Remove / Install	Body*	16.0*	0.0	Existing				
23	900500	Rt upper alum tread cat walk	Remove / Replace	Body*	8.0*	0.0	New	incls layout-weld 2 pc	1	\$1,339.48*	Yes
24	900500	R&I sleeve-tray-frt rub rail	Remove / Install	Body*	2.0*	0.0	Existing				
25	900500	Rt P3 compt door assy-lwr sill plate-shelving-trac	Remove / Install	Body*	12.0*	0.0	Existing				
26	900500	Lwr P3 sill plate	Remove / Replace	Body*	INC*	0.0	New		1	\$215.35*	Yes
27	900500	Lwr P2-ctr rollup door assy-tool bd-lites	Remove / Install	Body*	9.0*	0.0	Existing				
28	900500	P2 lwr sill plate-lift bar pnl	Remove / Replace	Body*	1.5*	0.0	New		1	\$1,634.46*	Yes
29	900500	Wheel hse warning lite-r&i marker lite	Remove / Replace	Body*	1.2*	0.0	New		1	\$232.15*	Yes
30	900500	Rt wheel hse air bottle door-r7i frt	Remove / Replace	Body*	2.0*	0.0	New		1	\$374.06*	Yes
31	900500	Electrical outlet-replace box-plaques	Remove / Replace	Body*	1.0*	0.0	New		1	\$75.15*	Yes
32	900500	Rt rear fender crown-welting	Remove / Replace	Body*	2.0*	0.0	New		1	\$832.11*	Yes
33	900500	P1 rear compartmt door complete	Remove / Replace	Body*	4.0*	0.0	New		1	\$3,218.65*	Yes
34	900500	Rt P1 compmt pull out tray & sides	Remove / Replace	Body*	4.0*	0.0	New		1	\$1,451.52*	Yes
35	935000	Rt P1 compmt pull out tray & sides	Refinish Labor	Refinish	2.5*	0.0					
36	900500	Rt P1 upper tray-Unistrut mtg	Remove / Replace	Body*	4.0*	0.0	New		1	\$675.00*	Yes
37	935000	Rt P1 upper tray-Unistrut mtg	Refinish Labor	Refinish	2.0*	0.0					
38	900500	R rear comptmt inner false wall pnl	Remove / Replace	Body*	1.5*	0.0	New		1	\$457.12*	Yes
39	935000	R rear comptmt inner false wall pnl	Refinish Labor	Refinish	2.0*	0.0					
40	900500	P1 compartmt extinguisher brkts-hdware	Remove / Install	Body*	3.0*	0.0	Existing				
41	900500	R rear rub rail	Remove / Replace	Body*	1.0*	0.0	New		1	\$371.15*	Yes
42	900500	R rear spot-rotating & stanchion lites	Remove / Install	Body*	3.0*	0.0	Existing				
43	900500	R rear tail lite assy	Remove / Replace	Body*	1.5*	0.0	New		1	\$954.28*	Yes
44	900500	R rear lwr warning lite-bezel	Remove / Replace	Body*	0.7*	0.0	New		1	\$232.15*	Yes
45	900500	R R&I rear hand rail-warn lite replace stanchions	Remove / Replace	Body*	1.7*	0.0	New		1	\$35.41*	Yes
46	900500	R Body lwr alum tread pnl	Remove / Replace	Body*	1.0*	0.0	New		1	\$85.00*	Yes
47	900500	R beaver tail-lwr alum tread pnl-lite cover-lite s	Remove / Replace	Body*	4.0*	0.0	New		1	\$347.43*	Yes
48	900500	R rear ladder stroage door-surround pnl	Remove / Replace	Body*	5.0*	0.0	New		1	\$1,200.95*	Yes

		LABOR					PART				
Line #		Description	Operation	Type	Total Units	CEG	Type	Number	Qty	Total Price	Tax
49	900500	Ladder access door tool mounts	Remove / Install	Body*	1.0*	0.0	Existing				
50	900500	R Rear Door Assy	Remove / Install	Body*	4.0*	0.0	Existing				
51	900500	Beaver tail inner SS up pnl-ctr hand rail-garnish	Remove / Install	Body*	5.0*	0.0	Existing				
52	900500	Hose bed floor-bed covers-supt-divider wall frt	Remove / Install	Body*	15.0*	0.0	Existing				
53	900500	Water Tank-& ck for damage	Remove / Install	Body*	20.0*	0.0	Existing				
54	900500	Rear Hose Bed Grating Supt	Remove / Replace	Body*	2.5*	0.0	New		1	\$172.93*	Yes
55	900500	Rear Alum Tread Tail Board-L lwr tread pnl	Remove / Replace	Body*	6.0*	0.0	New		1	\$1,841.21*	Yes
56	900500	Rear Body Transverse Compartment Supt	Remove / Replace	Body*	5.0*	0.0	New		1	\$565.12*	Yes
57	900500	rear Under Body Supt Assy	Remove / Replace	Body*	14.0*	0.0	New		1	\$4,788.83*	Yes
58	900500	Under Body Substructure Angle Supt	Remove / Replace	Body*	8.0*	0.0	New		1	\$2,161.80*	Yes
59	900500	Substructure Angle Support Bushing-Washers	Remove / Replace	Body*	INC*	0.0	New		1	\$304.15*	Yes
60	900500	Rear Under Body Rerimeter lites-backup alarm	Remove / Replace	Body*	2.0*	0.0	New		1	\$261.52*	Yes
61	900500	Wiring-rear underbody	Remove / Replace	Body*	4.0*	0.0	New		1	\$75.00*	Yes
62	900500	Rear Ctr Floor	Repair	Body*	5.0*	0.0	Existing				
63	935000	Rear Ctr Floor	Refinish Labor	Refinish	3.0*	0.0					
64	900500	R-1 Compartment Tray-slides-cord reel-brkts	Remove / Install	Body*	7.0*	0.0	Existing				
65	900500	Graphics-stripes	Remove / Replace	Body*	7.8*	0.0	New		1	\$1,059.17*	Yes
66	900500	Pump Test	Check / Adjust	Body*	2.0*	0.0	Existing				
67	900500	Align Body to frame-cab	Align	Body*	8.0*	0.0	Existing				
68	900500	Transport unit to & from shop	Additional Labor	Body*	2.0*	0.0	Existing				

* Judgment Item

C Included in Clear Coat Calculation

T Included in Two Tone Calculation

A Included in Clear Coat and Two Tone Calculation

Labor Note Applies

r CEG R&R Time Used for this Labor Operation

d Discontinued by Manufacturer

[] Verify the part number and price before ordering

Remarks From Appraiser:

*****THIS IS NOT AN AUTHORIZATION TO REPAIR.*****

*****NO SUPPLEMENT WITHOUT PRIOR APPROVAL.*****

IT IS CRIME TO KNOWINGLY PROVIDE FALSE, INCOMPLETE OR MISLEADING INFORMATION TO INSURANCE COMPANY FOR THE PURPOSE OF DEFRAUDING THE COMPANY. PENALTIES INCLUDE IMPRISONMENT, FINES AND DENIAL OF INSURANCE BENEFITS.

THIS ESTIMATE MAY HAVE BEEN PREPARED BASED ON THE USE OF AUTOMOBILE PARTS NOT MADE BY THE ORIGINAL MANUFACTURER. PARTS USED IN THE REPAIR OF YOUR VEHICLE BY OTHER THAN THE ORIGINAL MANUFACTURER ARE REQUIRED TO BE AT LEAST EQUAL IN LIKE, KIND AND QUALITY IN TERMS OF FIT, QUALITY AND PERFORMANCE TO THE ORIGINAL MANUFACTURER PARTS THEY ARE REPLACING.
WRITING OF THIS APPRAISAL DOES NOT MEAN THAT PAYMENT IS GUARANTEED!
ESTIMATE

Estimate Totals

Labor	Units	Rate	Sublet	Add'l Amount	Totals
Body Labor	314.4	\$168.00			\$52,819.20
Refinish Labor	80.7	\$168.00			\$13,557.60
Frame Labor	4.0	\$208.00			\$832.00
Mechanical Labor	4.0	\$208.00			\$832.00
Total Labor	403.1				\$68,040.80
				Taxable	\$68,040.80
				Tax 0.0000%	\$0.00
				Non-Taxable	\$0.00
				Pre-Tax Discount 0.00%	\$0.00
				Labor Total	\$68,040.80
Parts		Amount			
Taxable Parts		\$68,335.68			\$68,335.68
				Parts Adjustments	\$0.00
				Tax 0.0000%	\$0.00
				Non-Taxable	\$0.00
				Pre-Tax Discount 0.00%	\$0.00
				Parts Total	\$68,335.68
Costs		Amount			
Paint Materials		\$5,115.50			\$5,115.50
Shop Materials		\$1,150.00			\$1,150.00
Other Additional Costs		\$320.00			\$320.00
Paint Materials:				Taxable	\$6,585.50
- Refinish Units: 78.7 units				Tax 0.0000%	\$0.00
- Rate: \$65.00				Non-Taxable	\$0.00
- Rate Max: 99.9 units				Pre-Tax Discount 0.00%	\$0.00
- Additional Rate: \$0.00				Costs Total	\$6,585.50
Gross Totals		Amount			
Gross Total		\$142,961.98			\$142,961.98
				Taxable	\$142,961.98
				Tax	\$0.00
				Non-Taxable	\$0.00
				Pre-Tax Discount 0.00%	\$0.00
				Gross Total	\$142,961.98
Adjustments		Amount			
Total Customer Responsibility					\$0.00
				Net Estimate Total	\$142,961.98

Estimate Event Log

Job Created	9/22/2025 04:02 PM
Estimate Started	10/3/2025 02:37 PM
Estimate Printed	10/6/2025 10:30 AM
Estimate Committed	Estimate Not Committed
Estimate Retrieval ID	1007836478

Resolution No. 25-103

Introduced in Council:

October 20, 2025

Introduced by:

Joseph Jenkins

Adopted by Council:

Referred to:

Finance

Resolution No. 25-103 – Authorizing the Mayor or City Manager to enter into a contract with Mid-Atlantic Salt, LLC. for the purchase of road salt at a rate of \$85.00 per ton pursuant to a competitive bidding process, where the contract quantity will be “as needed” with no minimum amount required and where the price will remain fixed for one year.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a contract with Mid-Atlantic Salt, LLC. for the purchase of road salt at a rate of \$85.00 per ton pursuant to a competitive bidding process, where the contract quantity will be “as needed” with no minimum amount required and where the price will remain fixed for one year.

2025-28 Road Salt contract			
Business	Opened at	Bid Total	Local Vendor Preference
Mid-Atlantic Salt, LLC	10/14/2025 2:00pm	\$ 510,000.00	N/A
Compass Minerals America, Inc.	10/14/2025 2:00pm	\$ 676,380.00	\$671,380.00
Government MLO Supplies USA INC	10/14/2025 2:00pm	\$ 861,840.00	N/A
Morton Salt, Inc.	10/14/2025 2:00pm	\$ 669,390.00	\$664,390.00

Resolution No. 25-104

Introduced in Council:

October 20, 2025

Introduced by:

Joseph Jenkins

Adopted by Council:

Referred to:

Finance

Resolution No. 25-104 – Authorizing the Mayor or City Manager to enter into an agreement with Zones, LLC for VMWare software subscription services for Information Systems in the amount of \$56,130.99 pursuant to a competitively sourced contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into an agreement with Zones, LLC for VMWare software subscription services for Information Systems in the amount of \$56,130.99 pursuant to a competitively sourced contract.



INSTRUCTIONS: This form must be submitted to the City Manager's Office for any purchase of materials or supplies costing **\$5,000 or more**. A minimum of **3** quotes is required for this form.

CITY OF CHARLESTON
Purchase Request

Date: _____

To: CITY MANAGER,

I request permission to purchase the following materials and/or supplies: _____

Purchase justification: _____

If approved, the total purchase price will be: _____

(Check One)

- ☐ The price is less than the \$25,000 permitted for purchases without advertising for bids and needing approval from City Council. I have not purposefully split the purchase request to keep the purchase under the \$25,000 threshold and have not favored a particular vendor. I have not shared competitive information with any vendor(s).
- ☐ The proposed vendor is a sole source provider for the materials/supplies requested. (Skip to **ITEM A** on page 2.)

I have contacted the following responsible vendors and have attached their written quotes for the requested item(s): (Minimum of 3 Quotes Required)

- | | | |
|----|-------|-----------------------|
| 1. | _____ | Price Quote: \$ _____ |
| 2. | _____ | Price Quote: \$ _____ |
| 3. | _____ | Price Quote: \$ _____ |
| 4. | _____ | Price Quote: \$ _____ |
| 5. | _____ | Price Quote: \$ _____ |

The apparent low-bid vendor *meeting specifications* is: _____

AND

☐ The low-bid vendor is not delinquent on any financial obligations owed to the City of Charleston according to the City Collector's records, and I recommend authorizing the purchase through the low-bid vendor.

OR

☐ I recommend not contracting with the lowest bidder meeting specifications and instead recommend contracting with _____ because:

Additionally, the recommended vendor is not delinquent on any financial obligations owed to the City of Charleston according to the City Collector's records.

ITEM A (For Sole Source Procurements ONLY)

Explain what is unique about this vendor/brand and why your department must purchase this product:

Identify at least 1 independent third party who has verified the vendor is a sole source for the item(s) requested to be purchased, and submit his/her written opinion regarding the vendor's sole source status:

(Name & Phone Number) _____

REQUESTOR’S DECLARATION

I declare that I have fully complied with the letter and intent of the City Code as it pertains to procurement and have exercised reasonable precaution to procure the item(s) requested above at the lowest price, consistent with good service and quality.

I also declare that I have no personal or business relationship with the listed vendor(s) that would be considered a conflict of interest, except as follows:

(List Actual, Potential, or Perceived Conflicts of Interest) _____

Request Submitted By: _____ Department: _____

Is this purchase being paid with grant funds? ☐ Yes ☐ No

Funds Approval: _____ Date: _____
Authorized Financial Officer

Account Number: _____

City Manager Approval: _____ Date: _____



Zones, LLC.
1102 15th Street SW, Suite 102
Auburn, WA 98001-6524

Date 10/14/2025
Expires 10/25/2025

To Larry Vernati
larry.vernati@cityofcharleston.org
City of Charleston

From Thomas Asif
Thomas.asif@zones.com
253 205 3247

Shipping Method	Payment Terms
FOB Destination	Net 30 Days

SR#	Part #	DESCRIPTION	Qty	Unit Price	Ext Price
1	VCF-CLD-FND	VMware Cloud Foundation - For 1 Year VMware, LLC - VCF-CLD-FND Start Date: 10/10/2025 End Date: 10/09/2026	112	\$ 330.24	\$ 36,986.88
2	VCF-VSAN-8	VMware vSAN 8 - For 1 Year VMware, LLC - VCF-VSAN-8 Start Date: 10/10/2025 End Date: 10/09/2026	49	\$ 198.14	\$ 9,708.86
3	VCF-VLR-PVM	VMware Live Recovery Protected VM - For 1 Year VMware, LLC - VCF-VLR-PVM Start Date: 10/10/2025 End Date: 10/09/2026	25	\$ 377.41	\$ 9,435.25
				Total	\$ 56,130.99

Quote is exclusive of Tax

THANK YOU FOR YOUR BUSINESS!



Pricing Proposal
Quotation #: 26681668
Created On: 9/25/2025
Valid Until: 10/10/2025

WV-City of Charleston

Larry Vernati

PO Box 2749
ATTN: AP -I.S.
Charleston, WV 25330
United States
Phone: 3043488048
Fax:
Email: larry.vernati@cityofcharleston.org

Inside Account Executive

Bobby Bradley

290 Davidson Ave
Somerset, NJ 08873
Phone: 800-527-6389 x.555-XXXX
Fax:
Email: Bobby_Bradley@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 VMware Cloud Foundation - 1 year VMware - Part#: VCF-CLD-FND Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI	112	\$336.84	\$37,726.08
2 VMware vSAN 8 - For 1 Year VMware - Part#: VCF-VSAN-8 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI	49	\$202.11	\$9,903.39
3 VMware Live Recovery Protected VM - For 1 Year VMware - Part#: VCF-VLR-PVM Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI	25	\$384.96	\$9,624.00
Total			\$57,253.47

Additional Comments

Please note the following:

- 1) VMware EULA <https://docs.broadcom.com/docs/end-user-agreement-english>
- 2) VMware Does Not offer a standard return policy
- 3) Service offerings are non-refundable. For these products, orders are non-cancellable and non-returnable from point of order.
- 4) PSO Credits are only active for 1 Year

Please Note, Broadcom product lines have the following reinstatement fee policy:

- o Effective immediately, late orders will be charged a 25% reinstatement fee.
- o Every additional week late will result in an incremental 10% fee added

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

SHI Vendor Number: 117794

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date set above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order.

SHI International Corp. is 100% Minority Owned, Woman Owned Business.
TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.



Thank you for choosing CDW. We have received your quote.

Hardware

Software

Services

IT Solutions

Brands

Research Hub

QUOTE CONFIRMATION

LARRY VERNATI,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at <https://www.cdwg.com/content/cdwg/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions-.html>

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
PQFN342	10/3/2025	PQFN342	1338112	\$57,654.13

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
VMware Cloud Foundation vSAN (v. 8) - license - 1 license Mfg. Part#: VCF-VSAN-8 Electronic distribution - NO MEDIA Contract: West VirginiaAEPA-025F S&L Gov & Hi-Ed (025-F)	49	7953127	\$203.52	\$9,972.48
VMware Live Recovery - license - 1 protected VM Mfg. Part#: VCF-VLR-PVM Electronic distribution - NO MEDIA Contract: West VirginiaAEPA-025F S&L Gov & Hi-Ed (025-F)	25	7949593	\$387.65	\$9,691.25
VMware Cloud Foundation (v. 5) - license - 1 license Mfg. Part#: VCF-CLD-FND-5 Electronic distribution - NO MEDIA Contract: West VirginiaAEPA-025F S&L Gov & Hi-Ed (025-F)	112	7938096	\$339.20	\$37,990.40

These services are considered Third Party Services, and this purchase is subject to CDW's [Third Party Cloud Services Terms and Conditions](#), unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such other written agreement.

The third-party Service Provider will provide these services directly to you pursuant to the Service Provider's standard terms and conditions or such other terms as agreed upon directly between you and the Service Provider. The Service Provider, not CDW, will be responsible to you for delivery and performance of these services. Except as otherwise set forth in the Service Provider's agreement, these services are non-cancellable, and all fees are non-refundable.

SUBTOTAL	\$57,654.13
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$57,654.13

PURCHASER BILLING INFO	DELIVER TO
Billing Address: CITY OF CHARLESTON ACCTS PAYABLE CITY HALL, 501 VIRGINIA ST E CHARLESTON, WV 25301-2137 Phone: (304) 348-6456 Payment Terms: Net 30 Days-Govt State/Local	Shipping Address: CITY OF CHARLESTON TOM BUMGARDNER 501 VIRGINIA ST E LBBY CHARLESTON, WV 25301-2194 Phone: (304) 348-8048 Shipping Method: ELECTRONIC DISTRIBUTION
	Please remit payments to:
	CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Lucas Ogden | (877) 685-2960 | lucas.ogden@cdwg.com

Need Help?



My Account



Support



Call 800.800.4239

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at

<http://www.cdwg.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

VMWare

Your use of the VMware by Broadcom offerings identified within this order are subject to (a) the standard end user agreement at <https://www.vmware.com/agreements.html>, (b) the Specific Program Documentation (the "SPD"), and/or SaaS Listing applicable to the VMware by Broadcom offerings and Maintenance located at <https://www.broadcom.com/licensing> and (c) the additional terms within this order (collectively, the "End User Terms"). Any terms that may appear on your purchase order that vary from or purport to add to the End User Terms (including, without limitation, pre-printed terms) are deemed not appended, inapplicable and void.

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SALES QUOTE

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Morgan Larkins
Phone:
Fax:
Email: morgan.larkins@connection.com

25815507.01

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

Date: 10/3/2025
Valid Through: 11/2/2025
Account #: S05210

Customer Contact: Larry Vernati
Email: larry.vernati@cityofcharleston.org

Phone: (304) 348-6460
Fax: (304) 348-6416

QUOTE PROVIDED TO:	SHIP TO:
AB#: 22586634 CITY OF CHARLESTON 501 Virginia St E Charleston, WV 25301 US (304) 348-6460	AB#: 22586617 City of Charleston Larry Vernati 501 Virginia St E Charleston, WV 25301-2194 US (304) 348-6460

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	Small Pkg Ground Service Level	.00 lbs	Net 30	

Important Notice: --- THIS QUOTATION IS SUBJECT TO THE FOLLOWING Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Company's Standard Terms of Sale on the Company's website: <https://www.govconnection.com/content/about/legal/terms-and-conditions-sale>, or you may request a copy via fax, e-mail, or mail by calling your account representative. The only exception to this policy is if your order is being placed under any one of our many national, state, educational or cooperative Agreements, in which case the Terms and Conditions of your Purchase Order are already pre-negotiated and stated in that Agreement. No other Terms and Conditions shall apply and any other terms and conditions referenced or appearing in your Purchase Order are considered null and void. Due to the industry-wide constraints and fluctuations, we reserve the right to change pricing at any time. Please refer to our Quote Number in your order.

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	112	41992814	VCF-CLD-FND	Corp. Cloud Foundation 1 Year	VMware - Licensing	\$ 348.58	\$ 39,040.96
2	49	41810045	VCF-VSAN-8	Corp. vSAN 8 License 1 Year Subscription	VMware - Licensing	\$ 209.15	\$ 10,248.35
3	25	41810109	VCF-VLR-PVM	Corp. Live Recov Protected VM Clds 1 Year	VMware - Licensing	\$ 400.13	\$ 10,003.25
						Subtotal	\$ 59,292.56
						Fee	\$ 0.00
						Shipping and Handling	\$ 0.00
						Tax	Exempt!
						Total	\$ 59,292.56



ORDERING INFORMATION
GovConnection, Inc. DBA Connection

Please contact your account manager with any questions.

Ordering Address
GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Remittance Address
GovConnection, Inc.
Box 536477
Pittsburgh, PA 15253-5906

Please reference the Contract # on all purchase orders.

TERMS & CONDITIONS

Payment Terms:	NET 30 (subject to approved credit)
FOB Point:	DESTINATION (within Continental US)
Maximum Order Limitation:	NONE
FEIN:	52-1837891
DUNS Number:	80-967-8782
Cage Code:	OGTJ3
Business Size:	LARGE
Erate Spin Number:	143026005

WARRANTY: Manufacturer's Standard Commercial Warranty

NOTE: It is the end user's responsibility to review, understand and agree to the terms of any End User License Agreement (EULA).

Important Notice: --- THIS QUOTATION IS SUBJECT TO THE FOLLOWING Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Company's Standard Terms of Sale on the Company's website: www.govconnection.com or you may request a copy via fax, e-mail, or mail by calling your account representative. The only exception to this policy is if your order is being placed under any one of our many national, state, educational or cooperative Agreements, in which case the Terms and Conditions of your Purchase Order are already pre-negotiated and stated in that Agreement. No other Terms and Conditions shall apply and any other terms and conditions referenced or appearing in your Purchase Order are considered null and void. Due to the industry-wide constraints and fluctuations, we reserve the right to change pricing at any time. Please refer to our Quote Number in your order.

If you require a hard copy invoice for your credit card order, please visit the link below and click on the Proof of Purchase/Invoice link on the left side of the page to print one: <https://www.govconnection.com/web/Shopping/ProofOfPurchase.htm>

Please forward your Contract or Purchase Order to:

SLEDOPS@connection.com

QUESTIONS: Call 800-800-0019

FAX: 603.683.0374

Resolution No. 25-105

Introduced in Council:

Adopted by Council:

October 20, 2025

Introduced by:

Referred to:

Joseph Jenkins

Finance

Resolution No. 25-105 - Authorizing the Mayor or City Manager to enter into all necessary documents, upon final approval by the City Solicitor, to facilitate the transfer of the property commonly referred to as City Park from Vista View Apartments, LP, to RP Vista View LLC or an affiliate thereof, and approving a payoff to the City of Charleston of \$395,000 as part of the closing, in exchange for the release of two Deeds of Trust entered into by Vista View Apartments, LP with the City of Charleston in 2005.

Now Therefore, Be it Resolved by the Council of the City of Charleston, West Virginia:

1. That the Mayor or City Manager are hereby authorized to enter into all necessary documents, upon final approval by the City Solicitor, to facilitate the transfer of the property commonly referred to as City Park from Vista View Apartments, LP, to RP Vista View LLC or an affiliate thereof, namely the Assignment and Assumption of Tax Regulatory Agreement, attached hereto as Exhibit A, and such other agreements, certificates and instruments, requiring the City's acknowledgement and agreement as Issuer of the original bonds; and
2. That the Mayor or City Manager are hereby authorized to enter into all necessary documents, upon final approval by the City Solicitor, authorizing and approving a final payoff to the City of Charleston of \$395,000 as part of the closing on the above referenced transaction in exchange for the release of two Deeds of Trust entered into by Vista View Apartments LP with the City of Charleston in 2005. This represents a 7.7% discount rate on the original \$1,000,000 HOME Investment Partnership Program Loan and \$200,000 Community Development Block Grant Subrecipient Funding Agreement, which would both mature in 2040. This would remove debt from the property at the closing and allow Radiant Property Management and RP Vista View LLC to purchase the property, invest in improvements to the property, and commit to keeping it affordable property at least through 2045.

Prepared by and After recording, return to:
Kelly A. Behr, Esq.
Nixon Peabody LLP
799 9th Street NW, Suite 500
Washington, DC 20001

SPACE ABOVE THIS LINE RESERVED FOR RECORDER’S USE

**ASSIGNMENT AND ASSUMPTION OF
TAX REGULATORY AGREEMENT**

THIS ASSIGNMENT AND ASSUMPTION OF TAX REGULATORY AGREEMENT (the “**Assignment**”) is made as of the _____ day of _____, 2025, by and between **VISTA VIEW APARTMENTS, LP**, a West Virginia limited partnership (“**Seller**”), and **RP VISTA VIEW LLC**, a West Virginia limited liability company (“**Purchaser**”).

Whereas, Seller is the owner of that certain improved real property located in the City of Charleston, County of Kanawha, State West Virginia, as more particularly described in Exhibit A (the “**Property**”);

Whereas, Seller, United Bank, Inc. (the “**Trustee**”), and City of Charleston, West Virginia (the “**Issuer**”) entered into that certain Tax Regulatory and Restrictive Agreement, dated June 1, 2005 (the “**Regulatory Agreement**”), and recorded June 24, 2005, in Book 2634 at Page 488 in the Kanawha County Clerk’s Office (the “**Land Records**”), a copy of which is attached hereto as Exhibit B.

Whereas, the Regulatory Agreement sets forth certain obligations requiring the use of the Property, affordability of the units rented, and similar restrictions for a term provided therein;

Whereas, Seller and Purchaser, previously entered into that certain Real Estate Purchase and Sale Agreement dated January 28, 2025, as amended (collectively, the “**Purchase Agreement**”), pursuant to which Seller agreed to sell, and Purchaser agreed to purchase, the Property; and

Whereas, the Seller desires to assign all of its rights and obligations in, to and under the Regulatory Agreement to the Purchaser and the Purchaser desires to assume all of Seller’s rights and obligations in, to and under the Regulatory Agreement as herein provided, effective upon the recording among the Land Records of the deed to the Property into the Purchaser (said date being referred to herein as the “**Effective Date**”).

NOW, THEREFORE, in consideration of this Assignment, the mutual agreements contained herein and other good and valuable consideration, the parties hereto, intending to be legally bound, hereby agree as follows:

1. As of the Effective Date, Seller assigns and conveys to Purchaser, its successors and assigns, all of Seller’s rights and obligations in, to and under the Regulatory Agreement.

2. As of the Effective Date, Purchaser assumes all of Seller’s rights and obligations in, to and under the Regulatory Agreement and agrees to perform all of Seller’s obligations under the Regulatory Agreement arising from and after the Effective Date.

3. Purchaser hereby releases Seller from the Regulatory Agreement from and after the Effective Date and does hereby agree to hold Seller harmless from and against any claims, demands or causes of action arising out of the Regulatory Agreement based on facts or circumstances occurring after the Effective Date.

4. Seller hereby agrees to hold Purchaser harmless from and against any claims, demands or causes of action arising out of the Regulatory Agreement based on facts or circumstances occurring prior to the Effective Date.

5. Each of the Seller and Purchaser represents, with respect only to itself as of the Effective Date, as follows:

(a) It is duly organized and existing under the laws of the jurisdiction of its organization, with full power and authority to execute and deliver this Assignment, to enter into the transactions contemplated hereby and to perform all the duties and obligations to be performed by it hereunder;

(b) It has duly authorized this Assignment and the transactions contemplated hereby and the performance of all the duties and obligations to be performed hereunder by all necessary governmental, company and/or partnership action;

(c) It has duly executed and delivered this Assignment, and this Assignment constitutes is valid, legal and binding obligations enforceable in accordance with its terms,

except as may be limited by bankruptcy, insolvency, reorganization or similar laws or equitable principles relating to or limiting creditors' rights generally; and

(d) The execution and delivery of this Assignment and the performance of the transactions contemplated hereby will not violate any agreement by which it is bound or to which it or any of its assets are affected, or its organizational documents or any statute, regulation, rule, order or judgment applicable to it.

6. Except as amended herein, the Regulatory Agreement shall be and remain in full force and effect in accordance with its terms.

7. Purchaser acknowledges that from and after the Effective Date, the Purchaser will be responsible for all fees, costs or payments due in accordance with the Regulatory Agreement and assumed hereunder.

8. This Assignment may be executed in counterparts all of which when taken together shall constitute an original document.

9. The parties hereto acknowledge that the Issuer is intended to be a third-party beneficiary of this Assignment and may enforce the terms hereof.

[SIGNATURES APPEAR ON THE FOLLOWING PAGES]

IN WITNESS WHEREOF, this Assignment has been executed as of the day and year written above.

SELLER:

VISTA VIEW APARTMENTS, LP,
a West Virginia limited partnership

By: Vista View LLC,
a West Virginia limited liability company
its general partner

By: _____
Scott I. Canel, Manager

STATE OF _____)
) ss.:
COUNTY OF _____)

On the _____ day of _____ in the year 2025, before me, the undersigned, a Notary Public in and for said state, personally appeared SCOTT I. CANEL, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual, or the person on behalf of which the individual acted, executed the instrument.

Notary Public
Commission expires:

[Additional signatures and acknowledgments contained on the following pages.]

PURCHASER:

RP VISTA VIEW LLC,
a West Virginia limited liability company

By: _____
David Berger, Managing Member

STATE OF _____)
) ss.:
COUNTY OF _____)

On the _____ day of _____ in the year 2025, before me, the undersigned, a Notary Public in and for said state, personally appeared DAVID BERGER, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his capacity, and that by his signature on the instrument, the individual, or the person on behalf of which the individual acted, executed the instrument.

Notary Public
Commission expires:

[Additional signature and acknowledgment contained on the following page.]

EXHIBIT "A"
LEGAL DESCRIPTION

BEGINNING at a brass disc found in the controlled access right of way stamped "pc 1+23.163" (see right of way plans for interstate I-77 titled "I-77-3 (67)98"). Said disk being a property corner to the original tract recorded in the name of City Park Village on tax map 22, parcel 2 and recorded in Deed Book 1619 page 112; Thence running with the controlled access right of way for 10 calls;

- 1) N 24°21'54" W 160.735 feet to a controlled access corner fence post, thence;
- 2) N 11°40'43" W 129.184 feet to a controlled access corner fence post, thence;
- 3) N 30°46'54" W 145.203 feet to a controlled access corner fence post, thence;
- 4) N 58°26'02" W 98.123 feet to a controlled access corner fence post, thence;
- 5) N 77°49'08" W 181.572 feet to a controlled access corner fence post, thence;
- 6) N 36°12'54" W 173.723 feet to a controlled access corner fence post, thence;
- 7) N 25°35'24" W 210.261 feet to a controlled access corner fence post, thence;
- 8) S 74°13'09" W 118.36 feet to a controlled access corner fence post, thence;
- 9) N 51°59'32" W 200.329 feet to a controlled access corner fence post, thence;
- 10) N 43°01'28" E 78.00 feet to a point in a non-controlled access drainage easement thence with the drainage easement for 2 calls;

1) S 78°25'34" E 75 feet to a point, thence;

2) N 07°24'26" W 83.00 feet to a point in the division line of Mountain View Memorial Cemetery, thence; continuing with said line of Mountain View Memorial Cemetery N 43°01'28" E 418.60 feet to a 1 inch iron pipe found. A 2 inch iron pipe found bears: N 46°36' E at 23.06 feet. Thence with 9 lines of the Spring Hill Cemetery property;

- 1) around the hill S 61°46'57" E 560.736 feet to a 1 inch pipe found, thence;
- 2) S 28°45'32" E 214.391 feet to a 1 inch iron pipe found 6 inches below ground surface, thence;
- 3) S 33°48'29" E 147.649 feet to a 1 inch iron pin found, thence;
- 4) S 34°42'46" E 413.043 feet to a 1 1/2 inch solid iron pin found in concrete, thence;
- 5) S 47°54'19" W 135.00 feet to a 5/8 inch rebar and cap set, thence;
- 6) N 85°55'37" W 237.00 feet to a 5/8 inch rebar and cap set, thence;
- 7) S 56°48'19" W 144.02 feet to a 5/8 inch rebar and cap set, thence;
- 8) S 07°41'41" E 142.00 feet to a 5/8 inch rebar and cap set, thence;
- 9) S 40°32'06" E 287.564 feet to a 5/8 inch rebar and cap set, in the northern right of way of Farnsworth Drive, thence with the right of way of said drive for three (3) calls;

- 1) N 59°25'46" W 41.91 feet to a pk nail set in asphalt, thence;
- 2) N 61°11'25" W 48.47 feet to a pk nail set in asphalt, thence;
- 3) N 64°53'25" W 103.17 feet to a place of beginning, containing 16.298 acres, more or less, as shown upon a survey prepared by Potesta & Associates, Inc., entitled "Vista View Apartments, LP, Charleston WV" to be recorded with this Deed, reference being made to this survey for a more particular description of this parcel.