



864 Broad Street – 4th Floor
Augusta, Georgia 30901 – 1215
(706) 826-1000 • Fax: (706) 826-4612

MARION BARNES
President

ANGELA D. PRINGLE, Ed.D.
Superintendent of Schools

BOBBY A. SMITH, CPA
Chief Financial Officer

TO: Board Members

FROM: Bobby A. Smith, CPA
Chief Financial Officer

VIA: Angela D. Pringle, Ed.D.
Superintendent of Schools

DATE June 25, 2018

SUBJECT: Automated External Defibrillators RFQ#18-821

Bids were received from 11 companies for the Automated External Defibrillators. Bidders were requested to submit pricing for RCSS to purchase a minimum of 23 new AEDs with cases, pads for infants/children and adults, batteries and an online management inventory system, replacement pads and batteries for existing inventories.

CPR Savers and First Aid Supply LLC was the first low bidder however this vendor did not bid on all needed items. Next low bidder was One Beat CPR located in Davie, Florida. This vendor bid on all requested items; therefore, Administration recommends award to One Beat CPR. We ask for approval of individual item prices to permit additional purchases throughout the year if Student Services finds it necessary to replace any out of date AEDS.

		AED Brands, LLC 95 Chastain Road, Suite 302 Kennesaw, GA 30144				Allied 100 LLC dba AED Superstore 1800 US Hwy 51 N Woodruff, WI 54568			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
23	Heartsine Defibrillator	Heartsine	350P	\$799.00	\$18,377.00	Heartsine	350P	\$1,245.00	\$28,635.00
23	Heartsine Standard Carry case	Heartsine	350P	included with defibrillator		Heartsine	Samaritan Pad	\$57.00	\$1,311.00
23	Heartsine Infant/Child Smart Pads Cartridge	Heartsine	350P	\$169.00	\$3,887.00	Heartsine	350P	\$214.00	\$4,922.00
23	Heartsine Adult Smart Pads Cartridge	Heartsine	350P	included with defibrillator		Heartsine	350P	\$180.00	\$4,140.00
23	Heartsine Battery	Heartsine	350P	included with defibrillator		Heartsine	350P	Included with price of pads	\$0.00
1	Online Inventory Management	Accutrack	For All AED's	included with defibrillator		ARCH		\$104.99 per unit	\$2,414.77
SUBTOTAL									\$41,422.77
1	Metronic Life Pak Infant/Child Pads/Cartridges	Metronic Life Pak	CR Plus Infant/child	\$93.00	\$93.00	Physio-Control	Express/CR Plus	\$67.93	\$67.93
1	Metronic Life Pak Adult Pads/Catridges	Metronic Life Pak	CR Plus Adult & Battery	\$97.00	\$97.00	Physio-Control	Express/CR Plus	\$70.40 1 pad & 1 battery	\$70.40
1	Metronic Life Pak Battery	Metronic Life Pak	CR Plus Pad-Pak	Included with price of pads				Included with price of pads	

		AED Brands, LLC 95 Chastain Road, Suite 302 Kennesaw, GA 30144				Allied 100 LLC dba AED Superstore 1800 US Hwy 51 N Woodruff, WI 54568			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
1	Phillips Heart Start Infant/Child Pads/Cartridges	Philips	Onsite Infant/child	\$84.00	\$84.00	Philips	Onsite	\$70.20	\$70.20
1	Phillips Heart Start Adult Pads/Cartridges	Philips	Onsite Adult	\$56.00	\$56.00	Philips	Onsite	\$41.37	\$41.37
1	Phillips Heart Start Battery	Philips	Onsite battery	\$143.00	\$143.00	Philips	Onsite	\$109.85	\$109.85
1	Zoll Infant/Child Pads/Cartridges	Zoll	AED Plus Infant/Child	\$95.00	\$95.00	Zoll	Plus	\$85.50	\$85.50
1	Zoll Adult Pads/Cartridges	Zoll	AED Plus Adult	\$169.00	\$169.00	Zoll	Plus	\$144.50	\$144.50
1	Zoll Battery	Zoll	AED Plus Battery	\$43.95	\$43.95	Zoll	Plus	\$20.49	\$20.49

		Cardio Partners Inc. 1001 Flagpole Court Brentwood, TN 37027				CPR Savers & First Aid Supply LLC 7904 E. Chaparral Road, Suite A110-242 Scottsdale, AZ 85250			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
23	Heartsine Defibrillator	Heartsine	350P	\$650.00	\$14,950.00	Heartsine	350P	\$715.00	\$16,445.00
23	Heartsine Standard Carry case	Heartsine	350P	\$39.00	\$897.00	Heartsine	350P	included with defibrillator	\$0.00
23	Heartsine Infant/Child Smart Pads Cartridge	Heartsine	350P	\$129.00	\$2,967.00			NO BID	\$0.00
23	Heartsine Adult Smart Pads Cartridge	Heartsine	350P	\$109.00	\$2,507.00			NO BID	\$0.00
23	Heartsine Battery	Heartsine	350P	Included with price of pads	\$0.00			NO BID	0
1	Online Inventory Management	Lifeshield	N/A	\$0.00	\$0.00			NO BID	\$0.00
SUBTOTAL					\$21,321.00				\$16,445.00
1	Metronic Life Pak Infant/Child Pads/Cartridges	Physio-Control	Life-Pak	\$66.00	\$66.00			NO BID	
1	Metronic Life Pak Adult Pads/Catridges	Physio-Control	Life-Pak	\$90.00	\$90.00			NO BID	
1	Metronic Life Pak Battery	Physio-Control	Life-Pak	Included with price of pads				NO BID	

		Cardio Partners Inc. 1001 Flagpole Court Brentwood, TN 37027				CPR Savers & First Aid Supply LLC 7904 E. Chaparral Road, Suite A110-242 Scottsdale, AZ 85250			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
1	Phillips Heart Start Infant/Child Pads/Cartridges	Philips	Heartstart	\$65.00	\$65.00	Philips Heartstart	M5072A	\$108.00	\$108.00
1	Phillips Heart Start Adult Pads/Cartridges	Philips	Heartstart	\$40.00	\$40.00	Philips Heartstart	M5071A	\$67.00	\$67.00
1	Phillips Heart Start Battery	Philips	Heartstart	\$95.00	\$95.00	Philips Heartstart	M5070A	\$169.00	\$169.00
1	Zoll Infant/Child Pads/Cartridges	Zoll	AED Plus	\$80.00	\$80.00	Zoll	8900-0810-01	\$95.00	\$95.00
1	Zoll Adult Pads/Cartridges	Zoll	AED Plus	\$140.00	\$140.00	Zoll	8900-0800-01	\$169.00	\$169.00
1	Zoll Battery	Zoll	AED Plus	\$25.00	\$25.00	Duracell	BA-01	\$39.00	\$3,900.00

		Nancy Aldridge dba Happy Hearts 1637 Swint Road Harlem, GA 30814				Heartsafe America, Inc. 13735 Omega Road Farmers Branch, TX 75244			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
23	Heartsine Defibrillator	Heartsine	350P	\$800.00	\$18,400.00	Heartsine	350	\$709.00	\$16,307.00
23	Heartsine Standard Carry case	Heartsine	350P	Included with defibrillator		Heartsine	350	Included with defibrillator	\$0.00
23	Heartsine Infant/Child Smart Pads Cartridge	Heartsine	350P	\$140.00	\$3,220.00	Heartsine	350	\$135.00	\$3,105.00
23	Heartsine Adult Smart Pads Cartridge	Heartsine	350P	\$120.00	\$2,760.00	Heartsine	350	\$119.00	\$2,737.00
23	Heartsine Battery	Heartsine	350P	Included with price of pads	\$0.00	Heartsine	350	Included with price of pads	\$0.00
1	Online Inventory Management	Premedes	N/A	\$75.00	\$1,725.00	HeartSafe America	Track+Pro	\$100.00 one Time Charge	\$100.00
SUBTOTAL					\$26,105.00				\$22,249.00
1	Metronic Life Pak Infant/Child Pads/Cartridges	Physio-Control	Life-Pak 1000	\$85.00	\$85.00	Physio	CR+	\$73.00	\$73.00
1	Metronic Life Pak Adult Pads/Catridges	Physio-Control	Life-Pak 1000	\$34.00	\$34.00	Physio	CR+	\$82.00	\$82.00
1	Metronic Life Pak Battery	Physio-Control	Life-Pak 1000	\$270.00	\$270.00	Physio	CR+	Included with price of pads	

		Nancy Aldridge dba Happy Hearts 1637 Swint Road Harlem, GA 30814				Heartsafe America, Inc. 13735 Omega Road Farmers Branch, TX 75244			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
1	Phillips Heart Start Infant/Child Pads/Cartridges	Philips	Heartstart	\$75.00	\$75.00	Philips	Onsite	\$62.00	\$62.00
1	Phillips Heart Start Adult Pads/Cartridges	Philips	Heartstart	\$45.00	\$45.00	Philips	Onsite	\$43.00	\$43.00
1	Phillips Heart Start Battery	Philips	Heartstart	\$110.00	\$110.00	Philips	Onsite	\$106.00	\$106.00
1	Zoll Infant/Child Pads/Cartridges	Zoll	Stat-Pads II	\$85.00	\$85.00	Zoll	Plus	\$79.00	\$79.00
1	Zoll Adult Pads/Cartridges	Zoll	Stat-Pads II	\$58.00	\$58.00	Zoll	Plus	\$134.00	\$134.00
1	Zoll Battery	Zoll	Zoll Plus	\$24.00	\$24.00	Zoll	Plus	\$32.00	\$32.00

		Moore Medical LLC 1690 New Britain Ave Farmington, CT 06032-3112				One Beat CPR Learning Center Inc. 4350 Oakes Road, Suite 500-503 Davie, FL 33312			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
23	HeartSine Defibrillator	Physio Control	23918	\$726.00	\$16,698.00	HeartSine 350P	80514-000263	\$625.00	\$14,375.00
23	HeartSine Standard Carry case	Physio Control	30407	\$36.73	\$844.79	HeartSine		Included with defibrillator	\$0.00
23	HeartSine Infant/Child Smart Pads Cartridge		26199	\$137.91	\$3,171.93	HeartSine	11516-000004	\$121.00	\$2,783.00
23	HeartSine Adult Smart Pads Cartridge		26208	\$116.00	\$2,668.00	HeartSine	11516-000003	\$104.00	\$2,392.00
23	HeartSine Battery			Included with price of pads	\$0.00	HeartSine		Included with price of pads	\$0.00
1	Online Inventory Management	Track Moore - 5 year	94692	\$499.00	\$499.00	One Beat CPR	AED Online Management	\$500.00 flat Annual rate for complete AED inventory	\$500.00
SUBTOTAL					\$23,881.72				\$20,050.00
1	Metronic Life Pak Infant/Child Pads/Cartridges			NO BID		LifePak Express	11101-000016	\$65.00	\$65.00
1	Metronic Life Pak Adult Pads/Catridges			NO BID		LifePak Express	11403-000002	\$71.00	\$71.00
1	Metronic Life Pak Battery			NO BID		LifePak Express		Included with price of pads	

		Moore Medical LLC 1690 New Britain Ave Farmington, CT 06032-3112				One Beat CPR Learning Center Inc. 4350 Oakes Road, Suite 500-503 Davie, FL 33312			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
1	Phillips Heart Start Infant/Child Pads/Cartridges			NO BID		Philips OnSite	M5072A	\$58.00	\$58.00
1	Phillips Heart Start Adult Pads/Cartridges			NO BID		Philips OnSite	M5071A	\$36.00	\$36.00
1	Phillips Heart Start Battery			NO BID		Philips OnSite	M5070A	\$87.00	\$87.00
1	Zoll Infant/Child Pads/Cartridges			NO BID		Zoll Stat Pads II	8900-0810-01	\$82.00	\$82.00
1	Zoll Adult Pads/Cartridges			NO BID		Zoll Stat Pads II	8900-0801-01	\$53.00	\$53.00
1	Zoll Battery			NO BID		Zoll	8000-0807-01	\$25.00 per set of 10	\$25.00

		School Health Corporation 865 Muirfield Drive Hanover Park, IL 60133				PDM Inc. dba Start A Heart and Life OnBoard 651 East 4th Street, Suite 100 Chattanooga, TN 37402			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
23	Heartsine Defibrillator	Heartsine	54340	\$694.74	\$15,979.02	Defibtech	Lifeline DCF-100-ENRX	\$859.00	\$19,757.00
23	Heartsine Standard Carry case	Heartsine	55573	\$36.73	\$844.79	Defibtech Black Nylon	DAC-100	\$39.00	\$897.00
23	Heartsine Infant/Child Smart Pads Cartridge	Heartsine	54186	\$137.58	\$3,164.34	Defibtech Pediatric Pad	DDP-200P	\$89.00	\$2,047.00
23	Heartsine Adult Smart Pads Cartridge	Heartsine	54164	\$115.87	\$2,665.01	Defibtech Adult Pad	DDP-100	\$37.00	\$851.00
23	Heartsine Battery	Heartsine		Included with price of pads	\$0.00	Defibtech		Included in AED	\$0.00
1	Online Inventory Management	School Health	59702	\$35.00 per unit per year	\$805.00	Defibtech MD from Stat-Pads	One year/AED Note 2 any unit	\$78.00 per unit per year	\$1,794.00
SUBTOTAL					\$23,458.16				\$25,346.00
1	Metronic Life Pak Infant/Child Pads/Cartridges	LifePak	54059	\$74.38	\$74.38	Physio Control CR+ Pediatric Pad	11101-000016	\$137.00	\$137.00
1	Metronic Life Pak Adult Pads/Catridges	LifePak	54047	\$84.31	\$84.31	Physio Control CR+ Adult Pad & Charge Pak	11403-000002	\$130.00	\$130.00
1	Metronic Life Pak Battery			Included with price of pads				NO BID	

		School Health Corporation 865 Muirfield Drive Hanover Park, IL 60133				PDM Inc. dba Start A Heart and Life OnBoard 651 East 4th Street, Suite 100 Chattanooga, TN 37402			
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
1	Phillips Heart Start Infant/Child Pads/Cartridges	Philips	54111	\$67.50	\$67.50	Philips Heart Start OnSite Pediatric	M5072A	\$99.00	\$99.00
1	Phillips Heart Start Adult Pads/Cartridges	Philips	54110	\$41.88	\$41.88	Philips Heart Start OnSite Adult	M5071A	\$55.00	\$55.00
1	Phillips Heart Start Battery	Philips	54109	\$105.63	\$105.63	Philips Heart Start OnSite Battery	M5070A	\$140.00	\$140.00
1	Zoll Infant/Child Pads/Cartridges	Zoll	54156	\$80.97	\$80.97	Zoll Pediatric Padz II	8900-0810-01	\$127.00	\$127.00
1	Zoll Adult Pads/Cartridges	Zoll	54154	\$144.03	\$144.03	Zoll Adult Padz II	8900-0810-01	\$58.00	\$58.00
1	Zoll Battery	Zoll	54153	\$19.41	\$19.41	Replacement 10 lithium	8000-0807-01	\$40.00	\$40.00

Retrac, Inc. dba Think Safe, Inc. 2215 Westdale Drive SW Cedar Rapids, IA 52404					
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
23	Heartsine Defibrillator	Samaritan	350P	\$775.00	\$17,825.00
23	Heartsine Standard Carry case	Samaritan	350P	Included with defibrillator	\$897.00
23	Heartsine Infant/Child Smart Pads Cartridge	Samaritan	350P	\$150.00	\$3,450.00
23	Heartsine Adult Smart Pads Cartridge	Samaritan	350P	\$120.00	\$2,760.00
23	Heartsine Battery			Included in AED	\$0.00
1	Online Inventory Management	First Voice	School AED Manager	\$500.00 flat Annual rate for complete AED inventory	\$500.00
SUBTOTAL					\$25,432.00
1	Metronic Life Pak Infant/Child Pads/Cartridges	Physio Control	Lifepak Express	\$30.00	\$30.00
1	Metronic Life Pak Adult Pads/Catridges	Physio Control	Lifepak Express	\$30.00	\$30.00
1	Metronic Life Pak Battery			NO BID	

Retrac, Inc. dba Think Safe, Inc. 2215 Westdale Drive SW Cedar Rapids, IA 52404					
QTY	ITEM	BRAND	MODEL	UNIT PRICE	EXTENDED PRICE
1	Phillips Heart Start Infant/Child Pads/Cartridges	Philips Heartstart	Onsite	\$63.00	\$63.00
1	Phillips Heart Start Adult Pads/Cartridges	Philips Heartstart	Onsite	\$40.00	\$40.00
1	Phillips Heart Start Battery	Philips Heartstart	Onsite	\$106.00	\$106.00
1	Zoll Infant/Child Pads/Cartridges	Zoll	AED Plus	\$95.00	\$95.00
1	Zoll Adult Pads/Cartridges	Zoll	AED Plus	\$55.00	\$55.00
1	Zoll Battery	Zoll	AED Plus	\$45.00	\$45.00