

**LEAGUE OF OREGON CITIES**  
**Public Safety Medical Supplies, Equipment and Monitors Solicitation**  
**Synopsis**  
**Solicitation No. 1935**

**Intent**

The League of Oregon Cities (LOC) served as Lead Agency to solicit proposals for Public Safety Medical Supplies, Equipment and Monitors. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

**Determination for issuing RFP vs. Sealed Bid**

LOC has determined that it is advantageous for LOC to procure Public Safety Medical Supplies, Equipment, and Monitors using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) for LOC and its members.

**Procedure**

LOC issued an RFP (1935) on November 12<sup>th</sup>, 2019.

The RFP was published in the Daily Journal of Commerce on November 11<sup>th</sup>, 2019.

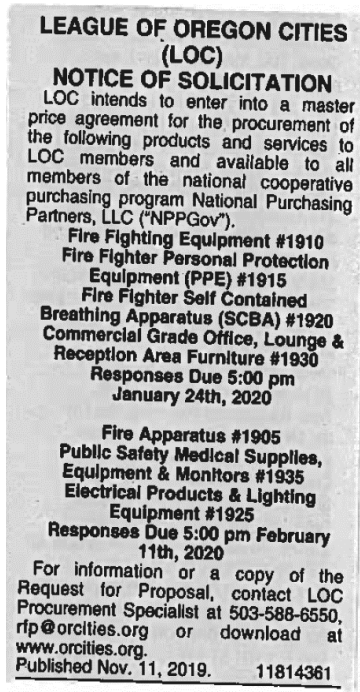
The RFP was published in USA Today on November 12<sup>th</sup>, 2019.

The RFP closed on February 11<sup>th</sup>, 2020.

The RFP was awarded on March 5<sup>th</sup>, 2020.

The RFP was posted to the following web sites: [www.nppgov.com](http://www.nppgov.com), [www.oregocities.org](http://www.oregocities.org) and [www.findrfp.com](http://www.findrfp.com)

The text of the published notice of solicitation is as follows:



LOC received a proposal (s) from the following vendor (s):

1. Digital Ally, Inc
2. Ferno Washington, Inc.
3. Labsource, Inc.
4. Life-Assist, Inc.
5. McKesson Medical-Surgical Government Solutions LLC.
6. Medline Industries, Inc.
7. SourceMark LLC
8. Zoll Medical Corporation

A copy of the log for proposals received is attached hereto.

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. Digital Ally, Inc
2. Ferno Washington, Inc.
3. Labsource, Inc.
4. Life-Assist, Inc.
5. McKesson Medical-Surgical Government Solutions LLC.
6. Medline Industries, Inc.
7. SourceMark LLC
8. Zoll Medical Corporation

## **Evaluation**

The evaluation was based on the following criteria as described in the RFP (weighted):

<b>Component Evaluated</b>	<b>Weight</b>
<u>Pricing</u> : Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i>PPW Section 7.0 and Pricing structure.</i>	25
<u>Product Line (Score only categories proposed)</u> : Breadth, variety, quality of product line and innovation of products. Warranty availability. <i>PPW Section 9.0.</i>	15
<u>Marketing</u> : Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i>PPW Section 4.0.</i>	15
<u>Customer Service</u> : Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i>PPW Sub-Sections 2.3 &amp; 2.4 and Section 6.0.</i>	15
<u>Proven Experience</u> : Success in providing products and services in a timely manner. Years in business, references and reputation. Experience with cooperative purchasing. <i>PPW Sub-Section 1.2.</i>	15
<u>Coverage</u> : Ability to provide products and services for indicated coverage region including distribution, retail & service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i>PPW Section 3.0 and Exhibit 1.</i>	10
<u>Conformance</u> : Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i>PPW Section 8.0 and 4.5 of RFP.</i>	5
<b><u>TOTAL</u></b>	100

## **Pricing Structure**

**Digital Ally, Inc:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Ferno Washington, Inc:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Labsource, Inc:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Life-Assist, Inc:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**McKesson Medical-Surgical Government Solutions LLC:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**Medline Industries, Inc:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

**SourceMark LLC:** Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

**Zoll Medical Corporation:** Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

## **Additional Information**

National Purchasing Partners  
1100 Olive Way  
Suite #1020  
Seattle, WA 98101

Bruce Busch, Senior VP  
bruce.busch@mynpp.com  
(206) 515-5439  
www.nppgovernment.com

STATE OF Oregon )  
 ) ss.  
COUNTY OF Marion )

<p>The Fire Store  Attn: Steve Rabine  430 W. King St.  Abbottstown, PA 17301</p>	<p>Philips  Attn: Ed Higginbottom  3000 Minuteman Rd.  Andover, MA 01810</p>	<p>Stryker  Attn: Corey Carlson  2825 Airview Blvd.  Kalamazoo, MI 49002</p>
<p>Ansell  Attn: Nick Brown  111 Wood Ave.  Suite 210  Iselin, NJ 08830</p>	<p>McKesson  Attn: Michael O'Connor  9954 Mayland Drive  Richmond, VA 23233</p>	<p>ZOLL Medical  Attn: Jen Curran  29 Mill Road  Chelmsford, MA 01824</p>
<p>Life-Assist  Attn: Bryan Holiday  11277 Sunrise Park Dr.  Rancho Cordova, CA 95742</p>	<p>Ferno  Attn: Kris Turner  70 Weil Way  Wilmington, OH 45177</p>	<p>Henry Schein  Attn: Glen Watts  140 Crouch Commercial Ct.  Irmo, SC 29063</p>
<p>Persys Medical  Attn: Leonid Kalmanovich  5310 Elm St.  Houston, TX 77081</p>	<p>Moore Medical  Attn: Christine Ford  1690 New Britain Ave.  Farmington, CT 06032</p>	



OFFICIAL STAMP  
**JENNIFER CYPERT**  
 NOTARY PUBLIC-OREGON  
 COMMISSION NO. 964506  
 MY COMMISSION EXPIRES JULY 11 2021

NOTARY PUBLIC in the State of Oregon  
Residing at Salem, OR  
My commission expires: 7/11/21

AFFIDAVIT OF PUBLICATION

# DJC



921 S.W. Washington St. Suite 210 / Portland, OR 97205-2810  
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Michelle Ropp**, being first duly sworn, depose and say that I am a **Principal Clerk** of the **Daily Journal of Commerce**, a newspaper of general circulation in the counties of **CLACKAMAS, MULTNOMAH, and WASHINGTON** as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Case Number: NOT PROVIDED**

**FIRE FIGHTING EQUIPMENT**

**League of Oregon Cities; Bid Location Salem, OR, Marion County;**

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

11/11/2019

State of Oregon  
County of Multnomah

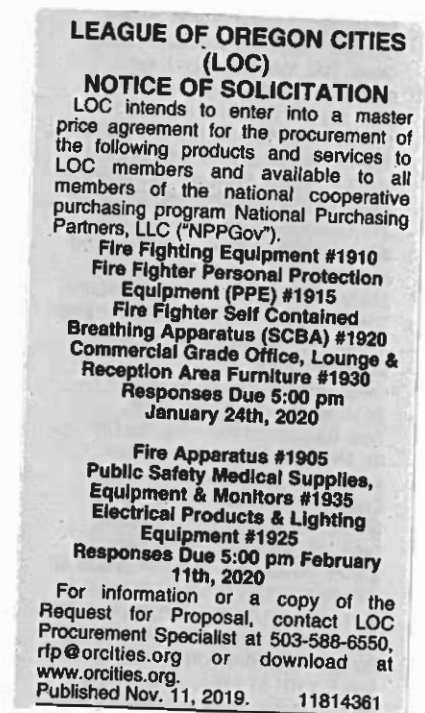
SIGNED OR ATTESTED BEFORE ME  
ON THE 11th DAY OF November, 2019

*Michelle Ropp*

Michelle Ropp

*Selah Farmer*

Notary Public-State of Oregon



**Jeanine Hussak**  
**League of Oregon Cities**  
1201 Court St NE Ste 200  
Salem, OR 97301-4194

Order No.: 11814361  
Client Reference No:



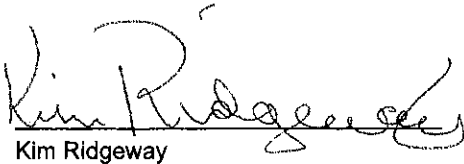
January 13, 2020

To Whom It May Concern:

I am a duly authorized representative of MCA Russell Johns Associates LLC, a company handling the advertising matters for USA Today, a daily newspaper distributed within the United States.

A public notice was placed by Public Procurement Authority and was published in said newspaper within the Marketplace section of the USA Today daily edition on November 12, 2019.

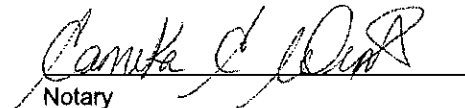
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Kim Ridgeway

Professionals Department Manager

State of Florida  
County of Pinellas

On this 13<sup>th</sup> day of January I attest that the attached document is a true, exact, complete, and unaltered  
true sheet.

  
Notary

**CAMIKA C. WINTER**  
Notary Public, State of Florida  
My Comm. Expires Apr. 16, 2022  
No. GG 208003



For advertising information: 1.800.397.0070 [www.russelljohns.com/usat](http://www.russelljohns.com/usat)

## NOTICES

### PUBLIC NOTICE

#### League of Oregon Cities (LOC)

##### NOTICE OF SOLICITATION

LOC intends to enter into a master price agreement for the procurement of the following products and services to LOC members and available to all members of the national cooperative purchasing program National Purchasing Partners, LLC ("NPPGov").

Fire Fighting Equipment #1910

Fire Fighter Personal Protection Equipment (PPE) #1915

Fire Fighter Self Contained Breathing Apparatus (SCBA) #1920

Commercial Grade Office, Lounge & Reception Area Furniture #1930

Responses Due 5:00 pm January 24th, 2020

Fire Apparatus #1905  
Public Safety Medical Supplies, Equipment & Monitors #1935

Electrical Products & Lighting Equipment #1925

Responses due 5:00 pm February 11th, 2020

For information or a copy of the Request for Proposal contact LOC, Procurement Specialist, at 503-588-6550, [rfp@orcities.org](mailto:rfp@orcities.org) or download at [www.orcities.org](http://www.orcities.org)

## PUBLIC NOTICE

### Pioneer Electric Cooperative Inc.,

Ulysses, KS, seeks qualified power line contractor to complete RUS specified rebuild of approx. 195 miles of winter storm damage to power lines and additional repair work.

Proposal documents are available at:  
<http://pioneerelectric.coop/resources/storm-restoration/>  
Bids due by 12/2/2019.

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**NO More Finger Pricking**  
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Royce, Ferrari and more. Fast and  
Easy transactions, Cash on the spot.

**Call 703-832-2202**

## BUSINESS

### BUSINESS OPPORTUNITIES

#### STILL CHASING MONEY?

Copy us.  
Newcomers doing better than  
\$30 K in their first month!  
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Referral ID MA80659.  
Direct Marketing Opp.

## BUSINESS OPPORTUNITIES

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- B2B Big-ticket Sales
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- All digital
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**850.781.9131**

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\$66k Return  
Short Term

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## MARKETPLACE

### NOVELTY

**<https://brooklynnovelties.com/>**



Novelty products at low prices!

In the tradition of Christmas, we will be giving away a product with every order as supplies last.

**Find us on Facebook at: Guy From Brooklyn**

## HEALTH / FITNESS

### Macular Degeneration, Cataract, Glaucoma



- How to heal without injections!
- Just released FREE guide that reveals why Macular Degeneration continues to increase at an alarming rate.
- Discover how STEM CELLS can help your vision.

**1-800-430-9328 [www.USAEyeReport.com](http://www.USAEyeReport.com)**  
Edward Kondrot, MD Board Certified Ophthalmologist

## GET NOTICED!

Advertise in USA TODAY's Marketplace!

**Call: 1-800-397-0070**

## HEALTH / FITNESS

### INVOKANA MEDICATION WARNING

ATTENTION THIS IS AN IMPORTANT MESSAGE FOR ANYONE THAT HAS TAKEN THE PRESCRIPTION MEDICATION INVOKANA, INVOKOMED OR INVOKOMED XR FOR THEIR DIABETES. IN MAY 2017, BASED ON THE FACTS OF TWO CLINICAL TRIALS, THE FDA ISSUED A HEALTH ADVISORY WARNING THAT THESE DIABETES MEDICATIONS INCREASE THE RISK OF AMPUTATION OF THE LEGS AND TOES. IF YOU OR YOUR LOVED ONE HAVE TAKEN THE PRESCRIPTION MEDICATION INVOKANA, INVOKOMED OR INVOKOMED XR FOR YOUR DIABETES.

**YOU MUST CALL US NOW:**  
**800-804-8248**

## BOOKS/PUBLICATIONS

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