

SINGLE/SOLE SOURCE JUSTIFICATION FORM

Complete this form when requesting an exception to the county's competitive procurement policy where only one firm has a product that will meet the project's needs or product specifications, or only one firm can do the work requested. Completing this form does not guarantee that the proposed vendor will be selected. It is the requester's responsibility to provide all required information and documentation as indicated in this form.

Procurement Manager reserves the right to competitively bid, negotiate, or solicit additional information and remains the final authority on all procurement issues.

Type of Source
Sole Source: The <i>ONLY</i> known supplier for unique products and services where no other options are available Single Source: Though there may be alternate sources for the product or service requested, circumstances dictate the use of the proposed vendor, i.e., availability, timeliness, location, etc.

Part I: General Requester Information

Department Name: Fire Rescue	Division Name: Operations
Will the Annual Amount Exceed \$50,000.00? <input checked="" type="radio"/> Yes <input type="radio"/> No	

Part II: Vendor Information

Vendor Name: Hamilton Medical	Vendor Contact Name: Jesse James Carroll
Vendor Contact Phone: 561-764-5505	Vendor Contact Email: jesse.carroll@hamiltonmedical.com

Part III: Single/Sole Source Justification (check one or more)
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DESCRIPTION OF PURPOSE: The Manufacturer, model number and / or generic description.

HAMILTON Ventilators
 HAMILTON Ventilator Maintenance
 HAMILTON Ventilator Parts/Accessories

1	X	Parts/Equipment can Only be Obtained from Original Manufacturer - Not Available through Distributors.
2		Only Authorized Area Distributor of The Original Manufacturer.
3	X	Proprietary Item/Service <u>(Explain Below)</u>
4	X	Parts/Equipment Not Interchangeable with Similar Parts of Another Manufacturer <u>(Explain Below)</u>
5	X	This is the Only Known Item/Source that will Meet the Specialized Needs of this Department Or Perform the Intended Function. <u>(Explain Below)</u>
6		Parts/Equipment are Required from this Vendor to Provide Standardization <u>(Explain Below)</u>
7		Upgrade to Existing Software. Available Only from The Producer of this Software Who Sells on Direct Basis Only.
8		An Awarding Agency or Passthrough that Was Competitively Procured.
9		None of the Above Apply. Detailed Explanation for Source Request (Explain Below) <i>Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable;</i>

Hamilton Medical ventilators are utilized by both of our local major hospitals and is being utilized on the mobile stroke unit. Fire Rescue staff have looked at several different ventilators while attending conferences and expos, as well as our EMS steering committee also voted on this product. The Hamilton Medical ventilators appear to have more functions that align with our departmental protocols and provide the best outcomes for our patients.

Hamilton Medical ventilators and consumables are sole source products, manufactured, sold and distributed exclusively by Hamilton Medical,. No division of Hamilton Medical, nor any other company, makes a similar or competing products. These products must be purchased directly by institutions from Hamilton Medical. There are no agents or dealers authorized to represent this product.

Part IV: Confirmation of Documentation

Have you provided required documentation including vendors quote, for this request in support of the justification in Parts III of this form?

Yes No

You may also attach any additional information not specifically requested on this form to support your single/sole source justification.

Part V ESTABLISHMENT OF PRICE REASONABLENESS

Analysis of offer and/or offers has determined that the price proposed is determined to be fair, reasonable and in the best interests of the County based on the following:

- 1 Price obtained was from a catalog or standard price list regularly maintained by the vendor covering standard commercial products sold. (Attach copy of vendor's price list.)
- 2 Price obtained includes a discount from current list prices. (Attach copy of quote showing list price and net price paid.)
- 3 Other. (Explain Below.)

Extended discount reflected on quote

Part VI: Department

<i>Donna Guirate</i>	Donna Guirate	07/27/2023
Requester Name	Requester Signature	Date of Signature
Cheryl Ellis	<i>Cheryl Ellis</i>	7/28/2023
Director	Director Signature	Date of Signature

Part VII: Procurement & BOCC

Single Source Sole Source

TJ White	<i>TJ White</i>	Aug 16, 2023
Procurement Manger	Procurement Manger Signature	Date of Signature
Chair	<i>[Signature]</i>	Date of Signature
Chair	Chair Signature	Date of Signature

Donna Guirate

From: Harold Theus
Sent: Monday, October 18, 2021 3:15 PM
To: Larry M. Sapp; Darryl R. Kight; Mandy Mullins
Cc: Cheryl Ellis; Jacqueline Hines; Donna Guirate
Subject: Designation of Authority (Sole Source & Bid Awards)

I am designating signature authority to Assistant Director Cheryl Ellis for the purposes of approving single/sole source and department recommendations for bid awards. This action will assist Fire Rescue in streamlining our purchasing projects and needs.

Please contact me if you have any questions.



Harold Theus

Chief
Fire Rescue
911 SE 5th ST • Gainesville • FL • 32601
352-384-3101 (office) • 352-327-2166 (mobile)



PLEASE NOTE: Florida has a very broad public records law (F.S.119). All e-mails to and from County Officials and County Staff are kept as public records. Your e-mail communications, including your e-mail address, may be disclosed to the public and media at any time.

Hamilton Medical, Inc.
4655 Aircenter Circle
Reno, Nevada 89502

August 3, 2022

Hamilton Sole Source Letter

To Whom It May Concern:

This letter is to confirm that the Hamilton Medical, HAMILTON-T1 model ventilator and consumables are sole source products, manufactured, sold and distributed exclusively by Hamilton Medical, Inc. No division of Hamilton Medical, nor any other company, makes a similar or competing products. These products must be purchased directly by institutions from Hamilton Medical, Inc. at the address listed above. There are no agents or dealers authorized to represent this product.

Additionally, competition is precluded by the existence of an agreement with the manufacturer, who has given us an exclusive right to market these products.

There is no other like item(s) or products(s) available for purchase that would service the same purpose or function and there is only one price for the above named item(s) or product(s) because of exclusive distribution and marketing rights.

If you desire additional information, don't hesitate to visit our website, www.hamilton-medical.com

Thank you for your interest in our products.

With kind regards,



Robert Hamilton
CEO
Hamilton Medical, Inc.

Quote Date: 6/26/2023

Alachua County Fire Rescue
 5900 NW 13th Street
 Gainesville, Florida 32653
 Attention: Misty Woods
 (352) 384-3101
 mwoods@alachuacounty.us

Emergency Medical Services
 ACFR.3T1.062623.JJCR

Qty	PART #	DESCRIPTION	UNIT LIST PRICE	QUOTED PRICE	EXTENDED DISCOUNT	EXTENDED PRICE
3	11001R	HAMILTON-T1 EMS Package	\$21,925.68	\$16,500.00	\$16,277.04	\$49,500.00
3	10102137	HAMILTON-T1 Universal Mount Handle	\$0.00			Included
3	10102122	HAMILTON-T1 Adult/Pediatric Configuration	\$0.00			Included
3	10102127	HAMILTON-T1 USA Customization	\$0.00			Included
3	10102150	HAMILTON-T1 Li-Ion Batteries (Qty 2)- Initial Order	\$617.97			Included
3	10102336	HAMILTON-T1 English (USA) Language Kit	\$0.00			Included
3	10105900	HAMILTON-T1 O2 Cell- Initial Order	\$141.94			Included
3	355198	HAMILTON-C3/C2/C1/T1 POWER CORD	\$26.65			Included
1	59600	Clinical Training	\$2,163.20			Included
3	161066	HAMILTON-T1 NIV, NIV S/T Application	\$2,143.22			Included
3	161758	HAMILTON-T1 Connect App	\$0.00			\$0.00
3	160470	DISS CONNECTOR O2 - PLATFORM C	\$107.72			Included
1	3691040	HAMILTON-C3/C2/C1/T1/MR1 Battery Calibrator w/ Cord	\$534.97	\$437.24	\$97.73	\$437.24
1	161065	HAMILTON-T1 Trends / Loops Application	\$1,071.61	\$893.01	\$178.60	\$893.01
3	161757	HAMILTON-T1 Connect Module License	\$630.74	\$539.22	\$274.56	\$1,617.66
3	161635	HAMILTON-T1 Comm Board (CO2,SPO2,COM1)	\$696.02	\$566.14	\$389.64	\$1,698.42
1	161064	HAMILTON-T1 DuoPAP / APRV Application	\$2,143.22	\$1,786.02	\$357.20	\$1,786.02
3	161088	HAMILTON-T1 High Flow O2 Therapy Application	\$3,121.19	\$2,203.20	\$2,753.97	\$6,609.60
Sub Total						\$62,541.95

Additional Items

1	260128	HAMILTON-C1/T1/MR1 Breathing Circuit, w/ E-Valve & Flow Sensor, Adult/Ped (20/BX) 180cm	\$1,681.63	\$1,013.07	\$668.56	\$1,013.07
9	10161088	Premium EMS HAMILTON-T1 Onsite One Year All-inclusive Service Contract	\$1,750.00	\$1,400.00		\$12,600.00
Sub Total						\$13,613.07

Trade-in QTY: 3 HT70 Vents @ \$500/unit (\$1,500.00)

Sub Total \$74,655.02

Sales Tax 0.000% \$0.00
 Shipping Charges \$0.00
 Quantity Discount \$0.00

Quote Total \$74,655.02

Finance Option No. of Periods (Months) 60 Monthly Payment \$1,531.66

Comments:

Hamilton Medical Inc. Emergency Medical Services Terms and Conditions of Sale

- 1. Prices**
Prices are in US Dollars.
- 2. Payment terms**
NET 30 days after invoice date. Payment terms are not extended while waiting for the issuance of a credit.
- 3. Freight terms**
FOB Origin Pre-paid and added
- 4. Warranty**
Two year parts & One year labor on new equipment. Ninety (90) day warranty on any upgrade parts. Extended warranties are available. The CO2 Capnostat 5 sensor and Aerogen cable have a One year manufacturer's warranty. All turbines installed in Hamilton-C1/T1/MR1/C6/C3 ventilators shipped from Hamilton Medical AG on or after July 1st, 2014 are warrantied for five (5) years against defects in design, material and workmanship under normal use for which it is intended. During the warranty period, Hamilton Medical will repair or replace, at its discretion, defective components or assemblies.

5. Validity:

The prices quoted are valid through November 30th, 2023.

6. Technical Support

Twenty four-hour/seven days per week / three hundred sixty five days per year telephone technical support is provided at no charge for the life of the Hamilton Medical, Inc. equipment.

7. Special Conditions

Hamilton Medical, Inc. does not supply; the cables, hardware, software or middle ware needed to integrate Hamilton Medical equipment with any facilities current Hospital Information or Electronic Medical Record systems.

8. Trade-In Equipment

Quotations that include trade-in equipment; Hamilton Medical will offer a trade-in credit, per competitive ventilator, on a one-to-one basis. A mutual agreement for the arrangement of the disposal/transfer of the trade-in ventilators needs to be made within 30 days after the delivery of the new equipment. All trade-in equipment must either be destroyed or released to an authorized Hamilton Medical representative within 60 days after the delivery of the new equipment. Failure to meet the stated dates will result in forfeiture of the total trade-in credit. Trade-in values may fluctuate based on market demand.

9. Delivery

Expected delivery within 60 days of receipt & acceptance of purchase order.

10. Advertising & Promotion

Hamilton Medical may include information about the use of Hamilton Medical products at through Hamilton Medical’s distribution channels; including but not limited to, web sites, press releases and reference lists, in the form of text and/or photographic images. Prior to use and publication, all copy shall be forwarded for its approval, which approval shall not be unreasonably withheld or delayed.

11. Purchase Orders

Purchase orders can be placed via an e-mail to customer.service@hamiltonmedical.com or via a fax to (775)856-5621 or (775)420-3102.

12. Service Training Tuition

If applicable, service training tuition credits are valid for three years from the date of invoice. If the tuition is not used within three years, it will be forfeited and cancelled.

13. Financing

Monthly payment is based on credit approval. All submitted documentation must be satisfactory to Hamilton Medical Financial. Should you have any questions, please contact Ben Hardy at (952)516-7192 or BHardy@vendorservicesgroup.com

14. Sales Tax

Sales tax will be included on quotations for facilities that do not have a tax exemption certificate on file with Hamilton Medical, Inc. If applicable, provide Hamilton Medical, Inc. with a current tax exemption certificate to receive a quotation without sales tax. Once a current tax exemption certificate is provided, Hamilton Medical, Inc. will update your account to reflect the tax exempt status.

All information and pricing contained in this agreement is legally privileged and/or CONFIDENTIAL information to be shared only between Hamilton Medical Inc. and the direct recipient of this quote. You are hereby notified that any dissemination, distribution or copying of this agreement and/or Exhibits outside of Hamilton Medical Inc. and employees is strictly prohibited.

Quote Date Monday, June 26, 2023

Account Manager Jesse James Carroll RRT

Account Manager Phone: (561) 764-5505

Account Manager Email jesse.carroll@hamiltonmedical.com

Phone:(775)858-3200
Fax:(775)856-5621
www.hamilton-medical.com

Version 17.4



Approval Status: 0 of 1 at 1 Validation Status: N/A Printed: Not Printed Encumbered Funds: Yes

Department: 5400 - Fire Rescue Services Dept Purchasing Address: Jesse Carroll - Primary

Vendor: 1016793 - HAMILTON MEDICAL INC G/L Date: 07/13/2023

Description: M/XB13/FR/JT - HAMILTON MEDICAL - VENTILATORS * Deliver by Date: Expiration Date: Resolution Number: XBID EX 28 SOLE SOURCE PURCHASE

Type: Purchase Order Assign to Buyer: 3 - MULLINS, MARY M

Form Type: Custom PO - Standard - Custr

Bill To Location: FS - FIRE RESCUE SERVICES

Number of Items: 4 Total: \$74,655.02 Encumbered Amount: \$74,655.02

Item

Item: XBID EX 28 - Sole Sources Purchases per

Description: Premium EMS HAMILTON-T1 Onsite One Year All-inclus

Quantity: 9.0000

Unit of Measure: Each - Each

Price per Unit: \$1,400.0000 \$12,600.00

G/L Account: 001.54.5450.526.46.00 - Repairs and Maintenance Services

Project: Contract: Vendor Part Number: Employee: Ship Via: FW - FIRE RESCUE CENTRAL SUPPLY WRHSE Freight Terms: Confirming Request: Taxable Item: Create New Asset: 1099 Item:

Save Save/New Item Save/New PO Delete Item Delete PO Reset



Alachua County, Florida

Procurement

Theodore "TJ" White, Jr. CPPB, Procurement Manager
County Administration Building, Gainesville, FL 32601
(352) 374-5202

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 23-457-MM

Intended Sole Source Purchase of HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories

RESPONSE DEADLINE: August 28, 2023 at 6:00 am

Friday, March 15, 2024

SOLICITATION OVERVIEW

Project Title	Intended Sole Source Purchase of HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories
Project ID	SS- ITA 23-457-MM
Project Type	Single-Sole Source
Release Date	August 17, 2023
Due Date	August 28, 2023
Procurement Agent	Mandy Mullins

EXECUTIVE SUMMARY

Single-Sole Source - Intended Sole Source Purchase of HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 23-457-MM

Intended Sole Source Purchase of HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories

Project Description	<p>This is a Notice for a Sole Source Source designation for Alachua County Board of County Commissioners.</p> <p><u>Commodity or Service Required:</u></p> <p>HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories</p> <p><u>Justification for Single Source Acquisition:</u></p> <p>Hamilton Medical ventilators are utilized by both of our local major hospitals and is being utilized on the mobile stroke unit. Fire Rescue staff have looked at several different ventilators while attending conferences and expos, as well as our EMS steering committee also voted on this product. The Hamilton Medical ventilators appear to have more functions that align with our departmental protocols and provide the best outcomes for our patients. Hamilton Medical ventilators and consumables are sole source products, manufactured, sold and distributed exclusively by Hamilton Medical,. No division of Hamilton Medical, nor any other company, makes a similar or competing products. These products must be purchased directly by institutions from Hamilton Medical. There are no agents or dealers authorized to represent this product.</p> <p><u>Recommended Procurement Approach:</u></p> <p>For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with Hamilton Medicalfor supplying the above.</p>
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Summary

This is not a formal solicitation and there are no submissions required. The proposed action is for product or services for which the County intends to negotiate and award with only one source under the authority of and in accordance with Florida State Statute 287.057(3)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will not be considered as proposals, bids, or quotes.

Summary

The description of services intended for purchase from a Single/Source is posted in accordance with section 287.057(3)(c), Florida Statutes and will be posted for a minimum of 7 business days.

This is a Notice for a Sole Source Source designation for Alachua County Board of County Commissioners.

Commodity or Service Required:

HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories

Justification for Single Source Acquisition:

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 23-457-MM

Intended Sole Source Purchase of HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories

Hamilton Medical ventilators are utilized by both of our local major hospitals and is being utilized on the mobile stroke unit. Fire Rescue staff have looked at several different ventilators while attending conferences and expos, as well as our EMS steering committee also voted on this product. The Hamilton Medical ventilators appear to have more functions that align with our departmental protocols and provide the best outcomes for our patients. Hamilton Medical ventilators and consumables are sole source products, manufactured, sold and distributed exclusively by Hamilton Medical,. No division of Hamilton Medical, nor any other company, makes a similar or competing products. These products must be purchased directly by institutions from Hamilton Medical. There are no agents or dealers authorized to represent this product.

Recommended Procurement Approach:

For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with Hamilton Medicalfor supplying the above.

Contact Information

Mandy Mullins

Procurement Agent I

Email: mmullins@alachuacounty.us

Phone: [\(352\) 384-3090](tel:(352)384-3090)

Department:

Fire Rescue

Timeline

OpenGov Project Release Date	August 17, 2023
OpenGov Submission Deadline	August 28, 2023, 6:00am

SOLICITATION STATUS HISTORY

Date	Changed To	Changed By
Aug 17, 2023 3:59 AM	Draft	Mandy Mullins
Aug 17, 2023 4:09 AM	Review	Mandy Mullins
Aug 17, 2023 12:53 PM	Final	Mandy Mullins
Aug 17, 2023 12:53 PM	Post Pending	Mandy Mullins
Aug 17, 2023 12:54 PM	Open	Mandy Mullins
Aug 28, 2023 6:00 AM	Pending	OpenGov Bot
Aug 28, 2023 7:10 AM	Closed	Mandy Mullins

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 23-457-MM

Intended Sole Source Purchase of HAMILTON Ventilators, HAMILTON Ventilator Maintenance, HAMILTON Ventilator Parts/Accessories

PROPOSALS RECEIVED

Status	Vendor	Contact Info	Submission Date
No Bid	Network Craze	Michael Featherstone mfeatherstone@networkcraze.com	Aug 17, 2023 1:00 PM
No Bid	Rep Services, Inc.	Nathan Almon sales@repservices.com (407) 831-9658	Aug 18, 2023 9:36 AM
No Bid	Unipak Corp.	Brian Marcus customercare@unipakcorp.net (888) 808-5120	Aug 17, 2023 12:57 PM

QUESTIONS AND ANSWERS

No Questions Received.

ADDENDA & NOTICES

ADDENDA ISSUED:

No Addenda issued.

NOTICES ISSUED:

No Notices issued.

Hamilton Medical Sole Source 7-2023

Final Audit Report

2023-08-17

Created:	2023-08-14
By:	Mandy Mullins (mmmullins@alachuacounty.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAA-z5WCtKicqXwbzpP5AWzwXrrWPqpWJk

"Hamilton Medical Sole Source 7-2023" History

-  Document created by Mandy Mullins (mmmullins@alachuacounty.us)
2023-08-14 - 5:56:55 PM GMT- IP address: 149.19.43.13
-  Document emailed to Darryl Kight (dkight@AlachuaCounty.US) for signature
2023-08-14 - 5:58:49 PM GMT
-  Email viewed by Darryl Kight (dkight@AlachuaCounty.US)
2023-08-14 - 6:06:27 PM GMT- IP address: 163.120.80.11
-  Document e-signed by Darryl Kight (dkight@AlachuaCounty.US)
Signature Date: 2023-08-14 - 6:06:45 PM GMT - Time Source: server- IP address: 163.120.80.11
-  Document emailed to TJ White (twhite@alachuacounty.us) for signature
2023-08-14 - 6:06:47 PM GMT
-  Email viewed by TJ White (twhite@alachuacounty.us)
2023-08-17 - 0:48:36 AM GMT- IP address: 98.180.0.215
-  Document e-signed by TJ White (twhite@alachuacounty.us)
Signature Date: 2023-08-17 - 0:51:20 AM GMT - Time Source: server- IP address: 98.180.0.215
-  Agreement completed.
2023-08-17 - 0:51:20 AM GMT






Item #10k, 23-00514, 09122023-SoleSource

Final Audit Report

2023-09-15

Created:	2023-09-15
By:	Steve Donahey (asd@alachuaclerk.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAqURQEOIJ4Yjn05ihtqHy-06cLs1yO3Yp

"Item #10k, 23-00514, 09122023-SoleSource" History

-  Document created by Steve Donahey (asd@alachuaclerk.org)
2023-09-15 - 1:57:06 PM GMT- IP address: 216.194.145.253
-  Document emailed to bocchairsignature@alachuacounty.us for signature
2023-09-15 - 1:57:43 PM GMT
-  Email viewed by bocchairsignature@alachuacounty.us
2023-09-15 - 6:21:18 PM GMT- IP address: 24.170.203.106
-  Signer bocchairsignature@alachuacounty.us entered name at signing as Anna Prizzia
2023-09-15 - 6:24:29 PM GMT- IP address: 24.170.203.106
-  Document e-signed by Anna Prizzia (bocchairsignature@alachuacounty.us)
Signature Date: 2023-09-15 - 6:24:31 PM GMT - Time Source: server- IP address: 24.170.203.106
-  Agreement completed.
2023-09-15 - 6:24:31 PM GMT