

MODIFICATION

**State of Maine**



**Master Agreement**

**Effective Date:** 12/28/12

**Expiration Date:** 12/31/19

**Master Agreement Description:** Defibtech AEDs and Accessories

**Buyer Information**

Justin Franzose 207-624-7337 ext. justin.franzose@maine.gov

**Issuer Information**

Donny Crockett 207-624-7336 ext. Donny.Crockett@maine.gov

**Requestor Information**

Katherine Boynton 207-626-3860 ext. Katherine.L.Boynton@maine.gov

**Authorized Departments**

ALL

**Vendor Information**

**Vendor Line #:** 1

**Vendor ID**

VC1000054153

**Vendor Name**

LIFESAVERS INC

**Alias/DBA**

**Vendor Address Information**

39 Plymouth Street

Fairfield, NJ 07004

US

**Vendor Contact Information**

ROBERT STICKEL

866-641-1200 ext.

Bob@lifesaversinc.com

## Commodity Information

**Vendor Line #:** 1

**Vendor Name:** LIFESAVERS INC

**Commodity Line #:** 1

**Commodity Code:** 47537

**Commodity Description:** Defibtech Automatic External Defibrillators and Accessories

**Commodity Specifications:** AEDs and cases purchased separately.

**Commodity Extended Description:** Contract pricing available to Municipalities, Political Subdivisions & Schools. See catalog for complete list of accessories available through this contract.

**Quantity**

0.00000

**UOM**

**Unit Price**

\$0.00

**Delivery Days**

0

**Free on Board**

FOB Dest, Freight Prepaid

**Contract Amount**

\$0.00

**Service Start Date**

**Service End Date**

**Catalog Name**

AEDs

**Discount**

0.0000 %

**Discount Start Date**

12/28/12

**Discount End Date**

12/31/19

**OPPORTUNITIES FOR POLITICAL SUBDIVISIONS  
AND SCHOOL DISTRICTS**

The Division of Purchases is committed to providing purchasing opportunities for political subdivisions and school districts in Maine by allowing them access, through our vendors, to our contract pricing.

The successful bidder's willingness to extend contract pricing to these entities will be considered in making this award. All bid responses will include in the comments field of their bid whether or not they will accept orders with or without condition from political subdivisions and Maine school districts at the prices quoted. Please fill out, sign, and attach this to your bid submission.

Will you accept orders from political subdivisions and school districts in Maine at the prices quoted?

Yes, unconditionally.

Yes, with conditions. Specify: \_\_\_\_\_

No.

Name of Company:  
LifeSavers Inc

Address:

\_\_\_\_39 Plymouth Street Fairfield NJ 07004

Signature: *Robert Stickel*

Date: 12/02/2011

SUPPLIER PART NUMBER	SUPPLIER NAME	MANUFACTURER NAME	MANUFACTURER PART NUMBER	COMMODITY CODE	ITEM DESCRIPTION	EXTENDED DESCRIPTION	UNIT OF MEASURE	LIST PRICE	DELIVERY DAYS
DCF-100	Lifesavers, Inc	Defibtech		47537	Lifeline AED	Lifeline AED, 5 year battery with Lithium 9v, Adult pad	EA	\$670.00	7
DDU-2300	Lifesavers, Inc	Defibtech		47537	Lifeline View AED	Lifeline View AED, 4 year battery, Adult Pads, User m	EA	\$1,090.00	14
DDP-100A	Lifesavers, Inc	Defibtech		47537	Adult Pads - Up to 5 Pairs - <b>Lifeline AED only</b>	This package contains one pair of adult defibrillation p	EA	\$34.20	2
DDP-100B	Lifesavers, Inc	Defibtech		47537	Adult Pads - 6 to 10 Pairs - <b>Lifeline AED only</b>	This package contains one pair of adult defibrillation p	EA	\$32.30	2
DDP-100C	Lifesavers, Inc	Defibtech		47537	Adult Pads - 10 or More Pairs - <b>Lifeline AED only</b>	This package contains one pair of adult defibrillation p	EA	\$30.10	2
DDP-200PA	Lifesavers, Inc	Defibtech		47537	Pediatric Pads - Up to 5 Pairs - <b>Lifeline AED only</b>	This package contains one pair of child/infant defibrilla	EA	\$89.10	2
DDP-200PB	Lifesavers, Inc	Defibtech		47537	Pediatric Pads - 6 to 10 Pairs - <b>Lifeline AED only</b>	This package contains one pair of child/infant defibrilla	EA	\$83.31	2
DDP-200C	Lifesavers, Inc	Defibtech		47537	Pediatric Pads - 10 or More Pairs - <b>Lifeline AED only</b>	This package contains one pair of child/infant defibrilla	EA	\$78.40	2
DDP-2001A	Lifesavers, Inc	Defibtech		47537	Adult Pads - Up to 5 Pairs - <b>Lifeline View AED only</b>	This package contains one pair of adult defibrillation p	EA	\$53.00	7
DDP-2001B	Lifesavers, Inc	Defibtech		47537	Adult Pads - 6 to 10 Pairs - <b>Lifeline View AED only</b>	This package contains one pair of adult defibrillation p	EA	\$50.00	7
DDP-2001C	Lifesavers, Inc	Defibtech		47537	Adult Pads - 10 or More Pairs - <b>Lifeline View AED only</b>	This package contains one pair of adult defibrillation p	EA	\$46.50	7
DDP-2002A	Lifesavers, Inc	Defibtech		47537	Pediatric Pads - Up to 5 Pairs - <b>Lifeline View AED only</b>	This package contains one pair of child/infant defibrilla	EA	\$89.10	7
DDP-2002B	Lifesavers, Inc	Defibtech		47537	Pediatric Pads - 6 to 10 Pairs - <b>Lifeline View AED only</b>	This package contains one pair of child/infant defibrilla	EA	\$83.31	7
DDP-2002C	Lifesavers, Inc	Defibtech		47537	Pediatric Pads - 10 or More Pairs - <b>Lifeline View AED only</b>	This package contains one pair of child/infant defibrilla	EA	\$78.40	7
DCF-200	Lifesavers, Inc	Defibtech		47537	5 year Battery Pack 9V lithium Battery - <b>Lifeline AED only</b>	This replacement battery pack has a standby life (inst	EA	\$132.76	2
DCF-210	Lifesavers, Inc	Defibtech		47537	7 year Battery Pack 9V lithium Battery - <b>Lifeline AED only</b>	This replacement battery pack has a standby life (inst	EA	\$173.00	2
DAC-410	Lifesavers, Inc	Defibtech		47537	9V Litium Battery - <b>Lifeline AED only</b>	The Lithium 9-volt battery is used to power the Active	EA	\$8.99	2
DCF-2003	Lifesavers, Inc	Defibtech		47537	4 year Battery Pack - <b>Lifeline View AED only</b>	This replacement battery pack has a standby life (inst	EA	\$144.00	7
DDC-6	Lifesavers, Inc	Defibtech		47537	Medium Capacity Data Card - Lifeline AED / Lifeline View AED	The DDC-6-AA Data Card provides up to 6 hours of E	EA	\$60.39	2
DDC50AE	Lifesavers, Inc	Defibtech		47537	Medium Capacity Data Card - Lifeline AED / Lifeline View AED	The DDC-50AE-AA provides up to 50 minutes of ever	EA	\$60.39	7
DAC-610	Lifesavers, Inc	Defibtech		47537	Defibview Software	Free Download at Defibtech.com	EA	\$0.00	1
DDC-CR	Lifesavers, Inc	Defibtech		47537	Data Card Reader - Lifeline AED or Lifeline View AED	This Card reader plugs into the USB port of any windo	EA	\$37.62	2
DAC-200	Lifesavers, Inc	Defibtech		47537	Soft Carrying Case	The carrying case is designed to hold a lifeline AED, E	EA	\$66.33	2
DAC-2100	Lifesavers, Inc	Defibtech		47537	Soft Carrying Case - <b>Lifeline View AED only</b>	This carrying case is designed to hold a Lifeline VIEW	EA	\$66.33	7
HC-200	Lifesavers, Inc	Defibtech		47537	Standard Hard Carrying Case - Black	This case is made of tough high impact ABS plastic. T	EA	\$131.67	2
HC-205	Lifesavers, Inc	Defibtech		47537	Standard Hard Carrying Case - Yellow	This case is made of tough high impact ABS plastic. T	EA	\$131.67	2
HC-5000	Lifesavers, Inc	Defibtech		47537	Hard Carrying Case - <b>Lifeline View AED only</b>	This case is made of tough high impact ABS plastic. T	EA	\$131.67	7
DSG-300	Lifesavers, Inc	Defibtech		47537	Wall Mount Cabinet	This cabinet allows a Lifeline AED to be mounted on a	EA	\$93.06	2
DSG-300A	Lifesavers, Inc	Defibtech		47537	Wall Mount Cabinet with Alarm	This cabinet allows a Lifeline AED to be mounted on a	EA	\$131.67	2
DSG-300S	Lifesavers, Inc	Defibtech		47537	Wall Mount Cabinet with Alarm & Strobe	This cabinet allows a Lifeline AED to be mounted on a	EA	\$189.09	2
DB-100	Lifesavers, Inc	Defibtech		47537	Wall Mount Bracket	This bracket is made of black metal designed to be m	EA	\$39.60	2
DS-100	Lifesavers, Inc	Defibtech		47537	Three-way wall sign	AED 3 way wall sign for placement near your lifeline A	EA	\$11.88	2
DS-200	Lifesavers, Inc	Defibtech		47537	Two-way wall sign	AED 2 Way wall sign for placement near your lifeline A	EA	\$11.88	2
DEC-200	Lifesavers, Inc	Defibtech		47537	Vehicle Decal	Let others know that there is an AED in your vehicle. T	EA	\$1.45	2
DEC-100	Lifesavers, Inc	Defibtech		47537	Facility Decal	Let others know there is an AED on site. This high qua	EA	\$1.45	2
TAG-100	Lifesavers, Inc	Defibtech		47537	Inspection Tag	Stay on track with your AED maintenace schedule b	EA	\$0.80	2
DCF-350T	Lifesavers, Inc	Defibtech		47537	Standalone Trainer	The Standalone AED Trainer can be used to instruct s	EA	\$331.65	2
DAC-200T	Lifesavers, Inc	Defibtech		47537	Soft Carrying Case For Trainer	This carrying case matches the color of the Trainer AB	EA	\$64.35	2
DDP-101T	Lifesavers, Inc	Defibtech		47537	Adult training Pad Package (1set)	This training pad package includes one set of training	EA	\$27.75	2
DDP-105T	Lifesavers, Inc	Defibtech		47537	Adult Replacement Training Pad Package (5 sets)	These replacement training pads can be used to repla	EA	\$27.75	2
DDP-201T	Lifesavers, Inc	Defibtech		47537	Pediatric Training Pad Package (1set)	This training pad package includes one set of training	EA	\$27.75	2
DDP-205T	Lifesavers, Inc	Defibtech		47537	Pediatric Replacement Training Pad Package (5 Sets)	These replacement training pads can be used to repla	EA	\$27.75	2
DBP-RC2	Lifesavers, Inc	Defibtech		47537	Training Battery Pack	This is a replacement training battery pack for packs	EA	\$48.00	2
DTR-201	Lifesavers, Inc	Defibtech		47537	Training Battery Pack Charger	This 110V/60HZ wall charger with a standard US plug	EA	\$147.00	2
DTR-400	Lifesavers, Inc	Defibtech		47537	Training Remote Control	This remote control can be used to control up to four s	EA	\$48.00	2
DAC-520	Lifesavers, Inc	Defibtech		47537	In-Service Training Video	N/A	EA	\$9.00	2

**EXTENSION OF ANNUAL CONTRACT**

**Commodity Item:** Defibtech AEDs and Accessories

**Contractor:** Lifesavers Inc.

**Contract Period Extended To:** 12/31/2019

**Extension Clause:** The State reserves the right to extend this contract for a period of one year, with the consent of the contractor.

**Agreement to Extend Contract:**

In accordance with the above referenced Extension Clause, the undersigned agrees to continue in effect said Contract # MA 111212\*142 until December 31, 2019 with all terms, conditions remaining as shown in the original contract.

Copy of which is acknowledged on this date.

Contractor: *Lifesavers INC*

By: *Robert Stichel*  
*Robert Stichel, President*

E-mail Address: *bob@lifesaversinc.com*

Date: *12-27-2018*

Dollar value the State has spent on this contract from 12/31/2017 to present:

*\$ 257,839.57*



# State of Maine Waiver of Competitive Bidding Request Form

**Form Instructions:** Please provide the requested information in the white boxes below. This form is to precede all contract requests that are not the direct result of a competitive bid process.

<b>Requesting Department's Contract Administrator:</b>	Shaun St. Germain	<b>Office/Division/Program of Contract Administrator:</b>	Maine EMS
<b>Est. Contract Amount:</b>	\$ N/A	<b>Contract or RQS Number:</b>	MA 18P 111212*142
<b>Proposed Start Date:</b>	<b>1/1/2019</b>	<b>Proposed End Date:</b>	12/31/2019
<b>Vendor/Provider Name, City, State</b>	Lifesavers AED		
<b>Short Description of Good or Service:</b>	AED purchasing agreement at discounted cost.		
<b>Please note, for transparency purposes, Waivers of Competitive Bidding will be publicly posted. Public postings are placed on the Division of Procurement Services website for a period of seven consecutive calendar days.</b>		<b>To be completed by the Division of Procurement Services</b> Posting dates on Division of <b>Procurement Services</b> website: From: <u>12/20/2018</u> To: <u>12/26/2018</u>	
<b>Notice of Intent to Waive Competitive Bidding Number:</b>		NOI# 1220182058	
<b>1. Statutory Justification</b> State of Maine statute (5 M.R.S. §1825-B(2)) allows waivers of competitive bidding only for the specific reasons listed below. Please mark the appropriate box (X) next to the justification which applies to this specific request.			
<input type="checkbox"/>	A. The procurement of goods or services by the State for county commissioners pursuant to Title 30-A, section 124, involves the expenditure of \$2,500 or less, and the interests of the State would best be served;		
<input type="checkbox"/>	B. The Director of the Bureau of General Services is authorized by the Governor, or the Governor's designee, to make purchases without competitive bidding because, in the opinion of the Governor or the Governor's designee, an emergency exists that requires the immediate procurement of goods or services;		
<input type="checkbox"/>	<i>If citing the above justification for this Waiver of Competitive Bidding request, please have the requesting Department's Commissioner or Chief Executive (as the Governor's "designee") sign and date on the right.</i>	<i>By signing below, I signify as the Governor's designee there is an emergency that necessitates this non-competitive procurement.</i> <b>Signature:</b>	
<input type="checkbox"/>	<b>Printed Name:</b>	<b>Date:</b>	
<input checked="" type="checkbox"/>	C. After reasonable investigation by the Director of the Bureau of General Services, it appears that any required unit or item of supply, or brand of that unit or item, is procurable by the State from only one source;		
<input type="checkbox"/>	D. It appears to be in the best interest of the State to negotiate for the procurement of petroleum products;		
<input type="checkbox"/>	E. The purchase is part of a cooperative project between the State and the University of Maine System, the Maine Community College System, the Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State involving: (1) An activity assisting a state agency and enhancing the ability of the university system, community college system, Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State to fulfill its mission of teaching, research, and public service; (2) A sharing of project responsibilities and, when appropriate, costs;		
<input type="checkbox"/>	<i>If citing the above justification for this sole source request, please note that the specific approval of the Governor's Office is required, in accordance with Executive Order 26 FY 11/12, "An Order to Enhance Competitive Bidding". The approval must be documented on DAFS/BGS/Division of Procurement Services "GOVCOOP" form, found here: <a href="http://www.maine.gov/purchases/info/forms/govcoop.doc">http://www.maine.gov/purchases/info/forms/govcoop.doc</a>.</i>		
<input type="checkbox"/>	F. The procurement of goods or services involves expenditures of \$10,000 or less, in which case the Director of the Bureau of General Services may accept oral proposals or bids;		
<input type="checkbox"/>	G. The procurement of goods or services involves expenditures of \$10,000 or less, and procurement from a single source is the most economical, effective and appropriate means of fulfilling a demonstrated need.		
<input type="checkbox"/>	If a different authorization specifically allows for this non-competitive procurement, please provide that reference here:		



# State of Maine Waiver of Competitive Bidding Request Form

Please note that the following four points below (#2 through 5) all require a response.

## 2. Description of Specific Need

Please identify, and fully describe, the specific problem, requirement, or need the resulting non-competitive contract would address and which makes the goods or services necessary. Explain how the requesting Department determined that the goods or services are critical and/or essential to agency responsibilities or operations.

AEDs are an important step in saving lives during an out of hospital cardiac event. This agreement will allow municipalities, political subdivisions, and schools the ability to purchase an AED for a discounted rate.

## 3. Availability of other Public Resources

Please explain how the requesting Department concluded that sufficient staffing, resources, or expertise is not available within the State of Maine's government, or other governmental entities (local, other state, or federal agencies) external to the requesting Department, which would be able to address the identified need more efficiently and effectively than the identified vendor.

There is no publicly held resource which builds and sells AEDs.

## 4. Cost

Since a waiver of competitive bidding is being requested for this procurement, please explain how the requesting Department concluded the negotiated costs, fees, or rates are **fair and reasonable**.

This is a discounted cost per item negotiated previously with the vendor.

## 5. Future Competition

Please describe potential opportunities which may be available to foster competition for these goods or services in the future.

Maine EMS plans to complete a RFP during 2018 to ensure that this company still has the best prices.



## State of Maine Waiver of Competitive Bidding Request Form

**Please note that only one of the two points below ("Uniqueness" or "Timeframe") requires a response. Requesting Departments are not required to respond to both points.**

**6. Uniqueness**

Please explain if the goods or services required are unique to a specific vendor. Describe the unique qualifications, abilities, and/or expertise of the vendor and how those particular unique factors address the specific need identified above. If the vendor has unique equipment, facilities, or proprietary data, also explain the necessity of these particular unique assets.

There are limited vendors for AEDs. At this time, this vendor has the lowest prices available to the state and has made them available to municipalities, political subdivisions, and schools.


**7. Timeframe (Complete only if B. is the Statutory Justification marked on Page 1)**

Please explain if time is of the essence and an emergency exists which requires the immediate procurement of goods or services. Describe the nature of this emergency, provide the date by which the goods or services must be delivered, and explain how that date was determined and its significance (i.e. impact if delayed beyond this date). Also, provide information as to how it was determined this vendor is the best option to address this time-sensitive procurement.

**Signature of requesting Department's Commissioner or Chief Executive (or designee within the Commissioner's Office):**

*By signing below, I signify that my Department requests, and I approve of, this Waiver of Competitive Bidding.*

**Printed Name:**

  
Janet Joyeux

**Date:**

12-18-18