

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

COMPETITIVE NEGOTIATION TABULATION

PROPOSAL NO.: 3121

APPROVAL DATE: March 28, 2023

ITEM(S) QUOTED: AED PROGRAM MANAGEMENT SOLUTION

DATE PROPOSAL RECEIVED: March 2, 2023

CONTRACT PERIOD: March 29, 2023 through March 28, 2025
with four (4) biennial renewals at the option of both parties.

VENDOR INSTRUCTIONS: No shipments/services are to be made against the contract.
Purchase Orders will be issued.

RECOMMENDATION: Awarded to Cintas Corporation as the best evaluated offeror based on the
evaluation criteria set forth in the Request for Proposal.

AED Program Management Solution (Commodity Code: 4600225-2015043)

The following prices are those submitted by: CINTAS CORPORATION:

1. Price per initial Individual AED unit (all inclusive); to include equipment and training:

\$1,739.45

2. Price per item on as needed basis (additional):

- a. AED Unit

\$ 1598.67

- b. AED Cabinet

\$ 61.00

- c. Rescue Kit

\$ 17.23

- d. Signage

\$ 10.28

- e. First Aid/CPR/AED Training

\$ 69.50 per person – online w/skills
check or in person

- f. Relocation of AED and equipment when required

\$ 0

Sum of a. through f. equals Total for Item No. 2: \$1,756.68

3. Price per unit for maintenance, tracking, inspection and support of AED program;
which includes replacement batteries, pads and rescue kits:

\$ 0 Annual Medical Direction

\$ 30 per AED per Quarterly Check

\$160 per replacement Zoll 3 battery

\$175 per replacement Zoll Uni Padz

****Total cost of items 1-3; to be used for evaluation purposes. ****

\$1,769.45

\$1,739.45 for all inclusive AED
+ \$30 per quarter for inspection

4. Allowance per unit trade-in for current AEDs in program:

\$ See below

\$0-400 per unit based on make,
model, & condition

AED Program Management Solution (Commodity Code: 4600225-2015043)

The following prices are those submitted by: SCHOOL HEALTH CORPORATION:

1. Price per initial Individual AED unit (all inclusive); to include equipment and training:

\$1,867.23

2. Price per item on as needed basis (additional):

- | | |
|--|---------------------------|
| a. AED Unit | <u>\$ 1674.28</u> |
| b. AED Cabinet | <u>\$ 113.00</u> |
| c. Rescue Kit | <u>\$ 0.00</u> |
| d. Signage | <u>\$ 0.00</u> |
| e. First Aid/CPR/AED Training | <u>\$79.95 per person</u> |
| f. Relocation of AED and equipment when required | <u>\$ 0.00</u> |

Sum of a. through f. equals Total for Item No. 2: \$1,867.23

3. Price per unit for maintenance, tracking, inspection and support of AED program;
which includes replacement batteries, pads and rescue kits: \$ 65.00 per visit

****Total cost of items 1-3; to be used for evaluation purposes. **** \$1,932.23
-Our total cost for this item is lines 1 and 3 combined

4. Allowance per unit trade-in for current AEDs in program: \$260.00-CR Plus
-To qualify, AED must pass self-test and should \$410.00-CR2
not be physically damaged \$260.00-Phillips

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The following prices are those submitted by: RETRAC, INC. DBA THINKSAFE, INC.:

1. Price per initial Individual AED unit (all inclusive); to include equipment and training:

\$2,140.00

2. Price per item on as needed basis (additional):

- a. AED Unit \$ 1,865.00
- b. AED Cabinet \$ 150.00 or rugged AED case
- c. Rescue Kit \$ 15.00
- d. Signage \$ 15.00
- e. First Aid/CPR/AED Training \$ 240.00 per 8-12 people
- f. Relocation of AED and equipment when required \$ 125.00

Sum of a. through f. equals Total for Item No. 2: \$2,410.00

3. Price per unit for maintenance, tracking, inspection and support of AED program;
which includes replacement batteries, pads and rescue kits: \$300.00 includes 2 drills, quarterly inspections, annual fee, etc...

****Total cost of items 1-3; to be used for evaluation purposes. **** \$4,850.00

4. Allowance per unit trade-in for current AEDs in program: \$250.00 credit per

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The following prices are those submitted by: BLUEGRASS BIOMEDICAL, INC.:

1. Price per initial Individual AED unit (all inclusive); to include equipment and training:

\$2,435.00 (8 AHA CERTS)

2. Price per item on as needed basis (additional):

a. AED Unit \$ 1,725.00

b. AED Cabinet \$ 95.00

c. Rescue Kit \$ 10.00

d. Signage \$ 15.00

e. First Aid/CPR/AED Training \$ 55.00

f. Relocation of AED and equipment when required \$ 150.00 (installation)

Sum of a. through f. equals Total for Item No. 2: \$2,050.00

3. Price per unit for maintenance, tracking, inspection and support of AED program;

which includes replacement batteries, pads and rescue kits:

\$575.00 (\$75.00/AED -
Biomedical Inspection)

****Total cost of items 1-3; to be used for evaluation purposes. **** \$5,085.00

4. Allowance per unit trade-in for current AEDs in program: \$200.00

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The following prices are those submitted by: KERR WORKPLACE SOLUTIONS:

1. Price per initial Individual AED unit (all inclusive); to include equipment and training:

\$2,459.97

2. Price per item on as needed basis (additional):

a. AED Unit \$ 1,799.98

b. AED Cabinet \$ 239.99

c. Rescue Kit \$ 200.00

d. Signage \$ 20.00

e. First Aid/CPR/AED Training \$ 100.00

f. Relocation of AED and equipment when required \$ 100.00

Sum of a. through f. equals Total for Item No. 2: \$2,459.97

3. Price per unit for maintenance, tracking, inspection and support of AED program;
which includes replacement batteries, pads and rescue kits: \$718.75

****Total cost of items 1-3; to be used for evaluation purposes. **** \$3,178.72

4. Allowance per unit trade-in for current AEDs in program: \$200.00

All other cost/information is included with proposals. The proposals are on file in the Purchasing/Bid Department.