

JEFFERSON COUNTY BOARD OF EDUCATION  
EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

COMPETITIVE NEGOTIATION TABULATION

PROPOSAL NO.: 3125

APPROVAL DATE: July 25, 2023

ITEM(S) QUOTED: AED PROGRAM MANAGEMENT SOLUTION

DATE PROPOSAL RECEIVED: June 29, 2023

CONTRACT PERIOD: July 25, 2023 through July 24, 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: ARAMARK UNIFORM & CAREER APPAREL GROUP, INC DBA WESTERN FIRST AID & SAFETY.:

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

\$3739.53

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

- |  |  |
|--|--|
| a. AED Unit                                      | <u>\$ 1712.85</u>                          |
| b. AED Cabinet                                   | <u>\$ 95.00</u>                            |
| c. Rescue Kit                                    | <u>\$ 14.50</u>                            |
| d. Signage                                       | <u>\$ 12.50</u>                            |
| e. First Aid/CPR/AED Training                    | <u>\$ 950/Emergency Action Drill \$200</u> |
| f. Relocation of AED and equipment when required | <u>\$ 0.00</u>                             |

Sum of a. through f. equals Total for Item No. 2: \$2,984.85

3. Price per unit for maintenance, tracking, inspection and support of AED program;  
which includes replacement batteries, pads and rescue kits: \$754.68

**\*\*Total cost of items 1-3; to be used for evaluation purposes. \*\*** \$3739.53

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

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

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

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

\$1940.00

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

a. AED Unit \$ 1595.00

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 \$ 95.00 (new installation)

Sum of a. through f. equals Total for Item No. 2: \$1865.00

3. Price per unit for maintenance, tracking, inspection and support of AED program;  
which includes replacement batteries, pads and rescue kits: \$555.00

**\*\*Total cost of items 1-3; to be used for evaluation purposes. \*\*** \$4360.00

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

\$445.00 CR2

\$250.00 CR+

\$250.00 Phillips

\$350.00 Zoll

## 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:

\$1680.50\*

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

a. AED Unit \$ 1550.00\*

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 \$ 0.00\*

Sum of a. through f. equals Total for Item No. 2: \$1,708.01\*

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

\$ 0 Medical Direction\*

\$ 30 per AED per Quarterly Check\*

\$191.26 pads replacement\*

\$173.76 battery replacement\*

**\*\*Total cost of items 1-3; to be used for evaluation purposes. \*\*** \$1,710.50\*  
\$1,680.50 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:

\$1690.06

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

g. AED Unit \$ 1525.84

h. AED Cabinet \$ 95.22

i. Rescue Kit \$ 0.00

j. Signage \$ 0.00

k. First Aid/CPR/AED Training \$69.00 per person

l. Relocation of AED and equipment when required \$ 0.00

Sum of a. through f. equals Total for Item No. 2: \$1690.06

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. \*\*** \$1755.06

-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

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