

SOUTH WALTON FIRE DISTRICT

911 North County Highway 393, Santa Rosa Beach, Florida 32459

"Prompt, Competent, Caring Response in Time of Need"



Ryan H. Crawford
Fire Chief / Administrator

Sole/ Single Source Request Justification

(For Noncompetitive Purchases over \$5000)

WARNING: Per Florida Statutes 838.22(2)- It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole source contract for commodities or services.

To: Budget & Finance/ Purchasing Division

Your approval is requested to initiate a sole/single source procurement action:

Requestor Name: Magnum Coker

& Title: Division Chief of EMS

Requestor Dept./Division: EMS

Phone #: 850-267-1298 Requisition #: _____

Recommended Sole/Single Source procurement action with:

Company Name: Stryker

Contact Name: Jeff Wages

Address: 505 NW 65th Ct #100

City, State, Zip: Fort Lauderdale, FL 33309

E-mail: Jeff.Wages@stryker.com

Telephone: 901-491-1349

Is the recommended company the manufacturer?

☒ Yes

☐ No

Does the manufacturer sell the item(s) through distributors?

☐ Yes

☒ No

If yes, please have manufacturer provide a list of all authorized distributors.

Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable.

Identify the date you need item delivered or work performed.

Type of Sole/Single Source (Check One) ☒ Sole Source ☐ Single Source

<input checked="" type="checkbox"/>	One-Time: applies to a single requisition and purchase order for the current fiscal year
<input type="checkbox"/>	On-Going: Applies to multiple purchases to be made for one year from date Sole/Single Source approved. Estimated Annual Expenditures for one year: \$ _____

Is there a contract related to these services? ☐ Yes ☒ No If yes has legal reviewed it? ☐ Yes ☐ No

SOLE/SINGLE SOURCE RATIONALE

Explain why the recommended company is the only company who can perform the requirement. Address the following: Are there any other companies who can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended company has a significant advantage over any other company who can do this job?

It is important to sufficiently address the major reason for conducting a noncompetitive procurement, avoiding peripheral issues which detract from the main reason and reduce the credibility of the justification. The rational must be clear and convincing, avoiding generalities and unsupported conclusions. Use one or more of the following as applicable.

Use additional sheets if necessary.

A specific contractor is the only source of the required item because (check all that apply):

The required items are **proprietary to the Contractor**.

A specific item is needed:

- ☒ to be compatible or interchangeable with existing hardware,
- ☐ as spare or replacement hardware,
- ☒ for the repair or modification of existing hardware, or
- ☐ for technical evaluation or test.
- ☐ Vendor is the original equipment manufacturer; there are no regional distributors. Verification from manufacturer is attached
- ☐ This is the only equipment that meets the specialized needs of the department and performs the intended function. Detailed justification is attached.
- ☐ Vendor is the sole distributor that is restricted by the manufacturer to our territory. Verification from manufacturer is attached.

It is not possible to obtain competition (i.e., only one source is capable of supplying the items or meeting the requirements). *In a brief explanation, provide supporting evidence for the conclusion; other sources considered should be identified and why they are not able to meet the requirements.*

Only Stryker supplies the Lucas.

I

There is a **substantial technical risk** in contracting with any other contractor, thereby making that an unacceptable course of action (e.g., where only one contractor has been successful to date in implementing a difficult manufacturing process). *In a brief explanation, provide supporting evidence of other contractor's with relevant capabilities and emphasize their inability to overcome the substantial technical risk.*

No other contractor makes the Lucas device.

For support services effort, there is no reasonable expectation that a meaningful cost or other improvement could be made in the incumbent contractor's performance (e.g., the chances of another firm winning a competition are clearly remote). *Please provide a brief explanation.*

No other contractor makes the Lucas.

ACKNOWLEDGEMENT

This section must be completed:

I am aware of the South Walton Fire District's requirements for competitive bidding for purchases over \$5,000.00 and the criteria for justification for Single Source/Sole. I have gathered the required technical information and have made a concerted effort to review comparable/equal equipment (e.g., market research). I have attached the pertinent documentation showing what market research was conducted to preclude other items from consideration.

Requestor Signature: Magnum Coker Digitally signed by Magnum Coker
Date: 2025.02.24 08:35:34 -06'00' Date: 2/24/2025

Fire Chief Signature:  Date: 2/25/25

☐ The South Walton Fire District has advertised the above request on the District's website in accordance with State of Florida Statute 287.057 and no challenges or protests were received. *

Buyer: _____ Date: _____

Fiscal Officer: _____ Date: _____

If approved by Fire Board: Resolution Number: _____

*All requests for Sole/Single Source will be advertised on the District's website for a minimum of 7 days prior to approval from the Fire Chief.



LUCAS Feb 2025

Quote Number: 11070578

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Version: 1

Prepared For: SOUTH WALTON FIRE DISTRI
Attn:

Rep: Jeff Wages
Email: jeff.wages@stryker.com
Phone Number: (901) 491-1349

Quote Date: 02/18/2025

Expiration Date: 05/19/2025

Delivery Address

Name: SOUTH WALTON FIRE DISTRI
Account #: 20053633
Address: 911 N COUNTY HIGHWAY 393
SANTA ROSA BEACH
Florida 32459-5371

Sold To - Shipping

Name: SOUTH WALTON FIRE DISTRI
Account #: 20053633
Address: 911 N COUNTY HIGHWAY 393
SANTA ROSA BEACH
Florida 32459-5371

Bill To Account

Name: SOUTH WALTON FIRE DISTRI
Account #: 20053633
Address: 911 N COUNTY HIGHWAY 393
SANTA ROSA BEACH
Florida 32459-5371

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	1	\$17,815.76	\$17,815.76
2.0	11576-000060	LUCAS Desk-Top Battery Charger	1	\$1,319.38	\$1,319.38
3.0	11576-000071	LUCAS External Power Supply	1	\$417.38	\$417.38
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	1	\$784.74	\$784.74
Equipment Total:					\$20,337.26

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$323.57
Grand Total:	\$20,660.83

Prices: In effect for 30 days

Terms: Net 30 Days