

## EXECUTIVE SUMMARY



February 24, 2017

To: NASPO ValuePoint Management Board

From: Tim Hay for the Automatic External Defibrillator Sourcing Team

RE: Evaluation/Award Summary and Recommendation for NASPO ValuePoint RFP SW 17300, Automatic External Defibrillator's.

This executive summary was prepared by NASPO ValuePoint staff for use by the Management Board. The official award documents are maintained by the Lead State in accordance with its procurement laws.

**Background:** The NASPO ValuePoint Management Board approved conducting a re-solicitation for Automatic External Defibrillator's. The resulting services would allow states to have a master agreement for Automatic External Defibrillator's. The Sourcing Team has concluded the RFP evaluation process and has made recommendations regarding the resulting proposed contract award. Accordingly, the team is seeking approval of the award by the NASPO ValuePoint Management Board. In this re-solicited contract portfolio for NASPO ValuePoint, the sourcing team recommends a potential term up to five years.

**Sourcing Team:** The RFP was led by Gerald Elrod Oklahoma and was developed with sourcing team involvement with members from five states: Arlene Watson-Paulin-Connecticut, Stephanie Wildman-Idaho, Tom Munsey-Montana, Grant Braley-North Carolina and Tim Shay-Washington. Tim Hay from NASPO ValuePoint staff provided project oversight.

**RFP Information:** The RFP was issued on November 29, 2016. A pre-proposal conference was held December 9, 2016 and was attended by five vendors. The RFP was amended two times. The RFP closed January 10, 2017.

**Proposal Information:** Five proposals were received from: Northstar, Cardiac-Science, Physio, Phillips and Zoll. The Sourcing Team met February 7 – 9, 2017 in Oklahoma City to complete evaluation and scoring of each offeror's proposal. Evaluation was based on their Management Proposal (history and background of company), Technical Proposal (ability to meet the scope of work) and Cost.

**Evaluations:** The RFP allowed for multiple vendor awards based on all vendors falling within the allowable scoring deviation. Northstar was disqualified in the initial phase of the evaluation. All other vendors proceeded to the technical evaluation phase.

**Current and new supplier makeup:** The current NASPO ValuePoint contract for these services has five contractors. The evaluation team recommends awarding to Philips and Zoll for category 1, as the top performing vendors for class 1 devices. The evaluation team recommends awarding to Cardiac Science and Philips for category 2, as the top performing vendors for class 2 devices. In category 3, all vendors were within a five point margin and so the evaluation team recommends awarding to Philips, Physio Control and Zoll for class 3 devices. Consistent with the award methodology, the successful suppliers' full catalogues will be available on contract. Additionally, all recommended contractors are incumbents, allowing for an easy transition to the new master agreements.

**Key benefits of new agreements:** Below are some highlights of the benefits from the prospective contract awards:

1. Exceptional warranty support provided by multiple contracted vendors.
2. Increased savings, with multiple contracted vendors bidding prices lower than available on previous contract.
3. Value added proposals submitted by multiple vendors, providing additional value in defibrillator related technologies.
4. New products available, in the form of accessories and professional defibrillators not previously on contract.
5. New services available, in the form of service plans and training options not previously on contract.

**Conclusion:** The State of Oklahoma management has reviewed and approved these award recommendations. I endorse the excellent work and analysis of the sourcing team and recommend your approval of the proposed awards and ask that we permit the State of Oklahoma to move ahead with the recommended NASPO ValuePoint awards.

Below is a high-level spreadsheet that shows the scoring breakdown

Final Weighted Scores - Category 1					
Vendor	Cost	Technical Proposal	Usage Fee and Reporting	Distributor Network	Total Points
Cardiac Science	20.71112719	26.425	7.5	12.75	67.38612719
Philips	29.13264939	25.55	9	12	75.68264939
Physio Control	12.26797495	21.9625	12	12	58.23047495
Zoll	25.59492328	27.125	12	12	76.71992328

  

Final Weighted Scores - Category 2					
Vendor	Cost	Technical Proposal	Usage Fee and Reporting	Distributor Network	Total Points
Cardiac Science	28.00003096	26.425	7.5	12.75	74.67503096
Philips	21.47154947	25.025	9	12	67.49654947
Physio Control	13.43004587	23.275	12	12	60.70504587
Zoll	15.94157564	26.95	12	12	66.89157564

  

Final Weighted Scores - Category 3					
Vendor	Cost	Technical Proposal	Usage Fee and Reporting	Distributor Network	Total Points
Cardiac Science	n/a	n/a	n/a	n/a	n/a
Philips	28.57986475	29.05	9	12	78.62986475
Physio Control	29.75	22.6625	12	12	76.4125
Zoll	28.38308375	29.225	12	12	81.60808375