

**Cobb County School District**  
RFQ Q20190035, AEDs and Accessories

Vendor Name:		AED Brands, LLC		Allied 100, LLC dba AED Superstore		Cardio Partners, Inc.***		CPR Savers & First Aid Supply LLC		One Beat CPR Learning Center LLC***		Rescue One Training For Life, Inc.***		School Health Corporation***	
Terms:		Net 30 Days		Net 30 Days		0%-Net 30 Days		Net 30 Days		Net 30 Days		Net 30 Days		Net 30 Days	
Lead Time:		Less than 3 days unless a Manufacturer Backorder		Within 30 Days of Purchase Order Receipt		5 Business Days		N/A		3-15 Business Days		21 Days ARO		2-3 Weeks	
Item #	Description	Manufacturer/Model Number	Unit Price	Manufacturer/Model Number	Unit Price	Manufacturer/Model Number	Unit Price	Manufacturer/Model Number	Unit Price	Manufacturer/Model Number	Unit Price	Manufacturer/Model Number	Unit Price	Manufacturer/Model Number	Unit Price
<b>Group 1: AEDs and Accessories</b>															
1	HeartSine 450P AED with AED AccuTrack per Special Terms & Conditions, Section 2.1	80515-000002	\$975.00	450-BAC-US-08 with extras. 3 Years Arch included.	\$1,100.00	Physio-Control, Inc./CP #SAMAEDP450 N	\$799.95	80515-000002	\$1,050.00	Unit comes with One Beat AED Management NOT AccuTrack. Price includes the 2 year license for One Beat CPR + AED Management program. \$825.00 Per AED with Our Management program. \$895.00 Per AED with Our Management Program and Medical Direction for 1 year. Medical Direction will be an additional \$70.00 per AED starting year 2.	\$825.00 AED \$70.00/Per Year Medical Direction	Heartsine #80515-000002 w/Rescue One AED Manager	\$895.00		\$968.75
2	Pad-Pak Electrode and Battery Cartridge; Pediatric for HeartSine 450P (Pad-Pak-02)	11516-000004	\$172.39	Pad-Pak-02	\$144.99	Physio-Control, Inc./CP #0820-0010	\$142.36	Pad-Pak-02	\$200.00		\$150.00	11516-000004	\$148.00		\$155.15
3	Pad-Pak Electrode and Battery Cartridge; Adult for HeartSine 450P (Pad-Pak-01)	11516-000003	\$145.00	Pad-Pak-01	\$118.99	Physio-Control, Inc./CP #0820-0001	\$119.73	Pad-Pak-01	\$175.00		\$125.00	11516-000003	\$126.00		\$130.50
4	Trade-In Credit for old/existing CCSD unit per Special Terms & Conditions, Section 2.4	CR Plus units based on the manufacturer year between \$100 to \$150. All other manufactured units between \$150 to \$400 based on trade-in value and model year.		\$200.00		\$0.00 -\$600.00 based on manufacturer and year per trade value list.		\$100.00			\$50.00	\$150.00/includes Shipping Label		\$25.00 -\$475.00 based on manufacturer and year per trade value list.	
5	Warranty per Special Terms & Conditions, Section 3.0	Heartsine - 8 Years Pad Paks - 4 Years		\$150.00 Per location to install expiring Electrode Pads or "Patches" as referred to in 3.2		AED - 8 Years Pad Paks - 4 Years Loaners can be provided		Defibrillators - 8 Years Unable to provide a loaner				AED - 8 Years Pad Pak - 4 Years		AED - 8 Years Pad-Pak - 4 Years	
<b>Group 2: Additional Accessories for Current Models – No Substitutions</b>		<b>Warranty</b>	<b>Unit Price</b>	<b>Warranty</b>	<b>Unit Price</b>	<b>Warranty</b>	<b>Unit Price</b>	<b>Warranty</b>	<b>Unit Price</b>	<b>Warranty</b>	<b>Unit Price</b>	<b>Warranty</b>	<b>Unit Price</b>	<b>Warranty</b>	<b>Unit Price</b>
1	CHARGE-PAK & 1 set of adult electrodes for Medtronic CR Plus	2 Yrs.	\$95.40	4 Yrs.	\$84.99	Standard Mfg.	\$79.39	2 Yrs.	\$100.00	2 Yrs.	\$89.00	2 Yrs.	\$89.00	2 Yrs.	\$89.44
2	LifePak Infant/Child Pads for Medtronic	2 Yrs.	\$93.11	4 Yrs.	\$72.99	Standard Mfg.	\$70.68		N/A	2 Yrs.	\$79.00	2 Yrs.	\$85.00	2 Yrs.	\$126.67
3	Adult CPR D Padz for Zoll AED	5 Yrs.	\$159.00	5 Yrs.	\$159.99	Standard Mfg.	\$188.74	2 Yrs.	\$135.00		No Bid	5 Yrs.	\$149.00	5 Yrs.	\$158.44
4	Pediatric PADZ for Zoll AED	2 Yrs.	\$90.00	2 Yrs.	\$89.99	Standard Mfg.	\$106.17	2 Yrs.	\$85.00		No Bid	2 Yrs.	\$84.00	5 Yrs.	\$89.06
5	Plus Batteries for Zoll AED	5 Yrs.	\$39.50	5 Yrs.	\$24.99	Standard Mfg.	\$22.13	4 Yrs.	\$30.00		No Bid	5 Yrs.	\$32.00	5 Yrs.	\$23.13
6	Adult Pad Cartridge for Phillips HeartStart AED	2 Yrs.	\$52.00	2 Yrs.	\$41.99	Standard Mfg.	\$40.11	2 Yrs.	\$65.00	2 Yrs.	\$38.86	2 Yrs.	\$48.00	2 Yrs.	\$46.06
7	Replacement Battery for Phillips HeartStart AED	4 Yrs.	\$132.79	4 Yrs.	\$89.99	Standard Mfg.	\$101.22	2 Yrs.	\$135.00	4 Yrs.	\$98.02	4 Yrs.	\$129.00	4 Yrs.	\$116.19
8	Adult Electrodes for Cardiac Science Powerheart G3 Plus AED	2 Yrs.	\$36.00	2 Yrs.	\$35.99	Standard Mfg.	\$30.27	2 Yrs.	\$51.00		No Bid	2 Yrs.	\$38.00	2 Yrs.	\$30.62
9	Pediatric Electrodes for Cardiac Science Powerheart G3 Plus AED	2 Yrs.	\$89.00	2 Yrs.	\$79.99	Standard Mfg.	\$77.18	2 Yrs.	\$101.00		No Bid	2 Yrs.	\$82.00	2 Yrs.	\$78.75
10	Powerheart G Battery for Cardiac Science Powerheart G 3 Plus AED	4 Yrs.	\$295.00	4 Yrs.	\$299.99	Standard Mfg.	\$267.04	4 Yrs.	\$350.00		No Bid	4 Yrs.	\$299.00	4 Yrs.	\$272.50
11	Samaritan PAD 300P Adult Pad Pak (battery and electrodes) for Heartsine Samaritan	3.5/4 Yrs.	\$145.00	3.5 Yrs.	\$124.99	No Bid. Product has been discontinued.			N/A	4 Yrs.	\$125.00	4 Yrs.	\$126.00	4 Yrs.	\$130.50

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Group 3: Additional Related Items		Fee Structure	Fee Structure	Fee Structure	Fee Structure	Fee Structure	Fee Structure	Fee Structure
1	Per Section 6.9 of the Special Terms & Conditions, provide a fee structure for additional, related items that may be purchased during the award period.	20% Discount below Published Catalog Pricing	10% off Internet Pricing	15% Off Additional Accessories from Catalog List Price	N/A	Discount off Manufacturer List Heartsine - 30% Physio Control - 15% Phillips - 42%	Percentage off Manufacturer List Price: Cardiac Science - 23% Stryker/Physio-Control - 20% Phillips - 25% Zoll - 15%	13% Discount off Catalog Price. Standard exclusions apply.
2	Per Section 6.10 of the Special Terms & Conditions, provide a fee structure for additional, related services that may be needed during the award period.	Site Assessments, AED form of training and data download after an event, including an AED loaner at No Charge. <b>AED Brands Value Add:</b> * Local, feet on the ground Sales Rep. and local warehouse for 24 hour turnaround for equipment and supplies. * No cost for AccuTrack (AED Program Management) for all AEDs in the individual schools, which includes all AED models throughout the school district and CCSD building. * All AEDs arrive at the school location per PO rescue ready. Requires no assembly of the AED pads or batteries by the School Nurses or Staff.	\$65.00/Hour Plus Travel Expenses	Pricing for any additional services required can be requested at any time.	N/A	One Beat CPR + AED Management Program * Cost per AED per Year after Year 2 - \$25.00 * Cost for Medical Direction after Year 1 - \$70.00 per AED per Year	CPR/AED Training: \$55.00 per Student with minimum of (8) students per class.	N/A