

Stryker is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets in the U.S. and Canada for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® chest compression system
- TrueCPR® coaching devices
- CODE-STAT™ data review software and service

Stryker is the sole-source provider in all markets for the following products and services:

- RELI™ (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® system and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.net® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors
- Heart Safe Solution<sup>SM</sup> Government Campus Solution
- MultiTech 4G and Titan III gateways

Stryker is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH™ MAC EMS video laryngoscope

Stryker does not authorize any third parties to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products or services. If you have questions, please feel free to contact your local Stryker customer service representative at 800.442.1142.

Sincerely,



Matt Van Der Wende, Senior Director, Americas Sales

Copyright © 2020 Stryker

GDR 3321967\_M

Stryker or its affiliated entities own, use, or have applied for the following trademarks or services marks: LIFEPAK, LUCAS, TrueCPR, CODE-STAT, RELI, LIFENET, HealthEMS, HomeSolutions.net, Heart Safe Solution, Stryker. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

## Emergency Care

11811 Willows Road NE, Redmond, WA 98052 USA | P +1 425 867 4000 | Toll-free +1 800 442 1142 | [stryker.com](http://stryker.com)

**From:** [Garnett, Delores](#)  
**To:** [Walker-Harmon, Celeste](#)  
**Subject:** Re: Stryker Sole Source- LifePak  
**Date:** Tuesday, August 6, 2024 10:38:55 AM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)  
[image005.png](#)  
[image006.png](#)  
[image007.png](#)  
[Outlook-CGFD New L.png](#)

---

Hi Mrs. Celeste,

Yes ma'am, so sorry. I'm trying to amend the previous request, because the quote changed.

**Delores L. Garnett**  
**Fire Support Services Coordinator II**  
**City of Coral Gables Fire Department**  
**(Logistics and Capital Planning Division)**

2151 Salzedo Street  
Coral Gables, Florida 33134

**“Great leaders are not the best at everything. They find people who are best at different things and get them all on the same team.” ~ Eileen Bistrisky**

**Office:** 305-460-5576

**Fax:** 305-460-5598

[dgarnett@coralgables.com](mailto:dgarnett@coralgables.com)



---

**From:** Walker-Harmon, Celeste <[cwalker@coralgables.com](mailto:cwalker@coralgables.com)>

**Sent:** Tuesday, August 6, 2024 10:37 AM

**To:** Garnett, Delores <[dgarnett@coralgables.com](mailto:dgarnett@coralgables.com)>

**Subject:** RE: Stryker Sole Source- LifePak

Delores,

I am confused. You have new request but old supporting documentation attached from a previous SS that I approved. Are you trying to amend the request or is this a new request. I need some background.



Celeste S. Walker-Harmon, MBA, CPSM, CPPO  
Finance Asst Dir for Procurement/Chief Procurement Officer  
City of Coral Gables  
Procurement Division  
2800 SW 72<sup>nd</sup> Avenue  
Miami, FL 33155  
Office: 305-460-5101 | Fax: 305-261-1601  
Email: [cwalker@coralgables.com](mailto:cwalker@coralgables.com)  
Website: [www.coralgables.com/departments/Procurement](http://www.coralgables.com/departments/Procurement)



[Get the app](#)



[Be our friend](#)

**Special Note:** This e-mail is intended solely for the use of the individual(s) to whom it is addressed. If you believe you have received this e-mail in error, please notify the sender immediately, delete the e-mail from your computer, and do not copy or disclose to anyone else.

**Public Records:** . The State of Florida has a broad public records law. Most written communications to or from State and Local Officials regarding State or Local business are public records available to the public upon request. Your email communications may therefore be subject to public disclosure.

---

**From:** Garnett, Delores <dgarnett@coralgables.com>  
**Sent:** Monday, August 5, 2024 8:34 AM  
**To:** Walker-Harmon, Celeste <cwalker@coralgables.com>  
**Subject:** Stryker Sole Source- LifePak

Good morning Mrs. Celeste,

Please see the attached for your review and approval.

Thank you,

**Delores L. Garnett**  
**Fire Support Services Coordinator II**  
**City of Coral Gables Fire Department**  
**(Logistics and Capital Planning Division)**

2151 Salzedo Street  
Coral Gables, Florida 33134

**“Great leaders are not the best at everything. They find people who are best at different things and get them all on the same team.” ~ Eileen Bistrisky**

**Office:** 305-460-5576

**Fax:** 305-460-5598

[dgarnett@coralgables.com](mailto:dgarnett@coralgables.com)





### LifePAK 35

Quote Number: 10934225

Version: 1

Prepared For: CITY OF CORAL GABLES FIRE DEPT ADMIN

Attn:

Rep: Alex Eidson

Email: alex.eidson@stryker.com

Phone Number:

Quote Date: 07/10/2024

Expiration Date: 10/08/2024

Contract Start: 06/07/2024

Contract End: 06/06/2025

#### Delivery Address

#### Sold To - Shipping

#### Bill To Account

Name:	CITY OF CORAL GABLES FIRE DEPT ADMIN	Name:	CITY OF CORAL GABLES FIRE DEPT ADMIN	Name:	CITY OF CORAL GABLES
Account #:	20126386	Account #:	20126386	Account #:	20126068
Address:	2151 SALZEDO ST CORAL GABLES Florida 33134-4303	Address:	2151 SALZEDO ST CORAL GABLES Florida 33134-4303	Address:	405 BILTMORE WAY CORAL GABLES Florida 33134-5717

#### Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	70335-000042	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT	PCE	5	\$46,265.14	\$231,325.70
2.0	11335-000001	BATTERY, LI-ION, WITH IFU, LP35	PCE	5	\$650.00	\$3,250.00
3.0	11140-000102	CHARGER, BATTERY, LP35	PCE	5	\$1,950.00	\$9,750.00
4.0	11335-000005	KIT, PRINTER, LP35	PCE	5	\$1,950.00	\$9,750.00
5.0	11335-000008	KIT, STORAGE BAGS, LP35	PCE	5	\$384.00	\$1,920.00
6.0	11150-000020	KIT, MODEM, NA, LP35	PCE	5	\$960.00	\$4,800.00
7.0	11111-000041	ASSY, CABLE, ECG, 15 LEAD, 3 WIRE PRECOR	PCE	5	\$56.11	\$280.55
8.0	11260-000073	KIT, SHOULDER STRAP, LP35	PCE	5	\$48.00	\$240.00
9.0	11140-000131	POWER CORD,C13 ST,10FT,HOSPITAL GRADE	PCE	5	\$70.20	\$351.00
11.0	11996-000519	LNCS-II rainbow DCI 8? SpCO, Adult Reusable Sensor	PCE	5	\$558.35	\$2,791.75
12.0	11996-000456	RD SET DCI, 3ft. Adult Reusable Sensor, 1/box	PCE	5	\$262.60	\$1,313.00
14.0	11330-000026	ASSY, DOCKING STATION, LP35	PCE	5	\$2,049.11	\$10,245.55
Equipment Total:						\$276,017.55

#### Trade In Credit:



## LifePAK 35

Quote Number: 10934225  
 Version: 1  
 Prepared For: CITY OF CORAL GABLES FIRE DEPT ADMIN  
 Attn:

Rep: Alex Eidson  
 Email: alex.eidson@stryker.com  
 Phone Number:

Quote Date: 07/10/2024  
 Expiration Date: 10/08/2024  
 Contract Start: 06/07/2024  
 Contract End: 06/06/2025

Product	Description	Qty	Credit Ea.	Total Credit
TR-15V1V2-LP15	TRADE-IN-STYKER LP15V1/V2 TOWARDS PURCHASE OF LIFEPAK 15	5	-\$6,500.00	-\$32,500.00

### Data Solutions:

#	Product	Description	Qty	Sell Price	Total
13.0	11600-000030	CODE-STAT 11 Data Review Seat License	1	\$2,735.25	\$2,735.25
Data Solutions Total:					\$2,735.25

### Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
<b>Grand Total:</b>	<b>\$246,252.80</b>

### Comments:

\*\*\*\*Promotional Pricing in place of Finance Proposals\*\*\*\*

Prices: In effect for 30 days

Terms: Net 30 Days



## LifePAK 35

Quote Number: 10934225

Version: 1

Prepared For: CITY OF CORAL GABLES FIRE DEPT ADMIN

Attn:

Rep: Alex Eidson

Email: alex.eidson@stryker.com

Phone Number:

Quote Date: 07/10/2024

Expiration Date: 10/08/2024

Contract Start: 06/07/2024

Contract End: 06/06/2025

### Terms and Conditions:

**Deal Consummation:** This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at [https://techweb.stryker.com/Terms\\_Conditions/index.html](https://techweb.stryker.com/Terms_Conditions/index.html).



**CITY OF CORAL GABLES  
FINANCE/PROCUREMENT DIVISION  
SURPLUS TRADE-IN FORM**

Department/Division 5500  
 Requestor's Name Xavier Juntas  
 Title Director  
 Location of Property Fire Station 1  
 Trade-in will be applied to a sole source procurement?  Y  N  
 Description of new property being purchased? New Lifepak 35  
 Telephone No. 305-460-5568  
 Email xjuntas@coralgables.com

Estimated Value: \$ \_\_\_\_\_

Quantity (A)	Property Description (B)	Year Purchased (C)	Make (D)	Model Number (E)	Serial Number (F)	Unit of Measure (G)	Acquisition Cost Per Unit (H)	Total (I)	Condition of Property* (J)	Trade-in Value Offered (K)
1	Lifepak 15	2010	Physio	Lifepak 15	39059182	each	30,000	30,000	2	6,500
1	Lifepak 15	2011	Physio	Lifepak 15	34803937	each	30,000	30,000	2	6,500
1	Lifepak 15	2012	Physio	Lifepak 15	40336515	each	30,000	30,000	2	6,500
1	Lifepak 15	2013	Physio	Lifepak 15	41022667	each	30,000	30,000	2	6,500
1	Lifepak 15	2014	Physio	Lifepak 15	42237599	each	30,000	30,000	2	6,500
Total \$ <u>32,500</u>									(L)	

(Attach separate sheet if necessary)

- \*Condition of Property
- Used - more than 75% of useful value remains
  - Used - 75-50% of useful value remains
  - Used - 50-25% of useful value remains
  - Used - less than 25% of useful value remains
  - Used - Spare parts only.

Trade-In Approved  Y  N  
 Department Director [Signature]  
 Date 8.3.24

Trade-In Approved  Y  N  
 Chief Procurement Officer [Signature]  
 Date 8/6/2024