COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 901967

### for

Heart Monitor Replacement Project

**Networking/Bidders Conference Held on January 5, 2021**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

Alameda County is committed to reducing environmental impacts across our entire supply chain.

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1. Is the bid form just an example?
	1. **No. The bid form is required to be submitted as part of the bid.**
2. The bid form has two line items, Bidders usually have accessories (pads, finger probs, cables, and warranties) attached to heart monitors, does the County want Bidders to include those into the unit cost?
	1. **Please review and use the REVISED Bid Form.Please provide total cost for 40 units of heart monitors in line 1 which should include all the accessories go into that units to make it functionable. We are also requesting a detail cost break down for the proposed budget.**
3. What would the training aspect in the Bid Form include?
	1. **Must include onsite training for crews and/or ACFD staff of all aspects to put the cardiac monitor in-service in the field by paramedics and EMTs using all available features and accessories. Per page 7 of the RFP, Section F. (DELIVERABLES/REPORTS) Item 4 states:**

***Training shall be provided by contractor for AFCD paramedics and EMT. Training will be a combination of on-line and in person classes. Onsite training may be held for up to three (3) weeks, for 8 hours, Monday through Friday. Contractor shall provide training materials, as required for the training.***

1. Where should the annual maintenance be included? What should be included in the annual maintenance?
	1. **Please review and use the REVISED Bid form. Annual maintenance includes onsite comprenhensive inspection for the unit and its accessories, offsite repair cost break down, loaner program if any and the costs.**

1. Is there ever a situation where the monitor/defibrillator will be used in AED mode?
	1. **Yes, when an EMT must provide defibrillation when a paramedic is not readily available.**
2. Does the County intend to trade-in any of the existing Lifepak devices?  If so, can the County please provide how many devices are available for trade?
	1. **Yes. Approximately 35 Life Pack 15 (LP15s).**
3. Is there a list of deliverables for annual maintenance and service packages? Such as on site repairs or expectation guidelines that Contractor will need to adhere too.
	1. **No. Coverage of the cardiac monitor plus all non-disposable accessories must be adhered to.**
4. Would the County want to see on-site service and bench service on the five-year plan?

**A8)** **Annual maintenance will be on-site. Repairs may be on-site and/or off-site with a loaner unit available if necessary.**

1. What is the expectation of the County in terms of what should be included regarding service and maintenance of the devices for the four to five year period at a time?
	1. **Providing contractual on-site preventative maintenance or off-site with loaner units provided without additional charges. Repairs to be charged as needed and repaires on-site or off-site with loaners available without additional charges to the County.**
2. How is the County moving data today in their current devices to the ESO and what does that process looks like? Is there a vehicle modem such as a cradle point or sierra wireless modem that the Life-Pack is talking to? Is Bluetooth preferred?
	1. **There is no preference between modem or Bluetooth data transfer. Data from monitor must be wirelessly transfered to ESO Electronic Health Record (EHR) program on scene of emergency incidents without additional costs for data connection service. Data must also be transferred to Alameda County STEMI receiving centers wirelessly and without additional costs for data connection service.**
3. Is the County looking for the Bidder to provide the cellular modems that work on the device and the associated monthly fees for those modems, or is the County looking for modems only and the County will contract the data component for the modems?
	1. **Cellular modems are needed as long as ESO EHR program data is tranferable and STEMI data to Alameda County STEMI receiving centers. If modem is necessary for data transfer, then no additional service or contract charges shall be billed to the County.**
4. If a device can speak to the County’s vehicle modems, is that a sufficient solution?
	1. **Yes.**
5. Page 6 of the RFP, Section D. (BIDDER QUALIFICATIONS), Item 1.c. states:

*Bidder shall possess all permits, licenses and professional credentials necessary to supply product and perform services as specified under this RFP.*

Can the County provide any detail on the required permits and licensing and would the California State Board of Equilization sellers permit suffice?

* 1. **Standard relevant government licenses and permits will suffice.**

**Vendor List**

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| **RFP No. 901967** |
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| ZOLL Medical Corporation | Brett Rodriguez | 408-649-0868 | 269 Mill Road, | Chelmsford | MZ | brodriguez@zoll.com |
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| Philips | Thomas Cabral | 916-216-5227 |  |  |  | thomas.cabral@philips.com |
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