

New York State Office Of General Services
Procurement Services Group
Corning Tower Building
Empire State Plaza
Albany, New York 12242
<http://www.ogs.state.ny.us>

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [11678-G](#)

DATE: March 10, 2003

GROUP: 12601 Electronic Heart Resuscitation Equipment
Defibrillators, Pacemakers, Heart Valves,
Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 -
April 30, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

**CONTRACTOR(S)/
CONTRACT NO(S):** Guidant Sales Corporation - PC57566

SUBJECT: Extension of Contract

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601 - Contract Award Number 11678-G, our contract award for Electronic Heart Resuscitation Equipment, Defibrillators, Pacemakers, Heart Valves and Vascular Grafts. In addition to contractors listed on our Purchasing Memorandum dated **January 13, 2003** offering to extend their contracts, Guidant Sales Corp., Contract No. PC57566 has offered to extend their contract as well.

Accordingly, Contract No. PC57566 is hereby extended for an additional three month period (through April 30, 2003) or until a new contract award is issued, whichever is first.

All other terms and conditions of this extended contract remain unchanged. Should you have any questions concerning this purchasing memorandum, please feel free to call this office at 518/474-6705 or email james.gelston@ogs.state.ny.us. We suggest you attach this purchasing memorandum to the front of your contract award.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [11678-G](#), C-01839, C-01840

DATE: February 26, 2003

GROUP: 12601 - Electronic Heart Resuscitation Equipment
Defibrillators, Heart Valves, Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 -
April 30, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S): Biotronik, Inc., Cryolife, Inc., Laerdal Medical Corporation, Medical Research Laboratories (MRL), Medtronic, Inc., Medtronic Physio Control, Philips Medical Systems - Heartstream, St. Jude Medical, W.L. Gore, Inc., Zoll Medical

CONTRACT NO(S): PC58784, PC56564, PC57568, PC57569, PC57570, PC57571, PC58608, PC57573, PC57575, PC58980

SUBJECT: Contract Update, New Products

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601 - Contract Award Numbers 11678-G, C-01839, and C-01840, our contract awards for Electronic Heart Resuscitation Equipment, Defibrillators, Pacemakers, Heart Valves and Vascular Grafts.

Per our Purchasing Memorandum dated January 13, 2003 we are processing our Invitation for Bid No. 02612, bid opening of October 1, 2003 for a new contract award.

As noted in our Purchasing Memorandum, Contract No. PC57575, W.L. Gore is scheduled to expire February 28, 2003. We anticipate W.L. Gore to be included as a contractor for our new contract award. W.L. Gore will continue to hold previous contract prices through March 31, 2003. Also, Impira Inc., subsidiary of CR Bard (former Contract Number PC57567 since expired) has informed this office that their previous contract pricing will remain unchanged through April 30, 2003. Until new contracts are awarded, W.L. Gore and IMPRA products are released for agency purchase subject to Agency Purchasing Guidelines.

(Continued)

In addition to products available from our current awards we anticipate the new contract award will contain AED defibrillator products not found on current contracts. To inform facilities of new products that may be included on our next contract the following items have been proposed:

Product Line - Access Cardio Systems

Item - Access Automatic External Defibrillator

Discount offered: 7% from the following:

Part# 9100-0100 Access AED \$1,295.00
Option 1 - Voice Recording \$1,395.00
Option 2 - Access ALS Manual Override with Voice Recording \$1,595.00
Option 3 - Access ACS Manual Override with Voice Recording \$1,495.00
9100-1990 - Access Cardio Pads \$30.00/pr
9100-2020 - Battery \$35.00
9100-2025 - Soft Pack Case \$120.00

You may contact Access Cardio Systems (see below) for a complete list of accessory items.

Available from: Access Cardio Systems
150 Baker Ave. Extension
Concord, MA 01742
Contact: Eric Heer
Tel.: 818/395-1800 (mobile) 978/371-4985 (office)
Fax: 978/318-9258

Product Line - Defibtech

Item - "Reviver" AED

Discount offered: 20% from the following:

Model DDV-100 Reviver AED \$1,495.00
Battery DBP-1400 \$150.00
AED Pad Package DDP-100A \$40.00

Additional AED in Schools Discount - 2%

Available from: National Instruction for Cardiovascular Education (N.I.C.E.)
1 Gate Court
Dix Hills, NY 11746
Dr. Christopher Byron
Tel.: 631/643-9896, Fax: 631/643-2780

Upon approval of new contracts we will issue our Contract Award Notification advising facilities accordingly. In the interim, products are available on an open market basis subject to agency Purchasing Guidelines. Should you have any questions concerning this Purchasing Memorandum, please call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [11678-G](#)
C-1839
C-1840

GROUP: 12601 Electronic Heart Resuscitation Equipment
Defibrillators, Heart Valves, Vascular Grafts

CONTRACT PERIOD: February 1, 2001 -
April 30, 2003

CONTRACTOR(S)/ As Listed Below
CONTRACT NO(S):

SUBJECT: Extension of Contracts

DATE: January 13, 2003

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601 - Contract Award Numbers 11678-G, C-1839 and C-1840, our contract awards for Electronic Heart Resuscitation Equipment, Defibrillators, Pacemakers, Heart Valves and Vascular Grafts.

The following contractors have offered and we have accepted, an extension of their contracts scheduled to expire January 31, 2003 for an additional three (3) month period (through April 30, 2003) or until a new contract award is issued, whichever is first. Contractors include those offering Automatic External Defibrillators (AEDs) for schools.

CONTRACT NUMBERS AND CONTRACTORS;

PC58784	Biotronik, Inc
PC56564	Cryolife, Inc.
PC57568	Laerdal Medical Corporation (Heartstream 300 Accessories only)
PC57569	Medical Research laboratories (MRL)
PC57570	Medtronic, Inc.
PC57571	Medtronic Physio Control
PC58608	Philips Medical Systems - Heartstream *
PC57573	St Jude Medical
PC57575	W.L. Gore, Inc.**
PC58980	Zoll Medical

- * In addition to extending their contract, Philips Medical has offered, and we have accepted, increased discounts effective January 1, 2003 as indicated below.

Philips Medical - Heartstream

Product	Discount
HeartStart FR2+AEDs and Accessories	30%
ForeRunner AED Accessories	30%
XL & XLT Defibrillators	30%
XL & XLT Defibrillator Accessories	30%
CodeMaster Accessories	30%

Philips K-12 school promotion currently offered remains unchanged however FR2+ Accessories are now offered at 30% discount.

- ** Extension for W.L. Gore is through February 28, 2003 only.

Contracts for companies not listed on page one will expire as of January 31, 2003. Products are available on an open market basis subject to Agency Purchasing Guidelines until such time as new contracts are issued.

Please note, our contract for Cardiac Science Power Heart AED and other products continues under Group 12601, Award PGB-00549, and Contract No. PC 58776 through August 31, 2005.

All other terms and conditions for these extended contracts remain unchanged. Should you have any questions concerning this purchasing memorandum, please feel free to call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us. We suggest you attach this Purchasing Memorandum to the front of your contract award.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [11678-G](#)

DATE: December 30, 2002

GROUP: 12601 - Electronic Heart Resuscitation
Equipment, Defibrillators, Pacemakers,
Heart Valves and Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 -
January 31, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR: Medical Research Laboratories (MRL)
CONTRACT NO.: PC57569

SUBJECT: New Product

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601, Contract Award No. 11678-G, issued May 18, 2001, our award for the MRL line of Defibrillators and Associated Products. The contractor has offered, and we have accepted, the following new products hereby added to contract:

<u>Item</u>	<u>N.Y.S. Contract Price</u>
LifeQuest "JumpStart" Biphase Automated External Defibrillator Complete with carrying case. Prod. No. 970302	\$1,650.00

Accessory items as shown in MRL N.Y. State Price List December 2002

For price list and product information, please call Joseph Weber of MRL at 800/462-0777 or 847/520-0300.

This addition is effective immediately. All terms and conditions remain unchanged. Should you have any questions please call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us.

Please note, for MRL and other contractors listed on our contract award, we are processing new contracts to replace those scheduled to expire. To ensure continuity for ordering, we are also processing an extension of our current contract for three (3) months (through April 30, 2003) or until the new contracts are awarded, whichever is first. We will issue a purchasing memorandum advising agencies accordingly.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: 11678-G

DATE: August 5, 2002

GROUP: 12601 - Electronic Resuscitation Equipment,
Defibrillators, Pacemakers, Heart Valves and
Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

James Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 -
January 31, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR: PC58608

CONTRACT NO.: Philips Medical Systems - Heartstream

SUBJECT: Additional Discount and Discontinued Products

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601, Supplemental Award No. 11678-G, issued May 18, 2001, our Contract Award for Philips Medical Systems (formerly Agilent Technologies), Automatic External Defibrillators (AED) and Accessories. Specifically, Contract No. PC58608, Philips Medical - Heartstream.

The contractor has offered, and we have accepted, reduced prices for the following:

<u>Description</u>	<u>Product #</u>	<u>New NY State Contract Price</u>
Carry Case, ForeRunner	HC	\$110.60
FR1 Data Card, 30min ECG/Ev.	EC1	\$161.95
FR1 Data Card, 26min ECG & Voice	VC1	\$240.95
Training Card for ForeRunner	04-10400	\$201.45
Set Up Card for ForeRunner	04-10500	\$201.45
ForeRunner User's Guide	07-10001	\$15.80
ForeRunner Quick Ref. Card	51201	\$3.95
Training Card User's Guide	53101	\$15.80

New prices reflect increased discount of 21% from list (previously offered 11.5% discount).

Discontinued Products

The following ForeRunner products are no longer available and are hereby removed from the contract:

<u>Description</u>	<u>Product #</u>
CodeRunner's Users Guide	52101
Defib. & AED Use Booklet (10/pkg)	DB
FR1 Data Card, 15min ECG/Ev.	ER1
Data Card Patient Labels (50/bx)	LB
Using the FR1 Biphasic AED	FB
ForeRunner Training Program	FR200

These contract revisions are effective immediately. All terms and conditions remain unchanged. We suggest you attach this Purchasing Memorandum to the front of your contract award. Should you have any questions please feel free to call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: 11678-G

DATE: July 12, 2002

GROUP: 12601 - Electronic Heart Resuscitation
Equipment, AED Defibrillators

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 -
January 31, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/

CONTRACT NO.(S): PC57571 - Medtronic Physio Control
PC58608 - Philips Medical Systems - Heartstream

SUBJECT: Ordering information (Medtronic Physio Control) and extension offer (Philips)
AED's in Schools Program

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601, Award No. 11678-G, our Contract Award for AED Defibrillators. Specifically, Contract No. PC57571, Purchasing Memorandum dated June 17, 2002, Medtronic Physio Control and Contract No. PC58608 Purchasing Memorandum dated June 4, 2002, Philips Medical Systems - Heartstream.

- **Medtronic Physio Control**

In addition to information shown on page 2 of Purchasing Memorandum dated June 17, 2002, please add:
For program assistance and product information, please contact:
Inside Sales - New York Schools Program
Medtronic Physio-Control Corp.
1-800-732-3086

- **Philips Medical Systems Heartstream**

Philips has offered, and we have accepted an extension of their K-12 School Promotion Offer. Prices offered to schools as shown in our Purchasing Memorandum dated June 4, 2002 for the period June 1, 2002 through August 31, 2002 have been extended through October 31, 2002.

Should you have any questions concerning this purchasing memorandum, please call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us. We suggest you attach this purchasing memorandum to the front of your contract award.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: 11678-G

DATE: June 17, 2002

GROUP: 12601 - Electronic Heart Resuscitation
Equipment, Defibrillators

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 -
January 31, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

CONTRACTOR: Medtronic Physio-Control Corp.
CONTRACT NO.: PC57571

customer.services@ogs.state.ny.us

SUBJECT: Automatic External Defibrillators (AED) in Schools Promotion

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

Medtronic Physio-Control Corp. is pleased to present the following promotional pricing for the LIFEPAK 500 AED, extended to all New York State's public and private schools. This pricing is effective June 13, 2002 through January 31, 2003.

PART No.	EQUIPMENT DESCRIPTION	PRICE
	<u>KIT #1: LIFEPAK 500</u> AED w/Adaptivä biphasic technology, two button operation Includes the following:	\$1,995.00
3011790	LIFEPAK 500 AED with biphasic waveform	
3008497-661	2 pair QUIK-COMBO™ pacing/defibrillation/ECG electrodes with REDI-PAK™ preconnect system	
3005380	1 each lithium nonrechargeable battery pak	
3005343-006	Complete soft shell carrying case	
3011042-001	Ambu Res-Cue Mask First Responder Kit	

5-year warranty on parts and labor

Optional LIFEPAK 500 AED Wall Cabinets:

11998-000293	Available choices:	\$190.00 ea.
11998-000292	Recessed Wall Cabinet	
11998-000070	Semi-Recessed Wall Cabinet	
	Surface mounted Wall Cabinet	

In addition, Medtronic Physio-Control can address each school's AED program and implementation requirements through their "LIFEPAK® Heart Safe Solutions Program" which includes:

- **Medical Direction/Authorization**
- **AED Registration with New York State (as required by NY law)**
- **Continued Medical Oversight**
- **AED/CPR training for 5 people (per AED)**
- **AED Battery and Electrode Supply replacement**
- **Physician Hotline**
- **Post Event Data and Regulatory Support**
- **On site post event counseling**
- **Hero Program**

This optional one year wrap-around LIFEPAK® Heart Safe Solutions program is extended to all New York State public and private schools at a promotional discounted rate of \$825.00 per program. Medtronic Physio-Control representatives are available to assist schools in coordinating their AED programs to ensure optimal preparedness and success.

For assistance and product information, please contact:

Tom Futch
Director, Commercial Market Sales
Medtronic Physio-Control Corp.
(800) 442-1142 ext. 2597
tom.futch@physio-control.com

The above promotion is effective June 13, 2002 and runs through January 31, 2003. All terms and conditions remain unchanged. Should you have any questions please call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us. We suggest you attach a copy of this purchasing memorandum to the front of your contract award.

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PURCHASING MEMORANDUM

GENERAL INFORMATION BULLETIN

NUMBER: 11678-G
PGB-00549
C-01840

DATE: June 14, 2002

GROUP: 12601 - Electronic Heart Resuscitation
Equipment, Defibrillators

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES

James A. Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

SUBJECT: Bill A8779-A and A10577 (AED Defibrillators for Schools)

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

SCOPE OF BILL

Legislation has been enacted requiring school districts, boards of cooperative educational services, county vocational education and extension boards and charter schools to retain on premises at least one functional cardiac Automated External Defibrillator (AED). In addition, where a school-sponsored competitive athletic event is held at a site other than a public school facility, the public school officials shall ensure that an AED is provided on-site.

To assist you in implementing this requirement, we are happy to announce the availability of a variety of Automatic External Defibrillators (AEDs) from N.Y. State Contract. Products offered by the following manufacturers can be purchased from N.Y. State Contracts:

<u>Award No.</u>	<u>Contract No.</u>	<u>Contractor</u>
11678-G	PC57568	Laerdal Medical Corp.
	PC57569	Medical Research Laboratories
	PC57571	Medtronic Physio-Control Corp.
Supp. 11678-G	PC58608	Philips Medical Systems - Heartstream (formerly Agilent Technologies)
PGB-00549	PC57195	Cardiac Science (formerly Survivalink Corp.)
C-01840	PC58980	Zoll Medical Corp.

COPY OF AWARD

Copies may be secured by accessing website www.ogs.state.ny.us or contacting **Customer Services at 518-474-6717**.

We are presently negotiating with contractors to offer package or quantity discounts for AED's in schools program. As new products and prices are presented, we will issue a purchasing memorandum advising contract participants accordingly.

Should you have any questions concerning our contracts, contract pricing and this purchasing memorandum please feel free to call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us. We suggest you attach this purchasing memorandum to the front of your contract award.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: 11678-G

DATE: June 4, 2002

GROUP: 12601 - Electronic Resuscitation Equipment,
Defibrillators, Pacemakers, Heart Valves and
Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

James Gelston
Purchasing Officer I
(518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 through
January 31, 2003

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/

CONTRACT NO.(S): PC58608 - Philips Medical Systems -
Heartstream

SUBJECT: Additional Discount - AED's in Schools

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601, Award No. 11678-G, issued May 18, 2001, our Contract Award for Philips Medical Systems (formerly Agilent Technologies), Automatic External, Defibrillators (AED) and Accessories. Specifically, Contract No. PC58608, Philips Medical - Heartstream.

The contractor has offered, and we have accepted increased discounts applicable to AED's in schools programs as follows:

Philips Medical Systems is pleased to offer the State of New York the following increased discounts for K-12 schools for the term of our contract:

- 30% discount on Heartstream FR2 AEDs (Model #s: M3860A and M3861A) as reflected in the following prices.

NY State Contract Price for K-12 Schools - Heartstream FR2

<u>Product No.</u>	<u>Description</u>	<u>K-12 Contract Price</u>
M3860A	Heartstream FR2 w/ECG	\$2,443.00
M3861A	Heartstream FR2, no ECG	\$2,187.00

- All other accessories are at the current contract discount of 21% as shown on the contract award.

If you have any question or require product information, please contact Amy Rosenleaf, Philips Medical System, Contracts Administrator, at 1-800-263-3342 (Toll Free) or 206-664-5113.

Effective immediately, Philips is also offering the State of New York a promotion for K-12 schools that will run until August 31, 2002:

- 30% on the following SHIP SET accessories upon initial purchase with an AED;
Carrying Case (M3868A)
Data Card (M3854A)
Battery (M3863A)
Fast Response Kit (68-PCHAT)
- One FREE set of Pediatric Pads (M3870A) per purchase of each initial device

This change is effective immediately.

All terms and conditions remain unchanged. We suggest you attach this Purchasing Memorandum to the front of your contract award. Should you have any questions please feel free to call this office at 518/474-6705 or e-mail james.gelston@ogs.state.ny.us.

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: 11678

DATE: May 16, 2002

GROUP: 12601 - Electronic Heart Resuscitation
 Equipment, Defibrillators, Pacemakers,
 Heart Valves and Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

James A. Gelston
 Purchasing Officer I
 (518) 474-6705
james.gelston@ogs.state.ny.us

CONTRACT PERIOD: February 1, 2001 through
 January 31, 2003

OTHER AUTHORIZED USERS

Judy Gibbons
 (518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/
CONTRACT NO.(S): PC58608 - Philips Medical Systems

SUBJECT: New Products

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

We refer to Group 12601, Contract Award No. 11678-G, issued May 18, 2001, our award for Philips Medical (formerly Agilent Technologies) line of Defibrillators and Associated Products. The contractor has offered, and we have accepted the following products hereby added to contract:

Item	Philips Model No.	N.Y. State Contract Price
Heartstream XL Defibrillator/Monitor. Includes Manual and AED modes, ECG monitoring, Paddles with PCI (optional), and SMART Biphasic waveform technology. Supplied with battery, printer paper, hands-free cable, ECG cable, User's Guide and User's Workbook. User Training CD-ROM and Battery Charger Kit must be ordered separately. (Warranty default for US & Canada is 5-year unit exchange Option WA0)	M4735A	\$7,195.00
Service manual. Heartstream XL Service Manual P/N M4735-90900	M4735A OB3	\$67.50
Operator training video tape (VHS/NTSC) Heartstream XL Defibrillator/Monitor User Training Video	M4735A OBP	\$0.00 (no charge)
SpO2 - Pulse Oximetry. Includes adult fingertip transducer.	M4735A C01	\$1,125.00
Non-invasive Pacing. Includes fixed and demand mode pacing, adjustable rate and output.	M4735A C02	\$2,115.00

Item	Philips Model No.	N.Y. State Contract Price
5-Lead ECG Cable, 12-pin connector. Replaces standard 3-lead ECG cable with a 5-lead ECG cable. (P/N M1520A/M1625A or M1530A/M1635A)	M4735A C03	\$43.20
Additional User Training CD-ROM Kit. Provides the User with the Computer Based Training Kit (P/N M4735A-17906).	M4735A C05	\$27.00
Replaces standard hands-free cable (M3508A) with barrel style (M3507A) cable. Replace standard Test Load (M3725A) with barrel style est Load (M1781A).	M4735A C07	\$0.00
Data Card for use with CodeRunner Web data management system (P/N M3510A). Stores up to 2 hours of continuous patient ECG data and code events.	M4735A C10	\$67.50
External Paddles with PCI for Heartstream XL Defibrillator/Monitor.	M4735A C13	\$441.00
External Sterilizable Paddles (P/N 4745A)	M4735A C24	\$580.50
12-pin Sync Cable provides an analog 1V/mV ECG signal for connection to an external monitor (P/N M1783A).	M4735A J03	\$91.80
Extends 1 year CE on-site to 2 years CE on-site warranty.	M4735A W18	\$315.00
Extends 1 year CE on-site to 3 years CE on-site warranty.	M4735A W19	\$630.00
Extends 1 year CE on-site to 5 years CE on-site warranty.	M4735A W20	\$990.00
Convert to 5 yr mfg/dir exchange wty Converts to standard warranty code 8K This is the default warranty for the US & Canada only. The Rest of World is standard 1 year CE on-site. This option cannot be combined with W18, W19, and W20.	M4735A WA0	\$0.00 (NO CHARGE)
Non-invasive Pacing Upgrade Kit for Heartstream XL Defibrillator/Monitors. Installation not included. Please quote one hour of CE time (H1028B @ 190.00). Include instrument serial number in special instructions.	M4738A	\$2,205.00
SpO2 Upgrade Kit for Heartstream XL Defibrillator/Monitors. Installation not included. Please quote one hour of CE time (H1028B @ 190.00). Include instrument serial number in special instructions.	M4739A	\$1,485.00
Battery Charger Kit for Heartstream XL Defibrillator/Monitor. Provides the ability to charge batteries outside of the defibrillator. An M3516A Sealed Lead Acid Battery is included.	M4747A	\$441.00
Resuscitation Cart for defibrillators. Provides 3 drawers with latch/lock systems and space under drawers to store suction pumps and other resus. Equip. Backboard is included.	MTRO-00336L	\$895.50
Heartstream XLT defibrillator/monitor. Includes Manual and AED modes, ECG monitoring, and SMART Biphasic waveform technology. Supplied with carrying case, battery, AC power module, data card, paper, hands-free cable, ECG cable, and User's Guide and Video.	M3500B	\$6,295.50
Service manual	M3500B 0B3	\$67.50
U.S. - English localization	M3500B ABA	\$0.00
Canada - French localization	M3500B ABC	\$0.00
Canada - English localization	M3500B ABL	\$0.00

Item	Philips Model No.	N.Y. State Contract Price
SpO2 - Pulse Oximeter Includes adult fingertip transducer.	M3500B C01	\$1,125.00
Noninvasive Pacing Includes fixed and demand mode pacing, adjustable rate and output.	M3500B C02	\$1,620.00
5-Lead ECG Cable, 8-Pin Connector Replaces standard 3-Lead ECG Cable with a 5-Lead ECG Cable, 8-Pin Connector.	M3500B C03	\$0.00
Battery Charger Adapter Allows for charging batteries outside of device only. Use with M3516A SLA Battery and AC or DC Power Module (M3517A/M3518A).	M3500B C06	\$58.50
Replaces standard hands-free cable (M3508A) for barrel style (M3507A) cable. Replace standard Test Load (M3725A) with barrel style Test Load (M1781A). Heartstream Pads (M3713A) must be swapped for the Agilent Pads (M3501A or M3502A).	M3500B C07	\$0.00
Additional Data Card Stores up to 2 hours of continuous patient ECG data and code events.	M3500B C10	\$67.50
Additional Sealed Lead Acid Battery	M3500B C16	\$90.00
Convert to 2 years on-site warranty. Convert to standard 1 year on-site warranty to 2 years CE on site. For U.S. and Canada only. Localization codes ABA, ABC and ABL only.	M3500B W18	\$315.00
Convert to 3 years on-site warranty. Converts standard 1 year warranty to 3 years CE on site. For U.S. and Canada only. Localization codes ABA, ABC and ABL only.	M3500B W19	\$630.00
Convert to 5 years on-site warranty. Converts standard 1 year on-site warranty to 5 years CE on site. For U.S. and Canada only. Localization codes ABA, ABC and ABL only.	M3500B W20	\$990.00
Convert to 5 yr mfg/dir exchange wty Converts to standard warranty code 8K This is the default option for North America only (ABA, ABC and ABL only). Warranty code 8K.	M3500B WA0	\$0.00 (NO CHARGE)
Pacing Upgrade Adds Pacing functionality to the M3500B (Philips)/M5500B (Laerdal) defibrillator/monitor. Installation not included. Please quote 1 hour of CE time. (P/N H1028B @ 190.00)	M3514A	\$1,957.50
U.S. - English localization	M3514A ABA	\$0.00
Canada - French localization	M3514A ABC	\$0.00
Canada - English localization	M3514A ABL	\$0.00
SpO2 Upgrade Adds SpO2 functionality to the M3500B/M5500B defibrillator/monitor. Installation not included. Please quote 1 hour of CE time (H1028B @ 190.00)	M3515A	\$1462.50
AC Power Module for Heartstream XLT Used to power defibrillator with or without a battery installed. Power Module also charges batteries internally and externally. For external charging, M3506A Battery Charger Adapter required.	M3517A	\$337.50
U.S. - English localization	M3517A ABA	\$0.00

Item	Philips Model No.	N.Y. State Contract Price
Canada - French localization	M3517A ABC	\$0.00
DC Power Module for Heartstream XLT. Used to power defibrillator with or without a batter installed. Power Module also charges batteries internally and externally. For external charging of batteries, M3506A Battery Charger Adapter required with M3516A SLA battery.	M3518A	\$337.50
Battery Charger Kit for Heartstream XL/XLT Defibrillator/Monitor. Provides the ability to charge batteries outside of the defibrillator. An M3516A Sealed Lead Acid Battery is included.	M4747A	\$441.00
Transport Mount for AED and M3. Provides the ability to combine the ForeRunner SMART Biphasic Automatic External Defibrillator with the HP Virdia M3 portable monitor (PN M3046A). Must order ForeRunner AED and M3 portable monitor separately. Comes with bracket to hang unit on bedrail. M3 is not available in the U.S., Canada and Japan	FM	\$227.70
Card Reader for Heartstream XLT Kingston Technologies Model; PC Read/ATA Card Reader.	M3511A	\$135.00
Card Reader for Heartstream FR2. San Disk Image Mate Compact Flash External Drive	M3524A	\$135.00

The above additions are effective immediately. All terms and conditions remain unchanged. Should you have any questions, please call this office at 518/474-6705 or james.gelston@ogs.state.ny.us. We suggest you attach a copy of this Purchasing Memorandum to the front of your contract award.

New York State Office Of General Services
Procurement Services Group
Corning Tower Building
Empire State Plaza
Albany, New York 12242
<http://www.ogs.state.ny.us>

PURCHASING MEMORANDUM

NUMBER: Award 11678-G

DATE: February 19, 2002

SUBJECT: Group 12601 - Electronic Heart
Resuscitation Equipment, Defibrillators,
Pacemakers, Heart Valves and Vascular
Grafts

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
518/474-6705
james.gelston@ogs.state.ny.us

BID OPENING: August 29, 2000

NON-STATE AGENCIES

CONTRACT PERIOD: February 1, 2001 through
January 31, 2003

Judy Gibbons
518/474-6717
customer.services@ogs.state.ny.us

CONTRACT NUMBER: PC57575

CONTRACTOR: W.L. Gore & Associates, Inc.

TO ALL STATE AGENCIES & POLITICAL SUBDIVISIONS

New Price List

We refer to Group 12601, Award No. 11678-G, our Contract Award for Electronic Heart Resuscitation Equipment, Defibrillators, Pacemakers, Heart Valves and Vascular Grafts. Specifically Contract No. PC57575, W.L. Gore & Associates, Inc., Gore -Tex Grafts and Associated Products, Lot III, page 28 of the Contract Award.

The contractor has offered, and we have accepted their Attachment A, N.Y. State Contract Price List, February 23, 2002 through January 31, 2003 (all pages). This price list supercedes the price list dated January 1, 2000 referenced in the contract award.

This change is effective February 23, 2002. All other terms and conditions remain unchanged. Should you have any questions concerning this purchasing memorandum, please call this office at 518/474-6705. We suggest that you attach this Purchasing Memorandum to the front of your Notice of Contract Award.

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<http://www.ogs.state.ny.us>

PURCHASING MEMORANDUM

NUMBER: Award 11678-G

DATE: February 15, 2002

SUBJECT: Group 12601 - Electronic
Heart Resuscitation Equipment,
Defibrillators, Pacemakers, Heart Valves
and Vascular Grafts

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
518/474-6705
james.gelston@ogs.state.ny.us

BID OPENING: September 27, 2000

NON-STATE AGENCIES

Judy Gibbons
518/474-6717
customer.services@ogs.state.ny.us

CONTRACT NUMBER: PC57568

CONTRACTOR: Laerdal Medical Corp.

TO ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS:

Laerdal Medical Corporation has notified this office that as of January 31, 2002, Laerdal will no longer be distributing the Heartstart FR2 and CodeMaster line of defibrillator products.

The FR2 Heartstart Automated External (AED) Defibrillator will continue to be available on N.Y. State Contract from product manufacturer, Philips Medical Systems (formerly Agilent Technologies). Specifically Award No. 11678-G, Contract No. PC 58608, Purchasing Memorandum dated October 3, 2001.

Laerdal will continue to offer the Heartstart 4000 line of defibrillators and accessories under their contract for the remainder of the contract period through January 31, 2003.

All other terms and conditions remain unchanged. Should you have any questions concerning this Purchasing Memorandum, please call this office at 518/474-6705. We suggest you attach this Purchasing Memorandum to the front of your contract award.

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Albany, New York 12242
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PURCHASING MEMORANDUM

NUMBER: Award 11678-G

DATE: November 6, 2001

SUBJECT: Group 12601 - ELECTRONIC
HEART RESUSCITATION EQUIPMENT,
DEFIBRILLATORS, PACEMAKERS,
HEART VALVES AND VASCULAR
GRAFTS

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James A. Gelston
Purchasing Officer I
518/474-6705
james.gelston@ogs.state.ny.us

BID OPENING: September 27, 2000

NON-STATE AGENCIES

Judy Gibbons
518/474-6717
customer.services@ogs.state.ny.us

CONTRACT NUMBER: PC57568

CONTRACTOR: Laerdal Medical Corp.

TO ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS:

PRICE REDUCTION

We refer to Group 12601, Contract Award No. 11678-G, our contract award for defibrillator products including the Laerdal Medical Corp. line of Defibrillators and Accessories.

The contractor has offered, and we have accepted, the following price decreases on the following items only:

<u>Laerdal Cat.</u> <u>No.</u>	<u>Item</u>	<u>Previous</u> <u>Contract Price</u>	<u>New Contract</u> <u>Price</u>
M3841A	Heartstart FR2 Semi-automatic External Defibrillator with out ECG display on screen Includes the following: 2 pairs of electrodes, 1 long-life disposable Lillium Battery, User's Guide, Quick Reference Card and 5-Year Warranty	\$2,812.50	\$2,000.00
M3854A	Data Card & Tray	71.10	60.00
94 13 10	Heartstart FR2 Semi-rigid Case	126.00	100.00
M3863A	Battery Pack for FR2	175.50	140.00
94 50 10	FR2 Wall Mount		69.00

These new prices are retroactive to September 20, 2001. All terms and conditions remain unchanged. Should you have any questions concerning this purchasing memorandum, or need additional information, please feel free to call this office at 518/474-6705. We suggest you attach this purchasing memorandum to the front of your contract award.

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Albany, New York 12242
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PURCHASING MEMORANDUM

NUMBER: Award 11678-G

DATE: October 3, 2001

SUBJECT: Group 12601 - Electronic
Resuscitation Equipment, Defibrillators,
Pacemakers, Heart Valves and Vascular
Grafts

PLEASE ADDRESS INQUIRIES TO:

STATE AGENCIES & CONTRACTORS

James Gelston
Purchasing Officer I
518/474-6705
james.gelston@ogs.state.ny.us

BID OPENING: August 29, 2000

NON-STATE AGENCIES

CONTRACT PERIOD: February 1, 2001 -
January 31, 2003

Judy Gibbons
518/474-6717
customer.services@ogs.state.ny.us

TO ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS AND OTHER AUTHORIZED AGENCIES

Assignment of Contract

We refer to Group 12601, Contract Award No. 11678-G, issued May 18, 2001, our award for Electronic Heart Resuscitation Equipment, Defibrillators, Pacemakers, Heart Valves and Vascular Grafts.

Contract number PC57844, Agilent Technologies has been assigned to Philips Medical Systems, as Contract number PC58608 as outlined below.

<u>CONTRACT NO.</u>	<u>CONTRACTOR</u>	<u>TELEPHONE NO.</u>	<u>FED ID NO.</u>
PC58608	PHILIPS MEDICAL SYSTEMS - HEARTSTREAM 2401 Fourth Avenue Suite 500 Seattle, WA 98121	800/263-3342 206/664-5000 Anita Rodgers Fax: 206/664-2000 E-mail: Anita_Rodgers@philips.com	133429115

Customer Service Phone Number: 800/263-3342
Customer Service Fax Number: 206/664-2000

Contact Persons:

Amy Rosenleaf, Contracts Administrator
Telephone Number: 877/892-3164

Paul Stoddard, N.Y. State Sales Representative
Telephone Number: 877/481-9150

All other terms and conditions remain unchanged. Please audit all purchase orders and invoices accordingly. We suggest you attach this Purchasing Memorandum to the front of your contract award. Should you have any questions please feel free to call this office at 518/474-6705.