

JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: July 10, 2015 Dept./Div.: Fire /EMS Phone: 714-754-5155

Contact: Fred Seguin, Deputy Fire Chief

Description of Equip./Service Req.: Zoll "X" Series Cardiac Monitors

Recommended Vendor: Zoll Medical Corporation

Address: 269 Mill Road, Chelmsford, Ma 01824-4105 Phone: 978-421-9655

1. Check reason for sole source request:

- Checked boxes for Sole Source, Proprietary, and Standardization reasons.

2. Is the product or service available from other sources?

- Yes/No checkboxes, with 'No' selected.

If YES, list name of vendors:

If NO, explain why the product/service is available from only one source:

Zoll Medical is the only company that sells this product

3. Can your requirements be modified so that competitive products or services may be used?

- Yes/No checkboxes, with 'No' selected and 'Please explain:' text.

No other product meets the specifications and needs of the Fire Department

4. How does the recommended vendor's prices or fees compare to the general market?

Favorably due to discounts from Zoll Medical Corporation

Dept./Div. Head's Signature: Fred Seguin Date: 7/10/15

Purchasing Supervisor's Signature: [Signature] Date: 8/03/15

Purchasing Officer's Signature: _____ Date: _____

ZOLL®

269 Mill Road
Chelmsford, Massachusetts 01824-4105
978-421-9655 (main)
978-421-0025 (fax)
www.zoll.com

July 29, 2015

City of Costa Mesa
Jennifer McCoy, Buyer
77 Fair Drive
Costa Mesa, CA 92626

Dear Ms. McCoy:

We appreciate your selection of ZOLL® products for the City of Costa Mesa. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series® Defibrillators for the EMS Market. ZOLL® or Catherine Prophet, Senior Account Executive, will not sell an X Series® Defibrillator to the City of Costa Mesa through any vendor or dealer.

Should you have any questions or require additional information please contact me at 800-348-9011 x9439.

Sincerely,

Beth O'Brien

Beth O'Brien
Bids & Proposals Coordinator
ZOLL Contracts Department
bobrien@zoll.com