



City of Racine, Wisconsin

## Sole Source, Public Exigency or Previous Provider Form for Professional Services

Department: Fire Department Date: 3/8/2018

Supplier|Contractor: Physio Control, Inc

Procurement – In accordance with Sec. 46-28 of the City of Racine Code of Ordinances, professional services may be procured without bidding under certain circumstances.

### Business Rationale

1. Provide detailed information about why you need to acquire these professional services:

Physio Control is the sole source, supplier of the Lucas Chest Compression system. See attached.



2. Has your department procured these services in the past?  Yes  No

If yes, who was the contractor/supplier and was the requirement competitively bid or sold source? What was the last date and price paid for the services?

Physio Control / Sole Source. Eight years ago.

3. What are the unique qualifications this supplier/contractor possesses? Provide specific, measurable, qualifications/factors.

No other company can sell or distribute the LUCAS Chest Compression System in the United States.



4. If a public exigency exists, please explain.

5. Were alternative services evaluated?  Yes  No

If yes, what were they and why were they unacceptable?

Please be specific with regard to features, characteristics, requirements, capabilities and compatibility.

If no, why were alternatives not evaluated?

No comparable medical device exists that is highly efficient at providing CPR on pulseless non br

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6. What efforts were made to get the best possible price?

Subject to the Purchasing Agent's negotiations.

7. Will this purchase obligate the City to this supplier/contractor for future purchases, for example licensing or continuing need?  Yes  No

If yes, please provide details regarding future obligations and/or needs:

8. Why is the price for this purchase of professional services considered to be fair and reasonable?

Lifesaving device.

9. Amount to be paid: \$50,000  Actual  Estimated

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10. What will be the financial or other impact to your department if this source is not approved and a competitive bid is required?

High quality life saving CPR cannot be delivered during transport to a medical facility for pulseless



**Term**

One time purchase       Ongoing purchase

Source procurement begin date: 3/25/18

Source procurement end date: 6/25/18

Number of potential renewal options:

0

Mark Villalpando  
Division Chief EMS  
City of Racine Fire Department  
810 8<sup>th</sup> Street  
Racine, WI 53403

February 27, 2018

In response to your recent request, I am writing to verify that Physio-Control, Inc. is the only source from which to obtain the LUCAS™ Chest Compression System. LUCAS is designed and manufactured by JOLIFE AB in Sweden and distributed exclusively worldwide by Physio-Control.

Sincerely,



Gorman Wong  
Customer Services Director