



PORTFOLIO SNAPSHOT

PORTFOLIO TITLE:

[Automatic External
Defibrillator & Accessories](#)

LEAD STATE:

Oklahoma

OVERVIEW:

The State of Oklahoma in partnership with NASPO ValuePoint has awarded Automatic Defibrillator and Accessories.

The Master Agreements within this portfolio awards will allow state and local governments to continue to procure FDA approved AED units and accessories through the NASPO ValuePoint cooperative. The resulting Master Agreement(s) will replace the current AED Master Agreements led by the State of Oklahoma (OK-SW-300), which have been extended through October 4, 2024.

Special Note: This re-solicitation replaces the Alaska led solicitation (RFP 2023-0200-5173). This solicitation was canceled on October 24, 2023, by the Lead State. The award recommendation was rejected by the Executive Council during the in-person vote on September 17, 2023. The Lead State and Sourcing Team respectfully request the NASPO ValuePoint Executive Council's approval of the awards identified in this Executive Summary.

KEY BENEFITS:

1. This portfolio will continue to provide users with FDA approved AED units through new Master Agreements awarded to AED unit manufacturers.
2. Emphasis on best value procurement process was practiced ensuring quality AED units and the required accessories it takes to utilize the equipment.
3. Offerors were encouraged to provide additional accessories and value-added services to enhance the service level of this portfolio.
 - Examples include, services plans/SLAs, product training (in-person), and extended warranties.
4. The Lead State and Sourcing Team emphasized the importance of this portfolio because of its life-saving category of products for the safety and well-being of public spaces and those citizens who occupy those spaces.

Initial Term: March 1, 2024 through February 28, 2029

Renewals: Three additional 1-year renewal options

Total Term Possible: Five Years

AWARD CATEGORIES:

1. Fully Automated Automatic External Defibrillator Units
2. Semi-Automated Automatic External Defibrillator Units

PRICING:

AED Units and associated accessories are a specific sector of the market in which only a small number of current manufacturers have FDA approval to produce these products. In this limited marketplace, the Lead State and the Sourcing Team wanted to establish a competitive process where the evaluation was not only about pricing but also the quality of the Offeror to ensure that the product purchased would leverage the buying power of the nation and fulfill the contract requirements of quality, delivery, warranty, and service.

Offerors were required to provide a full line catalog as well with corresponding discounts off list pricing. As mentioned,

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the marketplace is small, and the pricing of the units can be compared to ensure they are within a range that can be easily recognized. Value added products and services are offered under this portfolio, to enhance the full line catalog of AED devices, accessories are also included and can be purchased a la carte based on the needs of the end user.

RFP INFORMATION:

- Solicitation Number: EV00000354
- Released: 11/20/2024
- Closed: 01/04/2024
- Total Days Publicly Posted: 45 days
- Number of Amendments Posted: 2
- Pre-Proposal Conference: 11/28/ 2023
- Pre-proposal conference attendance: 10 attendees

STATES ON SOURCING TEAM:

- Oklahoma (Lead)
- Connecticut
- Montana
- North Dakota (SME, non-scoring)
- Washington

VENDOR RESPONSES:

A total of 5 proposals were received. Of those proposals, 1 was not recommended for award, leaving a total of 4 awards recommended across the 2 categories based on responsiveness and final rankings against the pre-established evaluation criteria.

EVALUATION INFORMATION:

Virtual evaluations were led by the Lead State of Oklahoma and the technical evaluation was completed by the Sourcing Team on 1/18/2024.

Responses were evaluated based on the following Evaluation Criteria:

● **Initial Responsiveness**

All Proposals were reviewed first for completeness in accordance with the mandatory document submittal requirements. Proposals not meeting the mandatory document submittal requirements were found non-responsive. The Lead State evaluated the requirements on a pass/fail basis.

● **Mandatory Minimum Requirements**

Responsive proposals were reviewed for compliance with mandatory minimum requirements per Attachment G – Offeror Response Worksheet, Section G.I.1 to G.I.4. The Offeror’s proposal may be deemed non-responsive and receive no further consideration if Offeror does not acknowledge and agree to the mandatory minimums in Attachment G.

• Technical Criteria

The Proposals that were deemed responsive from Stage 1 and 2, were then eligible for the technical review by the scorers that consisted of members of the sourcing team. The proposals were reviewed and scored based on the evaluation criteria for this stage. Scores were assessed and scored based on a 0, 1, 5, 10 scoring methodology. The rating scale is outlined below:

- 10 - Outstanding: All criteria are thoroughly addressed, strongly developed, and well supported. Documentation and required information are specific and comprehensive. Supplier is extremely strong.
- 5 - Adequate to Good: Criteria are addressed. Documentation and required information is provided. Supplier is very strong with only some minor weaknesses.
- 1 - Marginally Acceptable: Some criteria are addressed but do not contain necessary detail and/or support. Some documentation and required information are missing or deficient. Supplier has a few strengths and a few weaknesses.
- 0 - Unacceptable: Few, if any, criteria are addressed. Documentation and required information are missing. Supplier has very few strengths and major weaknesses.

A single score of 0, 1, 5, 10 for each of the 4 sections was required from the scorers, the technical categories are below:

- Experience and Qualifications
- Scope of Work
- Customer Service and Product Support
- National Cooperative Contracting Ability

• Cost Proposal

All responsive proposals were eligible for stage 4 where the cost proposals were evaluated. The Lead State required the Offeror to provide its full line of AED Units for each category (Category 1 Fully Automated and Category 2 Semi-Automated) that each Offeror could provide. The Offerors were required to submit its cost proposal with a % discount off list price for each item offered.

• Evaluation

Category I - Fully Automated

Stage	Points Possible	Offeror's Points Earned
Technical Criteria Evaluation	400	
Cost Evaluation	600	
Total:	1,000	

Category II - Semi-Automated

Stage	Points Possible	Offeror's Points Earned
Technical Criteria Evaluation	400	
Cost Evaluation	600	
Total:	1,000	

AWARD

The Sourcing Team made a final determination of eleven (11) awards across nine (9) categories. Ten (10) of the awards were national awards, with one (1) being regional or state based.

Category	Avive	Philips	Stryker	Zoll
Category 1: Fully Automated	X		X	X
Category 2: Semi-Automated		X	X	X