



Bid Waiver Request

Request # 05834019

Approved Bid Waiver Summary

Submission Details:

Request # 05834019

Purchase Description: Stryker Cardiac monitors

Vendor Name: Stryker Medical

Vendor Number: 105137

Type: Good

Total Commitment Cost: \$2,898,271.61

Fund, Org, Object Code: 13203412-553100

Grant Funded: No

One Time or On-Going Expense: One Time Expense

Exemption Type: 3. Group Purchasing Programs

Exemption Description: SourceWell buying collaborative and sole source. Includes trade in of existing monitors, and paying maintenance and connectivity from operating, but agreeing to the 6 year term for connectivity....and five years beyond the one year warranty for service. Operational Efficiency and Cost Savings For many years, we have relied on Stryker for our cardiac monitoring needs. Their service team provides exceptional support, offering timely preventative maintenance and quick repairs. This strong relationship has built trust and ensures minimal downtime for our critical equipment. The new Lifepak 35 model offers a user interface that is very similar to our current Lifepak 15 fleet. This familiarity will result in several key advantages: • Minimized Training Costs: A seamless transition will reduce the need for extensive, time-consuming, and costly training for our staff. • Reduced Onboarding Expenses: Many of our existing accessories are compatible with the new monitors, which will significantly lower our initial purchasing costs outside of the capital purchase. Enhanced Patient Care and Safety The most critical reason for staying with Stryker is patient safety. A familiar user interface is essential for our providers, who must be able to operate this equipment with speed and confidence during life-threatening emergencies. The muscle memory and familiarity with the Stryker interface will save precious seconds when administering lifesaving interventions. This allows our providers to focus on delivering the highest possible level of care without the added stress of learning a new system. Transitioning to a different brand would introduce a steeper learning curve, which could jeopardize a provider's response time and, in turn, patient outcomes. Choosing the Stryker Lifepak 35 is not just an operational decision; it is a strategic choice that prioritizes the safety and well-being of the citizens and visitors of Guilford County.

Upload all quotes, proposals, or supporting documents: 2025 Updated Discounts for freight LIFEPAK 35_65 Monitors_Data_Service for Flex 9-9-25.pdf

Requestor's Full Name: James Albright

Requestor's Guilford County Email Address: jalbrig@guilford-es.com

Requestor's Department: Emergency Services

Signature Date: 09/10/2025

× James L. Albright

Signed By: James L. Albright - jalbrig@guilford-es.com
Date Signed: 09/10/2025 2:00:18 PM -07:00 GMT
IP Address: 165.166.201.162

Is this Submission a Contract or Purchase Order?: Purchase Order

Review Details:

Purchasing Approval: Approve

Small Business and Entrepreneurship Approval: Approve

Small Business and Entrepreneurship Reviewer Full Name: Maria Miles

Small Business and Entrepreneurship Reviewer Guilford County Email: mmiles2@guilfordcountync.gov



Bid Waiver Request

Request # 05834019

Small Business and Entrepreneurship Signature Date: 09/14/2025

× *Maria Miles*

Signed By: Maria Miles - mmiles2@guilfordcountync.gov
Date Signed: 09/14/2025 7:30:01 AM -07:00 GMT
IP Address: 69.132.7.161

Purchasing Approval: Approve

Instructions for Requestor: Board Action Required – Goods (\$90K+) Contact Fran Cameron for BoCC Agenda Item Assignment

Purchasing Signer Full Name: Nora Cameron

Purchasing Signer Guilford County Email: ncameron@guilfordcountync.gov

Purchasing Signature Date: 09/15/2025

× *Francesca Cameron*

Signed By: Francesca Cameron - ncameron@guilfordcountync.gov
Date Signed: 09/15/2025 6:10:47 AM -07:00 GMT
IP Address: 97.129.189.20



LIFEPAK 35 (x65) - Monitors/Data/Service For Flex
(7.15.25)

Quote Number: 11148554

Version: 1

Prepared For: GUILFORD COUNTY EMER SVCS

Attn:

Remit to:

Rep: Darren Green

Email: darren.green@stryker.com

Phone Number:

Stryker Sales, LLC

21343 NETWORK PLACE

CHICAGO IL 60673-1213

USA

Quote Date: 09/09/2025
Expiration Date: 12/08/2025
Contract Start: 07/15/2025

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	GUILFORD COUNTY EMER SVCS	Name:	GUILFORD COUNTY EMER SVCS	Name:	GUILFORD COUNTY EMER SVCS
Account #:	20041324	Account #:	20041324	Account #:	20041324
Address:	1205 PEPPERSTONE DR	Address:	1205 PEPPERSTONE DR	Address:	1205 PEPPERSTONE DR
	GREENSBORO		GREENSBORO		GREENSBORO
	North Carolina 27406-6479		North Carolina 27406-6479		North Carolina 27406-6479

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	70335-000042	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT	65	\$46,260.00	\$3,006,900.00
2.0	11335-000001	LIFEPAK FLEX Lithium-Ion Battery	65	\$850.00	\$55,250.00
3.0	11140-000102	LIFEPAK FLEX Battery Charger	30	\$2,550.00	\$76,500.00
4.0	11140-000131	AC Power Cord (North America, hospital grade)	32	\$69.74	\$2,231.68
5.0	41335-000001	LIFEPAK 35 AC Power Adapter Kit	2	\$1,625.25	\$3,250.50
12.0	11996-000536	15-Lead Patient Simulator (QUIK-COMBO)	4	\$477.28	\$1,909.12
13.0	11335-000008	LIFEPAK 35 Storage Bag Kit	65	\$384.00	\$24,960.00
Equipment Total:					\$3,171,001.30

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-LP15L-LP35	TRADE IN LP15 V4 LOW FOR LP35	5	-\$5,000.00	-\$25,000.00
TR-LP15V2-LP35	TRADE IN LP15 V2 FOR LP35	22	-\$3,500.00	-\$77,000.00
TR-LP15H-LP35	TRADE IN LP15 V4 HIGH FOR LP35	35	-\$8,000.00	-\$280,000.00



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Attn:

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Rep: Darren Green

Email: darren.green@stryker.com

Phone Number:

Quote Date: 09/09/2025

Expiration Date: 12/08/2025

Contract Start: 07/15/2025

ProCare Products:

#	Product	Description	Months	Qty	Sell Price	Total
11.1	LIFEPAK35-FLD-PRO	Lifepak35 for LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT 07/16/2025 - 07/15/2030 Parts, Labor, Travel Maintenance Inspection Batteries Service	60	65	\$7,675.50	\$498,907.50
ProCare Total:						\$498,907.50

Data Solutions:

#	Product	Description	Months	Qty	Sell Price	Total
6.0	11150-000020	LIFEPAK Cellular Modem, North America	0	65	\$1,200.00	\$78,000.00
7.0	81000003	EMS Pro Tier 3: 25,000-75,000 annual run volume. Includes: device set up tools, asset management, transmission connectivity, ePCR integration, LIFENET Care app and browser access for communication, live streaming and post event analytic tools.	72	1	\$6,986.70	\$41,920.20
Data Solutions Total:						\$119,920.20

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Shipping and Handling:	\$31,270.31
Grand Total:	\$3,439,099.31

Comments:

Prices: In effect for 30 days
Terms: Net 30 Days



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(7.15.25)

Quote Number:	11148554	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
Version:	1	Rep:	Darren Green
Prepared For:	GUILFORD COUNTY EMER SVCS	Email:	darren.green@stryker.com
Attn:		Phone Number:	

Quote Date: 09/09/2025
Expiration Date: 12/08/2025
Contract Start: 07/15/2025

Terms and Conditions:
Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html.

ENDING APPROVAL