



Bid Waiver Request

Request # 05828475

Approved Bid Waiver Summary

Submission Details:

Request # 05828475

Purchase Description: Annual maintenance on Ambulance stretchers and mounts

Vendor Name: Stryker Medical

Vendor Number: 105137

Type: Service

Total Commitment Cost: \$144,720.00

Fund, Org, Object Code: 13203412-531300

Grant Funded: No

One Time or On-Going Expense: On-Going Expense

If On-Going Provide Timeline: Annual renewals

Exemption Type: 4. Sole Source

Exemption Description: Vendor is the only authorized proprietary service provider for performing OEM standard services for existing equipment or software

Upload all quotes, proposals, or supporting documents: Agenda items for Stryker stretcher maintenance FY26.docx, Sole Source Letter_Transport_Various Products.pdf, Guilford County EMS Transport quote FY26.pdf, Emergency Care Parts and Service Letter - US.pdf

Requestor's Full Name: James Albright

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

Requestor's Department: Emergency Services

Signature Date: 07/14/2025

× James L. Albright

Signed By: James L. Albright - jalbrig@guilford-es.com
Date Signed: 07/14/2025 11:23:37 AM -07:00 GMT
IP Address: 165.166.201.162

Is this Submission a Contract or Purchase Order?: Contract

Review Details:

Purchasing Approval: Approve

MWBE Approval: Approve

MWBE Reviewer Full Name: Maria Miles

MWBE Reviewer Guilford County Email: mmiles2@guilfordcountync.gov

MWBE Signature Date: 07/15/2025

× Maria Miles

Signed By: Maria Miles - mmiles2@guilfordcountync.gov
Date Signed: 07/15/2025 6:21:17 AM -07:00 GMT
IP Address: 69.132.3.91

Purchasing Approval: Approve

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

Purchasing Signer Full Name: Fran Cameron



Bid Waiver Request

Request # 05828475

Purchasing Signer Guilford County Email: ncameron@guilfordcountync.gov
Purchasing Signature Date: 07/16/2025

× Francesca Cameron

Signed By: Francesca Cameron - ncameron@guilfordcountync.gov
Date Signed: 07/16/2025 9:51:10 AM -07:00 GMT
IP Address: 165.166.201.162

August 2023

To whom it may concern,

Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All parts are either manufactured by Stryker or outside suppliers and are new, tested and approved for use on Stryker's products.

Our field service team, ProCare® Services, uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Stryker's Emergency Care products that require the use of such proprietary tools include, but are not limited to:

- Power-PRO™ 2 powered ambulance cot
(Model 6507), high configuration
- MTS Power-LOAD® powered cot fastener
- Lithium battery
- Battery charger assembly
- Power cord assembly

Stryker's quality team reviews and documents service repairs. We track and trend service to help ensure the highest level of product performance. Preventive maintenance (PM) and service history documentation is available

Please contact your sales representative for further information. Sincerely,



John Guyeskey
Senior Marketing Manager

Stryker or its affiliated entities own, use, or have applied for any referenced trademarks or service marks: Power-LOAD, Power-PRO, ProCare, Stryker. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

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Emergency Care

3800 E. Centre Avenue, Portage, MI 49002 USA | P +1 269 329 2100 | Toll-free +1 800 327 0770 | stryker.com



One Year Prevent - renewal

Quote Number: 11125359

Version: 1

Prepared For: GUILFORD COUNTY EMER SVCS

Attn:

Rep: Darren Green

Email:

Phone Number:

GPO: CUSTOMER CONTRACT

Quote Date: 05/29/2025

Expiration Date: 06/28/2025

Contract Start: 08/01/2025

Contract End: 07/31/2026

Service Rep: Kevin Hazen

Email: kevin.hazen@stryker.com

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

ProCare Products:

#	Product	Description	Months	Qt y	List Price	Discount %	Sell Price	Total
1.0	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER Parts, Labor, Travel Preventative Maintenance	12	37	\$881.00	20.0%	\$704.80	\$26,077.60
2.0	MANU-FAST-PROCARE	PROCARE-SVC-MANUAL-COT-FASTENER Parts, Labor, Travel Preventative Maintenance	12	17	\$881.00	20.0%	\$704.80	\$11,981.60
3.0	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO Parts, Labor, Travel Preventative Maintenance Batteries Service	12	65	\$1,656.00	20.0%	\$1,324.80	\$86,112.00
4.0	POWERLOAD-PROCARE	PROCARE-SVC-POWER-LOAD Parts, Labor, Travel Preventative Maintenance Batteries Service	12	3	\$2,352.00	20.0%	\$1,881.60	\$5,644.80
5.0	POWERPRO-PROCARE	PROCARE-SVC-POWERPRO Parts, Labor, Travel Preventative Maintenance Batteries Service	12	9	\$1,656.00	20.0%	\$1,324.80	\$11,923.20
ProCare Total:								\$141,739.20

Price Totals:



One Year Prevent - renewal

Quote Number:

11125359

Version:

1

Prepared For:

GUILFORD COUNTY EMER SVCS

Attn:

Rep:

Darren Green

Email:

Phone Number:

GPO:

CUSTOMER CONTRACT

Quote Date:

05/29/2025

Expiration Date:

06/28/2025

Contract Start:

08/01/2025

Contract End:

07/31/2026

Service Rep:

Kevin Hazen

Email:

kevin.hazen@stryker.com

Authorized Customer Signer (Printed)

Date

Stryker Authorized Signature (Printed)

Date

Authorized Customer Signature

Date

Stryker Authorized Signature

Date

Purchase Order

Number

Service Terms and Conditions:
The Terms and Conditions of this quote and any subsequent purchase order of the Customer are governed by the Terms and Conditions located at www.stryker.com/stnc The terms and conditions referenced in the immediately preceding sentence do not apply where Customer and Stryker are parties to a Master Service Agreement. The terms and conditions referenced in the immediately preceding sentence do not apply where Customer and Stryker are parties to a written agreement governing the purchase/sale of goods and/or services.

Equipment Service Plan

Line Item #	Model	Serial #
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800317
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800307
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2022000800279
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2022000800281
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800528
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800313
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800318
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800305
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800308
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800302
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800312
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800319
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800321
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2016000800660
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2016000800661
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800032
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800320
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800310
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800315
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800304
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800527
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800303
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800316
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800311
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800314
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800309
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800306
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800031
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800034
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2022000800280
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800029
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800529
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800530
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800030
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2020000800033
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2016000800659
1.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017000800322
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000250
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000275
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2019001000158
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2019001000254
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000004
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000002
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000014
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2019001000252
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000270
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2018001000279
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2019001000140

2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2018001000259
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2018001000278
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2019001000253
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000282
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2018001000280
2.0	PROCARE-SVC-MANUAL-COT-FASTENER	2017001000104
3.0	PROCARE-SVC-POWERPRO	170339423
3.0	PROCARE-SVC-POWERPRO	170841787
3.0	PROCARE-SVC-POWERPRO	2007003500003
3.0	PROCARE-SVC-POWERPRO	170339425
3.0	PROCARE-SVC-POWERPRO	170341343
3.0	PROCARE-SVC-POWERPRO	150940526
3.0	PROCARE-SVC-POWERPRO	140239309
3.0	PROCARE-SVC-POWERPRO	150940529
3.0	PROCARE-SVC-POWERPRO	170341341
3.0	PROCARE-SVC-POWERPRO	170341344
3.0	PROCARE-SVC-POWERPRO	170841791
3.0	PROCARE-SVC-POWERPRO	170841786
3.0	PROCARE-SVC-POWERPRO	170841789
3.0	PROCARE-SVC-POWERPRO	170841784
3.0	PROCARE-SVC-POWERPRO	130141369
3.0	PROCARE-SVC-POWERPRO	130141366
3.0	PROCARE-SVC-POWERPRO	130141367
3.0	PROCARE-SVC-POWERPRO	140239307
3.0	PROCARE-SVC-POWERPRO	1911003500226
3.0	PROCARE-SVC-POWERPRO	1911003500231
3.0	PROCARE-SVC-POWERPRO	2007003500005
3.0	PROCARE-SVC-POWERPRO	180339806
3.0	PROCARE-SVC-POWERPRO	141139647
3.0	PROCARE-SVC-POWERPRO	1911003500223
3.0	PROCARE-SVC-POWERPRO	170841785
3.0	PROCARE-SVC-POWERPRO	170841790
3.0	PROCARE-SVC-POWERPRO	180339816
3.0	PROCARE-SVC-POWERPRO	140239311
3.0	PROCARE-SVC-POWERPRO	140239308
3.0	PROCARE-SVC-POWERPRO	1911003500227
3.0	PROCARE-SVC-POWERPRO	1911003500230
3.0	PROCARE-SVC-POWERPRO	1911003500222
3.0	PROCARE-SVC-POWERPRO	1911003500225
3.0	PROCARE-SVC-POWERPRO	170841782
3.0	PROCARE-SVC-POWERPRO	170841783
3.0	PROCARE-SVC-POWERPRO	170841788
3.0	PROCARE-SVC-POWERPRO	1911003500228
3.0	PROCARE-SVC-POWERPRO	2007003500002
3.0	PROCARE-SVC-POWERPRO	140239310
3.0	PROCARE-SVC-POWERPRO	180339811
3.0	PROCARE-SVC-POWERPRO	1911003500224
3.0	PROCARE-SVC-POWERPRO	1911003500229
3.0	PROCARE-SVC-POWERPRO	180339814
3.0	PROCARE-SVC-POWERPRO	180339809
3.0	PROCARE-SVC-POWERPRO	2007003500001

3.0	PROCARE-SVC-POWERPRO	2007003500004
3.0	PROCARE-SVC-POWERPRO	170339422
3.0	PROCARE-SVC-POWERPRO	141139651
3.0	PROCARE-SVC-POWERPRO	141139649
3.0	PROCARE-SVC-POWERPRO	130141368
3.0	PROCARE-SVC-POWERPRO	141139648
3.0	PROCARE-SVC-POWERPRO	170341342
3.0	PROCARE-SVC-POWERPRO	170339424
3.0	PROCARE-SVC-POWERPRO	180339807
3.0	PROCARE-SVC-POWERPRO	150940528
3.0	PROCARE-SVC-POWERPRO	141139650
3.0	PROCARE-SVC-POWERPRO	130141365
3.0	PROCARE-SVC-POWERPRO	130141370
3.0	PROCARE-SVC-POWERPRO	170341340
3.0	PROCARE-SVC-POWERPRO	150940525
3.0	PROCARE-SVC-POWERPRO	150940527
3.0	PROCARE-SVC-POWERPRO	180339813
3.0	PROCARE-SVC-POWERPRO	180339815
3.0	PROCARE-SVC-POWERPRO	180339808
3.0	PROCARE-SVC-POWERPRO	180339810
4.0	PROCARE-SVC-POWER-LOAD	2309012400152
4.0	PROCARE-SVC-POWER-LOAD	2309012400153
4.0	PROCARE-SVC-POWER-LOAD	2310012400102
5.0	PROCARE-SVC-POWERPRO	2306001856
5.0	PROCARE-SVC-POWERPRO	2306001885
5.0	PROCARE-SVC-POWERPRO	2306001872
5.0	PROCARE-SVC-POWERPRO	2306001920
5.0	PROCARE-SVC-POWERPRO	2306001916
5.0	PROCARE-SVC-POWERPRO	2310001932
5.0	PROCARE-SVC-POWERPRO	2310001950
5.0	PROCARE-SVC-POWERPRO	2310004129
5.0	PROCARE-SVC-POWERPRO	2310004130

Purchase Order Form



Account Manager _____
Cell Phone _____

Purchase Order Date _____
Expected Delivery Date _____
Stryker Quote Number _____

Check box if Billing same as Shipping ☐

BILL TO	CUSTOMER #
Billing Account Num	
Company Name	
Contact or Department	
Street Address	
Add'l Address Line	
City, ST ZIP	
Phone	

SHIP TO	CUSTOMER #
Shipping Account Num	
Company Name	
Contact or Department	
Street Address	
Add'l Address Line	
City, ST ZIP	
Phone	

Authorized Customer Initials _____

Authorized Customer Initials _____

DESCRIPTION	QTY	TOTAL
REFERENCE QUOTE <input type="text"/>	<input type="text"/>	<input type="text"/>

Accounts Payable Contact Information

Name _____
Email _____
Phone _____

Stryker Terms and Conditions

www.stryker.com/stnc

Authorized Customer Signature

Printed Name _____
Title _____
Signature _____
Date _____

Attachment Stryker Quote Number

*Sales or use taxes on domestic (USA) deliveries will be invoiced in addition to the price of the goods and services on the Stryker Quote.

ProCare Services

3800 E. Centre Ave.
Portage MI 49002 USA
1 800 STRYKER
stryker.com

To:	Whom it may concern
Subject:	Emergency Care parts and service
Date:	October 2024

Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All service parts are either manufactured by Stryker or purchased from outside suppliers who are contracted by Stryker and must abide by thorough testing and controls. These parts are all new, tested and the only ones approved for use on Stryker products.

Stryker employs its own field service team (known as ProCare Services) to service its products. Each field service technician goes through rigorous training for each product and are governed through FDA approved processes and documentation requirements. ProCare Services only uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Additionally, there are no 3rd party companies approved to provide service work. Stryker's Emergency Care products include, but are not limited to:

- Power-LOAD powered fastener system
- Power-PRO 2 powered ambulance cot
- Power-PRO XT powered ambulance cot
- Stair-PRO
- Xpedition
- LUCAS Chest Compression System (all versions)
- LIFEPAK 15, LIFEPAK 20e and LIFEPAK 35 monitor/defibrillator
- LIFEPAK 1000, LIFEPAK CR plus and LIFEPAK CR2 defibrillator

Stryker is governed and regulated by the Food and Drug Administration (FDA). Among many requirements, all tooling used in connection with servicing equipment must be calibrated and appropriately documented. This work is controlled by Stryker's home offices in Portage, MI, U.S. and Redmond, WA, U.S. Calibration and training records are available upon request.

Stryker's quality team reviews and documents service repairs. Every service event is tracked and trended to help ensure the highest level of product performance. Preventive maintenance (PM) and service history documentation is available upon request.

Please contact your local Stryker representative with questions.

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