

Des Moines Public Schools

| Ref #                                 | Question   | Type | UoM | Qty | Allied 100 (AED Superstore)                        | Cardio Partners  | Coro Medical, LLC  | HeartSafe America, Inc.  | One Beat CPR Learning Center LLC                                       | Queen of Hearts CPR  | Rescue One Training For Life. Inc.                                 | School Health Corporation  |
|---------------------------------------|--|------|-----|-----|--|--|--|--|--|--|--|--|
| <b>Company Information</b>            |  |      |     |     |  |  |  |  |  |  |  |  |
| A1                                    | Company Name   |      |     |     | Allied 100 LLC                                     | Cardio Partners  | Coro Medical, LLC  | HeartSafe America, Inc.  | One Beat CPR Learning Center LLC                                       | Queen of Hearts CPR  | Rescue One Training For Life, Inc.                                 | School Health Corporation  |
| A2                                    | Address  |      |     |     | 1800 US HWY 51 N                                   | 1001 Flagpole Ct   | 617 Bradley Court  | 13735 Omega Rd   | 3151 Executive Way   | 263 Housefinch Loop  | 7621 Rickenbacker Dr., Suite 7...                                  | 5600 Apollo Drive  |
| A3                                    | City, State  |      |     |     | Woodruff WI  | Brentwood, TN  | Franklin, TN   | Farmers Branch, TX   | Miramar, FL  | Leander TX   | Gaithersburg, MD 20879   | Rolling Meadows, IL 60008  |
| A4                                    | Telephone Number   |      |     |     | 800.803.6938                                       | 262-282-1956   | 800-695-1209   | 972-248-9477   | 954-321-5305   | 5128189601   | 301-740-3390 x21   | 866-323-5465   |
| A5                                    | Email Address  |      |     |     | <a href="mailto:scott@aeds.com">scott@aeds.com</a> | <a href="mailto:jason.suhr@cardiopartners.com">jason.suhr@cardiopartners.com</a> | <a href="mailto:Blaire@coromed.us">Blaire@coromed.us</a> | <a href="mailto:tstracher@heartsafeusa.com">tstracher@heartsafeusa.com</a> | <a href="mailto:jaime@onebeatmedical.com">jaime@onebeatmedical.com</a> | <a href="mailto:anna@queenofheartscpr.com">anna@queenofheartscpr.com</a> | <a href="mailto:rrapsey@rescue-one.com">rrapsey@rescue-one.com</a> | <a href="mailto:bids@schoolhealth.com">bids@schoolhealth.com</a> |
| A6                                    | Representative Name  |      |     |     | Scoot Mullenberg                                   | Jason Suhr   | Blaire Czarniecki  | Chris Armalavage   | Jaime Tyler  | Anna Rogers  | Robin Rapsey   | Eric Hoysack   |
| A7                                    | Representative Title   |      |     |     | Account Executive                                  | National Accounts Manager  | Director of Customer Service                             | President  | Bid Specialist   | CEO  | Director of Operations & Busin...                                  | Contract Sales Specialist  |
| <b>Special Terms &amp; Conditions</b> |  |      |     |     |  |  |  |  |  |  |  |  |
| STC1                                  | By submitting this bid I acknowledge that I have reviewed the online information, documents and any addenda associated with this bid, that I am authorized to legally bind the company that I represent to the offer that I have presented, and that I accept the terms and conditions presented. In addition the respondent certifies, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal, State or Local department or agency. |      |     |     | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  | No   | Yes  |
| STC2                                  | The District will be the final decision maker regarding the quality of the items being bid as they compare to the specifications. Any award will be based on the lowest cost provider of the products who have met all specifications as determined by the District. Do you understand and agree to this special term / condition?   |      |     |     | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  |
| STC3                                  | The bidders will include all costs for each line item requested, i.e. shipping, crating, etc. No additional costs by the bidder for any item will be accepted post award. Do you understand and agree to this special term/condition   |      |     |     | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  | Yes  |

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| <b>Documents</b>           |  |        |         |     |                             |   |   |                         |  |   |  |   |
| D1                         | Manufacturer Name of device being bid.   |        |         |     | Physio Control              | Zoll  | Zoll Medical                                  | Stryker                 | Stryker - Physio Control                         | Zoll  | Stryker  | Stryker Lifepak CR2                             |
| D2                         | Model Number of device being bid.  |        |         |     | CR2                         | AED 3   | Zoll AED3 (8511-001102-01)                    | 99512-001435            | 99512-001268                                     | AED 3   | 99512-001264                                     | 99512-001268                                    |
| D3                         | Have you read all attached documents and specifications under the BID DOCUMENTS tab?   |        |         |     | Yes                         | Yes   | Yes   | Yes                     | Yes  | Yes   | Yes  | Yes   |
| D4                         | If you plan to offer annual inspection and testing services please complete and upload the Offenders Acknowledgement form located in the DOCUMENTS tab.          |        |         |     |                             | <a href="#">Offenders Acknowledgement.pdf</a> | <a href="#">Offenders Acknowledgement.pdf</a> |                         | <a href="#">Des Moines Background Chec...pdf</a> | <a href="#">Offenders Acknowledgement.pdf</a> | <a href="#">DesMoines Public Schools O...pdf</a> | <a href="#">Offenders Acknowledgement...pdf</a> |
| <b>Pricing Information</b> |  |        |         |     |                             |   |   |                         |  |   |  |   |
| P1                         | AED Devise as specified, please upload product specifications and product warranties.  | Base   | Dollars | 95  | \$1,333.89                  | \$1,585.23                                    | \$1,277.00                                    | \$1,219.00              | \$1,499.00                                       | \$1,495.00                                    | \$1,245.00                                       | \$1,465.31                                      |
| P2                         | Annual Testing & Inspection  | Option | Dollars | 95  | \$50.00                     | \$45.00                                       | \$355.00                                      | \$ -                    | \$2,900.00                                       | \$375.00                                      | \$65.00  | \$0.00  |
| P3                         | Trade In Value for the list provided. (Please enter a negative lump sum dollar amount reflecting the amount you will reduce your bid for the the Legacy devices) | Option | Dollars | 1   | (\$1,525.00)                | (\$5,000.00)                                  | (\$7,200.00)                                  | (\$2,100.00)            | (\$2,425.00)                                     | (\$5,250.00)                                  | (\$6,150.00)                                     | (\$3,000.00)                                    |
| <b>Total</b>               |  |        |         |     | <b>\$129,944.55</b>         | <b>\$149,871.85</b>                           | <b>\$147,840.00</b>                           | <b>\$113,705.00</b>     | <b>\$415,480.00</b>                              | <b>\$172,400.00</b>                           | <b>\$118,300.00</b>                              | <b>\$136,204.45</b>                             |