NC DOA
Department of Administration
Purchase & Contract

# Statewide Term Contract 4217A – Automated External Defibrillators (AEDs) & Accessories

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| **Bid Number** | DPC-182890509-SA (NASPO ValuePoint # OK-SW-300) |
| **Contract Title** | Automated External Defibrillators (AEDs) & Accessories |
| **Effective Dates** | August 19, 2024, through February 28, 2028 |
| **Awarded Vendor(s) and Contact(s)** | **Avive Solutions**<br>Carly Meiller \| (800) 489-4428 \| (415) 960-3959<br>Authorized Distributors: None<br><br>**Philips**<br>Reed Hubbard \| (609) 204-8677<br>Authorized Distributors:<br><br>AED Brands — Kristie Jones<br>AED Everywhere, Inc. — Dave Robertson<br>AED One Stop Shop — Laurence Saban<br>American Hospital Supply — Brian Barkeley<br>Bound Tree Medical — Chris Berndt<br>Cardiac Life Products — Rebecca DeFlavis<br>Cardio Partners Inc — Eric Gross<br>Code Blue — Carla Baker<br>Enerspect Medical Solutions — Josh Shelton<br>School Nurse Supply — Craig Bradner<br><br>**Stryker Sales LLC**<br>Ken Stiverson \| (269) 535-3660<br>Authorized Distributors:<br><br>Allied 100 LLC — Nayla Baiko \| (715) 358-2329<br>Cardio Partners Inc. — Nayla Baiko \| (715) 358-2329<br>Enerspect Medical Solutions LLC — Angela Shelton \| (702) 586-4911<br>One Beat CPR Learning Center Inc. — Lawrence Franchetti \| (954) 321-5305<br>School Health Corporation — Ashely Graham \| (866) 323-5465<br>LifeServers, Inc. — Larry Kohn \| (866) 543-3500<br><br>**ZOLL Medical Corporation**<br>Contracts Department \| (978) 421-9655<br>Authorized Distributors:<br><br>Thompson Safety LLC — Kyle Wilson \| (812) 453-4429<br>Cardio Partners Inc — Eric Gross \| (410) 409-7040<br>Cintas — Megan Kidd \| (617) 838-1208 |

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| **Contract Covers** | This contract is intended to cover the state's normal requirements for external automatic, semi-automatic, and manual defibrillators, including parts and accessories. |
| **Contract Does Not Cover** | This contract **does not** cover the leasing of automated external defibrillators. |
| **Contract Type** | This is a **mandatory** statewide term contract for state agencies, departments, institutions, universities, and community colleges – unless exempted by North Carolina general statute. Non-mandatory entities, including schools and local governments, may use this contract as allowed by general statute. |
| **Special Note** | The Food and Drug Administration (FDA) requires a physician's prescription to purchase an AED. Prescriptions must be written by a State of North Carolina licensed physician without compensation. For more information, see the FDA Guidelines.<br><br>AEDs shall be registered with the FDA and the County Emergency Medical Services (EMS) Office, and the registration shall be maintained for the life of the unit. This requirement creates a medical device tracking system for product modifications, notifications and recalls.<br><br>Any entity that acquires an AED shall:<br>• Provide for, and require, every individual expected to use the AED to receive American Heart Association or American Red Cross training in CPR and AED use, or an equivalent nationally recognized course in CPR and AED use.<br>• Maintain and test the AED according to the manufacturer's operational guidelines. Ensure that the pads have not expired.<br>• Establish an AED use protocol, which stipulates that any person who provides emergency care or treatment to an individual in cardiac arrest by using the AED shall contact, as soon as possible, an appropriate health care provider or emergency medical services provider.<br>• Consider recommendations of a NC licensed physician in establishing the training, notification, and maintenance requirements of AEDs. |
| **Taxes** | Prices do not include North Carolina sales or use tax. |
| **Reporting Requirements** | In accordance with General Statute 90-21.15, sellers must notify the North Carolina Office of Emergency Medical Services of each sale of an AED.<br><br>Reporting information should include the type and model of the AED, date of sale of the AED, location of the AED (e.g., address and building name where applicable), and the name, address and telephone number of the person who is responsible for the AED.<br><br>Reporting information should be sent to AED Coordinator, McKenzie Beamer, within two weeks of the sale date via email or fax: (919) 733-7201.<br>AED Order Placement Notification Form |
| **Order Placement** | Orders are to be placed through eProcurement.<br><br>Eligible entities that do not utilize the eProcurement system may access the contract catalogs on the eProcurement website and conduct a search by entering '4217A' in the 'Contract ID' field and making the appropriate selection. Please contact the vendor directly for instructions on placing orders that cannot be placed through the eProcurement system. |

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| **Substitutions** | Substitutions are not permitted without prior approval from the Division of Purchase & Contract. |
| **eProcurement** | Punch-out catalogs are loaded into eProcurement. |
| **eProcurement Help Desk** | (888) 211-7440 |
| **Contract Manager** | Carter Biggs \| (984) 236-0261 |
| **Contract Attachments** | AED Order Placement Notification Form<br>Avive Solutions, Inc. Master Agreement<br>Avive Solutions, Inc. Participating Addendum<br>Philips Master Agreement<br>Philips Participating Addendum<br>Stryker Sales, LLC. Master Agreement<br>Stryker Sales, LLC. Participating Addendum<br>Zoll Medical Corporation Master Agreement<br>Zoll Medical Corporation Participating Addendum |
| **Contract Addenda** | 09/19/2024: Stryker Sales LLC added to contract<br>12/19/2024: Philips added to contract<br>03/18/2025: ZOLL Medical Corporation contract addition<br>08/12/2025: Contract Manager changed to Pablo Blackwell<br>11/14/2025: Philips authorized distributors added<br>01/26/2026: NASPO Addendum 1 extends the expiration date on all the contracts in this portfolio from 02/28/2026 to 02/28/2027<br>01/26/2026: Contract manager changed to Jonathan Davis<br>05/05/2026: Cintas and Active Threat Solutions removed as authorized Zoll distributers<br>08/18/2026: Contract Manager changed to Carter Biggs<br>10/13/2026: Contract extended through February 28, 2028 |