

Statewide Term Contract

4217A - Automated External Defibrillators (AEDs) & Accessories

Bid Number	DPC-182890509-SA (NASPO ValuePoint # OK-SW-300)																																		
Contract Title	Automated External Defibrillators (AEDs) & Accessories																																		
Effective Dates	August 19, 2024, through February 2, 2026																																		
Awarded Vendor(s) and Contact(s)	<p>Avive Solutions Carly Meiller (800) 489-4428 (415) 960-3959 <u>Authorized Distributors:</u> None</p> <p>Philips Reed Hubbard (609) 204-8677 <u>Authorized Distributors:</u></p> <table> <tr> <td>AED Brands</td><td>Austin Hildebrandt</td></tr> <tr> <td>AED Everywhere, Inc.</td><td>Dave Robertson</td></tr> <tr> <td>AED One Stop Shop</td><td>Laurence Saban</td></tr> <tr> <td>American Hospital Supply</td><td>Brian Barkeley</td></tr> <tr> <td>Bound Tree Medical</td><td>Chris Berndt</td></tr> <tr> <td>Cardiac Life Products</td><td>Rebecca DeFlavis</td></tr> <tr> <td>Code Blue</td><td>Carla Baker</td></tr> <tr> <td>Enerspect Medical Solutions</td><td>Josh Shelton</td></tr> <tr> <td>School Nurse Supply</td><td>Craig Bradner</td></tr> </table> <p>Stryker Sales LLC Ken Stiverson (269) 535-3660 <u>Authorized Distributors:</u></p> <table> <tr> <td>Allied 100 LLC</td><td>Nayla Baiko (715) 358-2329</td></tr> <tr> <td>Cardio Partners Inc.</td><td>Nayla Baiko (715) 358-2329</td></tr> <tr> <td>Enerspect Medical Solutions LLC</td><td>Angela Shelton (702) 586-4911</td></tr> <tr> <td>One Beat CPR Learning Center Inc.</td><td>Lawrence Franchetti (954) 321-5305</td></tr> <tr> <td>School Health Corporation</td><td>Ashely Graham (866) 323-5465</td></tr> <tr> <td>LifeServers, Inc.</td><td>Larry Kohn (866) 543-3500</td></tr> </table> <p>ZOLL Medical Corporation Contracts Department (978) 421-9655 <u>Authorized Distributors:</u></p> <table> <tr> <td>Active Threat Solutions LLC</td><td>Amy Edge (919) 906-7999</td></tr> <tr> <td>Thompson Safety LLC</td><td>Kyle Wilson (812) 453-4429</td></tr> </table>	AED Brands	Austin Hildebrandt	AED Everywhere, Inc.	Dave Robertson	AED One Stop Shop	Laurence Saban	American Hospital Supply	Brian Barkeley	Bound Tree Medical	Chris Berndt	Cardiac Life Products	Rebecca DeFlavis	Code Blue	Carla Baker	Enerspect Medical Solutions	Josh Shelton	School Nurse Supply	Craig Bradner	Allied 100 LLC	Nayla Baiko (715) 358-2329	Cardio Partners Inc.	Nayla Baiko (715) 358-2329	Enerspect Medical Solutions LLC	Angela Shelton (702) 586-4911	One Beat CPR Learning Center Inc.	Lawrence Franchetti (954) 321-5305	School Health Corporation	Ashely Graham (866) 323-5465	LifeServers, Inc.	Larry Kohn (866) 543-3500	Active Threat Solutions LLC	Amy Edge (919) 906-7999	Thompson Safety LLC	Kyle Wilson (812) 453-4429
AED Brands	Austin Hildebrandt																																		
AED Everywhere, Inc.	Dave Robertson																																		
AED One Stop Shop	Laurence Saban																																		
American Hospital Supply	Brian Barkeley																																		
Bound Tree Medical	Chris Berndt																																		
Cardiac Life Products	Rebecca DeFlavis																																		
Code Blue	Carla Baker																																		
Enerspect Medical Solutions	Josh Shelton																																		
School Nurse Supply	Craig Bradner																																		
Allied 100 LLC	Nayla Baiko (715) 358-2329																																		
Cardio Partners Inc.	Nayla Baiko (715) 358-2329																																		
Enerspect Medical Solutions LLC	Angela Shelton (702) 586-4911																																		
One Beat CPR Learning Center Inc.	Lawrence Franchetti (954) 321-5305																																		
School Health Corporation	Ashely Graham (866) 323-5465																																		
LifeServers, Inc.	Larry Kohn (866) 543-3500																																		
Active Threat Solutions LLC	Amy Edge (919) 906-7999																																		
Thompson Safety LLC	Kyle Wilson (812) 453-4429																																		
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	<p>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.</p> <p>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.</p> <p>Any entity that acquires an AED shall:</p> <ul style="list-style-type: none"> • 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. • Maintain and test the AED according to the manufacturer's operational guidelines. Ensure that the pads have not expired. • 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. • 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	<p>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.</p> <p>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.</p> <p>Reporting information should be sent to AED Coordinator, McKenzie Beamer, within two weeks of the sale date via email or fax: (919) 733-7201. AED Order Placement Notification Form</p>
Order Placement	<p>Orders are to be placed through eProcurement.</p> <p>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.</p>
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	Pablo Blackwell +1 (984) 236-0244
Contract Attachments	Avive Solutions Master Agreement AED Order Placement Notification Form
Contract Addenda	09/19/2024: Stryker Sales LLC added to contract 12/19/2024: Philips added to contract 03/18/2025: ZOLL Medical Corporation contract addition 08/12/2025: Contract Manager changed to Pablo Blackwell 11/14/2025 Philips authorized distributors added