

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 Authorized Distributors: None</p> <p>Philips Reed Hubbard (609) 204-8677 Authorized Distributors: PENDING</p> <p>Stryker Sales LLC Ken Stiverson (269) 535-3660 Authorized Distributors: 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</p> <p>ZOLL Medical Corporation Contracts Department (978) 421-9655 Authorized Distributors: Active Threat Solutions LLC Amy Edge (919) 906-7999</p>
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	<p>09/19/2024: Stryker Sales LLC added to contract</p> <p>12/19/2024: Philips added to contract</p> <p>02/19/2025: Philips authorized distributors added</p> <p>03/18/2025: ZOLL Medical Corporation contract addition</p> <p>08/12/2025: Contract Manager changed to Pablo Blackwell</p>

