ORDER: APPROVE ZOLL AS A SOLE SOURCE VENDOR, THEY ARE THE ONLY PROVIDER OF THE PRODUCT THAT ALLOWS INTEROPERABILITY WITH THE FIRE DEPARTMENTS CURRENT EQUIPMENT

Motion was made by Scott Allen, duly seconded by John Morgan, to approve Zoll as sole source vendor, they are the only provider of the product that allows interoperability with the Fire Departments current equipment.

The vote on the motion was as follows:

Supervisor Brent Larson, voted yes Supervisor John Morgan, voted yes Supervisor Tim Gordon, voted yes Supervisor Scott Allen, voted yes Supervisor Greg Bynum, voted yes

After the vote, President Larson, declared the motion carried, this the 21st day of April, 2025.

Brent Larson, President Board of Supervisors

Mike Roberts, Chancery Clerk



ZOLL Medical Corporation

Worldwide Headquarters 269 Mill Road Chelmsford, Massachusetts 01824-4105

978 421-9655 978 421-0025 Main Fax

April 7, 2025

Chief Wes Anderson Lafayette Co. Fire Department 50 County Rd. 1032 Oxford, MS 38655

Dear Chief Anderson,

We appreciate your consideration of ZOLL® products for Lafayette Co. Fire Dept. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series and X Series Advanced® Defibrillators for the EMS Market. ZOLL® is also the only provider for Manufacturer Refurbished units that go through the same testing and refurbishing process as a new unit. ZOLL® or Adam Britt, EMS Account Executive, will not sell an X Series Advanced® Defibrillator to Lafayette Co. Fire Dept. through any vendor or dealer.

The ZOLL X series monitor product line would provide direct compatibility with Baptist/Priority Ambulance as well as Baptist Hospital Oxford, Hospital Wing, and Air Evac systems. This compatibility provides direct integration to the existing equipment of aforementioned organizations in Lafayette Co. that no other equipment can provide. This would ensure continuity of care throughout the system in Lafayette Co., MS and ensure the highest efficiency of care of the citizens of Lafayette Co. MS.

The ZOLL® monitor line is the only source for the patented Rectilinear Biphasic Waveform. This waveform is proven clinically superior by the FDA for the synchronized cardioversion of Atrial Fibrillation and for High Impedance Ventricular Fibrillation. ZOLL® is also the only source of the RLB 40msec pulse duration pacing waveform. This pacing technology is patented technology as well and is not available from any other manufacturer.

Additionally, ZOLL is the sole provider of the Inovise 12 lead algorithm for ALS monitors in the EMS environment. This 12 lead algorithm provides the highest level of accuracy and specificity for determining ST elevations in the EMS environment. Additionally, the exclusive capabilities of the Inovise 12 lead and ZOLL X series to simultaneously capture all EKG leads provides for higher levels of accuracy, reduces the need for acquiring multiple EKG's, therefore increasing the speed and quality of care for the patients. These technologies are exclusive to the Inovise 12 lead algorithm, which can only be found in the ZOLL X series for the EMS Market and not available from any other manufacturer.

ZOLL® is also the sole source manufacturer of FDA approved Real CPR Help, See thru CPR, Pediatric CPR, and Rapid Shock technologies only available in the ZOLL® X

Series® and other ZOLL® defibrillation equipment. The ZOLL® monitor line, including the ZOLL X series® is the only ALS Cardiac monitor with both Real CPR Help and See thru CPR technologies. See thru CPR is also the only technology of its kind on the market allowing the rescuer to filter through the CPR to see a verifiable rhythm without stopping CPR. These technologies must be capable of being used through defibrillation pads that must have an attached accelerometer to enable CPR feedback and artifact filtering functionality and are disposable with each event. These technologies and the ZOLL® X Series® cardiac resuscitation monitor are not available from any other manufacturer.

In addition, the X series monitor is the only EMS monitor with the following capabilities:

- Pediatric CPR Feedback
- Pediatric Defibrillation capability in AED Mode
- Rapid Shock (Ability to charge and ready for shock in less than 5 seconds)
- BVM Help Feedback for direct and instant feedback of ventilation rate & tidal volume
- TBI Dashboard for complete trending of Traumatic Brain Injury Patients
- Device must be capable of acquiring a blood pressure measurement on inflation within 15 to 30 seconds
- Device must be capable of synchronizing the oscillation to the R-wave of the ECG during Non-invasive blood pressure monitoring
- Device must have impedance pneumography for monitoring respiratory rate via ECG Leads I or II
- Device must have a minimum IP55 rating for water and solid foreign objects
- Device shall not exceed 10.6 lbs. (4.82 kg) without battery and paper

Should you have any questions or require additional information please contact me at 800-348-9011 x 9871.

Sincerely,

Kurt Sandstrom

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Group Vice President, N.A. EMS Sales