

December 10, 2011

TO: William T. Lichter, Village Manager

FROM: Battalion Chief Michael Kalina EMS Coordinator

RE: Purchase of Three Monitor/Defibrillators and associated equipment Fiscal 06-07

We have finalized our choice for purchase of three monitor defibrillators and associated accessories.

I have researched pricing and obtained a copy of a recent purchase quote made by Western Springs Fire Department. This reflects a 33.71% discount off of list price of the factory.

I requested 3 quotes with the goal of obtaining pricing equal to Western Springs Fire Department.

1. AED's & more/SOS Technologies- Rep David Gelfund \$ 54,592.16
2. Bound Tree Medical- Rep Michael Adkins \$ 65,145.01
3. Philips Medical Systems- \$ 78,992.00

The 33.71% discount price match is reflected in the quote from AED's & more. The initial sales contact that facilitates the showing and trial of the product is afforded the largest discount from the manufacturer.

I am requesting a waiver of bids and award of contract to AED's & more / SOS Technologies in the amount of \$ 54,592.16.

Cc Chief Seagraves

Mk