



**CENTRALBIDDING**  
FROM CENTRAL AUCTION HOUSE

**5000143403 Purchase of Five (5) Complete AED-3 Units for the Jefferson  
Parish Department of Transit**  
Jefferson Parish Government

Project documents obtained from [www.CentralBidding.com](http://www.CentralBidding.com)  
20-Sep-2023 02:17:13 PM



**Bid Number 50-00143403**

**Purchase of Five (5) Complete AED-3 Units for the Jefferson Parish  
Department of Transit**

**BID DUE: September 22, 2023 AT 11:00 AM**

**ATTENTION VENDORS!!!**

**Please review all pages and respond accordingly, complying with all provisions in the technical specifications and Jefferson Parish Instructions for Bidders and General Terms and Conditions. All bids must be received on the Purchasing Department's eProcurement site, [www.jeffparishbids.net](http://www.jeffparishbids.net), by the bid due date and time. Late bids will not be accepted.**

**Jefferson Parish Purchasing Department  
200 Derbigny Street  
General Government Building, Suite 4400  
Gretna, LA 70053  
Purchasing Specialist I: Jill Truelove  
Email: [Jill.Truelove@jeffparish.net](mailto:Jill.Truelove@jeffparish.net)  
Phone: 504-364-2682**

DATE: 9/19/2023

INVITATION TO BID  
THIS IS NOT AN ORDER

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BID NO.: 50-00143403

**JEFFERSON PARISH**  
PURCHASING DEPARTMENT  
P.O. BOX 9  
GRETN, LA. 70054-0009  
504-364-2678

VENDOR: 27118 BLANK BID COPY VENDOR

PURCHASING SPECIALIST:  
JTRUELOVE@jeffparish.net

Bids will be received until 11:00 AM, 9/22/2023 via online at [www.jeffparishbids.net](http://www.jeffparishbids.net).

LATE BIDS WILL NOT BE ACCEPTED

NOTE: ONLY BIDS WRITTEN IN INK OR TYPEWRITTEN, AND PROPERLY SIGNED BY A MEMBER OF THE FIRM OR AUTHORIZED REPRESENTATIVE, WILL BE ACCEPTED. PENCIL AND/OR PHOTOSTATIC FIGURES OR SIGNATURES SHALL RESULT IN BID REJECTION. HOWEVER, ELECTRONIC SIGNATURES AS DEFINED IN LSA - R.S. 9:2602(8) ARE ACCEPTABLE. SIGNATURE MUST BE A SECURED DIGITAL SIGNATURE.

All bids submitted are subject to these instructions and general conditions and any special conditions and specifications contained herein, all of which are made part of this bid proposal reference. By submitting a bid, vendor agrees to comply with all provisions of Louisiana Law, as well be in compliance with the Jefferson Parish Code of Ordinances, Louisiana Code of Ethics, applicable Jefferson Parish ethical standards and Jefferson Parish Resolution No. 136353 and/or Resolution No. 141125 as amended. A copy of these resolutions may be obtained from the Office of the Parish Clerk, Suite 6700, Jefferson Parish General Government Building, 200 Derbigny Street, Gretna, LA 70053. You may also obtain a copy by visiting the Purchasing Department webpage at [purchasing.jeffparish.net](http://purchasing.jeffparish.net) and clicking on On-line forms.

All vendors submitting bids should register as a Jefferson Parish vendor if not already yet registered. Registration forms may be downloaded from <http://purchasing.jeffparish.net> and by clicking on Vendor Information. Current W-9 forms with respective Tax Identification numbers and vendor applications may be submitted at any time; however, if your company is not registered and/or a current W-9 form is not on file, vendor registration is mandatory. Vendors may experience a delay in payment if your company is not a registered vendor with Jefferson Parish.

Jefferson Parish is exempt from paying sales tax under LSA-R.S. 47:301 (8)(c). All prices for purchases by Jefferson Parish of supplies and materials shall be quoted in the unit of measure specified and unless otherwise specified, shall be exclusive of state and local taxes. The price quoted for work shall be stated in figures. In the event there is a difference in unit prices and totals, the unit price shall prevail. Quotations shall be based on F.O.B. Delivered, anywhere within the Parish as designated by the Purchasing Department. JEFFERSON PARISH WILL ACCEPT ONE BID ONLY FROM EACH VENDOR. Items bid must meet specifications. JEFFERSON PARISH will accept one price for each item unless otherwise indicated. Two or more prices for one item will result in bid rejection. Bidders are required to complete, sign and return the bid form and/or complete and return the associated line item pricing forms as indicated. The price quoted for work shall be stated in figures. In the event there is a difference in unit prices and totals, the unit prices shall prevail

JEFFERSON PARISH reserves the right to award contracts or place orders on a lump sum or individual item basis, or such combination, as shall in its judgment be in the best interest of JEFFERSON PARISH. Every contract or order shall be awarded to the LOWEST RESPONSIVE and RESPONSIBLE BIDDER, taking into consideration the CONFORMITY WITH THE SPECIFICATIONS and the DELIVERY AND/OR COMPLETION DATE

PROTESTS: Only those vendors that submit bids in response to this solicitation may protest any element of the procurement, in writing to the Director of the Purchasing Department. Written protest must be received within 48 hours of the release of the bid tabulation by the Purchasing Department. After consultation, the Parish Attorney's Office will then respond to protests in writing. (For more information, please see Chapter 2, Article VII, Division 2, Sec. 2-914.1 of the Jefferson Parish Code of Ordinances.)

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in the quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH requires all products to be new (current) and all work must be performed according to standard practices for the project. Unless otherwise specified, no aftermarket parts will be accepted. Unless otherwise specified, all workmanship and materials must have at least one (1) year guaranty, in writing, from the date of delivery and/or acceptance of the project. Any deviations or alteration from the specifications must be indicated on the bid form for each item and upon request, product data for same must be submitted by the time specified by the Purchasing Department.

If this bid requires a pre-bid conference (see Additional Requirements section), bidders are advised that such conference will be held to allow bidders the opportunity to identify any discrepancies in the bid specifications and seek further clarification regarding instructions. The Purchasing Department will issue a written response to bidders' questions in the form of an Addendum.

All formal Addenda require written acknowledgment on the bid form by the bidder by the bidder placing the Addendum number in the appropriate section. Failure to acknowledge an Addendum on the bid form shall cause the bid to be rejected; JEFFERSON PARISH reserves the right to award bid to next lowest responsive and responsible bidder in this event.

USE OF BRAND NAMES AND STOCK NUMBERS: Where brand names and stock numbers are specified, it is for the purpose of establishing certain minimum standards of quality. Bids may be submitted for products of equal quality, provided brand names and stock numbers are specified. Complete product data may be required prior to award.

Quantities listed are for bidding purposes only. Actual requirements may be more or less than quantities listed.

**INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS**

Bidders are not to exclude from participation in, deny the benefits of, or subject to discrimination under any program or activity, any person in the United States on the grounds of race, color, national origin, or sex; nor discriminate on the basis of age under the Age Discrimination Act of 1975, or with respect to an otherwise qualified handicapped individual as provided in Section 504 of the Rehabilitation Act of 1973, or on the basis of religion, except that any exemption from such prohibition against discrimination on the basis of religion as provided in the Civil Rights Act of 1964, or Title VI and VII of the Act of April 11, 1968, shall also apply. This assurance includes compliance with the administrative requirements of the Revenue Sharing final handicapped discrimination provisions contained in Section 51.55 (c), (d), (e), and (k)(5) of the Regulations. New construction or renovation projects must comply with Section 504 of the 1973 Rehabilitation Act, as amended, in accordance with the American National Standard Institute's specifications (ANSI A117.1-1961).

Jefferson Parish and its partners as the recipients of federal funds are fully committed to awarding a contract(s) to firm(s) that will provide high quality services and that are dedicated to diversity and to containing costs. Thus, Jefferson Parish strongly encourages the involvement of minority and/or woman-owned business enterprises (DBE's, including MBE's, WBE's and SBE's) to stimulate participation in procurement and assistance programs.

**IN ACCORDANCE WITH STATE REGULATIONS JEFFERSON PARISH OFFERS ELECTRONIC PROCUREMENT TO ALL VENDORS**

**This electronic procurement system allows vendors the convenience of reviewing and submitting bids online.**

**This is a secure site and authorized personnel have limited read access only. Bidders are to submit electronically using this free service; while the website accepts various file types, one single PDF file containing all appropriate and required bid documents is preferred. Bidders submitting uploaded images of bid responses are solely responsible for clarity. If uploaded images/documents are not legible, then bidder's submission will be rejected. Please note all requirements contained in this bid package for electronic bid submission.**

**Please visit our E-Procurement Page at [www.jeffparishbids.net](http://www.jeffparishbids.net) to register and view Jefferson Parish solicitations. For more information, please visit the Purchasing Department page at <http://purchasing.jeffparish.net>.**

**ADDITIONAL REQUIREMENTS FOR THIS BID**

PLEASE MATCH THE NUMBERS PRINTED IN THIS BOX WITH THE  
CORRESPONDING INSTRUCTIONS BELOW.

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1. All bidders must attend the MANDATORY pre-bid conference and will be required to sign in and out as evidence of attendance. In accordance with LSA R.S. 38:2212(I), all prospective bidders shall be present at the beginning of the MANDATORY pre-bid conference and shall remain in attendance for the duration of the conference. Any prospective bidder who fails to attend the conference or remain for the duration shall be prohibited from submitting a bid for the project.
2. Attendance to this pre-bid conference is optional. However, failure to attend the pre-bid conference shall not relieve the bidder of responsibility for information discussed at the conference. Furthermore, failure to attend the pre-bid conference and inspection does not relieve the successful bidder from the necessity of furnishing materials or performing any work that may be required to complete the work in accordance with the specification with no additional cost to the owner.
3. Contractor must hold current applicable JEFFERSON PARISH licenses with the Department of Inspection and Code Enforcement. Contractor shall obtain any and all permits required by the JEFFERSON PARISH Department of Inspection and Code Enforcement. The contractor shall be responsible for the payment of these permits. All permits must be obtained prior to the start of the project. Contractor must also hold any and all applicable Federal and State licenses. Contractor shall be responsible for the payment of these permits and shall obtain them prior to the start of the project.
4. A LA State Contractor's License will be required in accordance with LSA R.S. 37-2150 et. seq. and such license number will be shown on the outside of the bid electronic envelope. Failure to comply will cause the bid to be rejected. When submitting the bid electronically, the license number must be entered in the appropriate field in the electronic procurement system. Failure to comply will cause the bid to be rejected.

**INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS**

5. It is the bidder's responsibility to visit the job site and evaluate the job before submitting a bid.
6. Job site must be clean and free of all litter and debris daily and upon completion of the contract. Passageways must be kept clean and free of material, equipment, and debris at all times. Flammable material must be removed from the job site daily because storage will not be permitted on the premises. Precaution must be exercised at all times to safeguard the welfare of JEFFERSON PARISH and the general public.
7. PUBLIC WORKS BIDS: All awards for public works in excess of \$5,000.00 will be reduced to a formal contract which shall be recorded at the contractor's expense with the Clerk of Court and Ex-Officio Recorder of Mortgages for the Parish of Jefferson. A price list of recordation costs may be obtained from the Clerk of Court and Ex-Officio Recorder of Mortgages for the Parish of Jefferson. All awards in excess of \$25,000.00 will require both a performance and a payment bond. Unless otherwise stated in the bid specifications, the performance bond requirements shall be 100% of the contract price. Unless otherwise state in the bid specifications, the payment bond requirements shall be 100% of the contract price. Both bonds shall be supplied at the signing of the contract.
8. NON-PUBLIC WORKS BIDS: A performance bond will be required for this bid. The amount of the bond will be 100% of the contract price unless otherwise indicated in the specifications. The performance bond shall be supplied at the signing of the contract.
9. NON-PUBLIC WORKS BIDS: A payment bond will be required for this bid. The amount of the bond will be 100% of the contract price unless otherwise indicated in the specifications. The payment bond shall be supplied at the signing of the contract.
10. All bidders must comply with the requirements stated in the attached "Standard Insurance Requirements" sheet attached to this bid solicitation. Failure to comply with this instruction will result in bid rejection.
11. A bid bond will be required with bid submission in the amount of 5% of the total bid, unless otherwise stated in the bid specifications. All sureties must be in original format (no copies). When submitting a bid online, vendors must submit an electronic bid bond through the respective online clearinghouse bond management system(s) as indicated in the electronic bid solicitation on Central Auction House. No scanned paper copies of any bid bond will be accepted as part of the electronic bid submission.
12. This is an as needed basis contract. JEFFERSON PARISH makes no representations on warranties with regard to minimum guaranteed quantities unless otherwise stated in the bid specifications.
13. Freight charges should be included in total cost when quoting. If not quoted FOB DELIVERED, freight must be quoted as a separate item. Bid may be rejected if not quoted FOB DELIVERED or if freight charges are not indicated on bid form.
14. PUBLIC WORKS BIDS - Completed, Signed and Properly Notarized Affidavits Required; This applies to all solicitations for construction, alteration or demolition of public buildings or projects, in conformity with the provisions contained in LSA-RS 38:2212.9, LSA-RS 38:2212.10, LSA-RS 38:2224, and Sec 2-923.1 of the Jefferson Parish Code of Ordinances. For bidding purposes, all bidders must submit with bid submission COMPLETED, SIGNED and PROPERLY NOTARIZED Affidavits, including: Non-Conviction Affidavit, Non-Collusion Affidavit, Campaign Contribution Affidavit, Debt Disclosures Affidavit and E-Verify Affidavit. For the convenience of vendors, all affidavits have been combined into one form entitled PUBLIC WORKS BID AFFIDAVIT. This affidavit must be submitted in its original format, and without material alteration, in order to be compliant and for the bid to be considered responsive. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid, however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.
15. NON PUBLIC WORK BIDS - Completed, Signed and Properly Notarized Affidavits Required in conformity with the provisions contained in LSA – RS 38:2224 and Sec 2-923.1 of the Jefferson Parish Code of Ordinances. For bidding purposes, all bidders must submit with bid submission COMPLETED, SIGNED and PROPERLY NOTARIZED Affidavits, including: Non-Collusion Affidavit, Debt Disclosures Affidavit and Campaign Contribution Affidavit. For the convenience of vendors, all affidavits have been combined into one form entitled NON PUBLIC WORKS BID AFFIDAVIT. This affidavit must be submitted in its original format, and without material alteration, in order to be compliant and for the bid to be considered responsive. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid, however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.

## INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS

16. The ensuing contract for this bid solicitation may be eligible for FEMA reimbursement and/or Federal funding/reimbursement. As such, the referenced appendix will be applicable accordingly and shall be considered a part of the bid documents. All applicable certifications must be duly completed, signed and submitted as per the appendix instructions. Failure to submit applicable certifications as per the appendix instructions will result in bid rejection.

17. For this project, the Contractor shall not pay any state or local sales or use taxes on materials and equipment which are affixed and made part of the immovable property of the project or which is permanently incorporated in the project (hereinafter referred to as "applicable materials and equipment"). All purchases of applicable materials or equipment shall be made by the contractor on behalf of and as the agent of Jefferson Parish (Owner), a political subdivision of the State of Louisiana. No state and local sales and use taxes are owed on applicable materials and equipment under the provisions of Act 1029 of the 1991 Regular Session - Louisiana Revised Statute 47:301(8)(c). Owner will furnish to contractor a certificate form which certifies that Owner is not required to pay such state or local sales and use taxes, and contractor shall furnish a copy of such certificate to all vendors or suppliers of the applicable materials and equipment, and report to Owner the amount of taxes not incurred.

**It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission: and the duty of every contractor, subcontractor, and licensee of the parish, and the duty of every applicant for certification of eligibility for a parish contract or program, to cooperate with the Inspector General in any investigation, audit, inspection, performance review, or hearing pursuant to Jefferson Parish Code of Ordinances Section 2-155.10(19). By submitting a bid, vendor acknowledges this and will abide by all provisions of the referenced Jefferson Parish Code of Ordinances.**

DATE: 9/19/2023

INVITATION TO BID  
THIS IS NOT AN ORDER

Page: 5

BID NO.: 50-00143403

**JEFFERSON PARISH**

PURCHASING DEPARTMENT  
P.O. BOX 9  
GRETN, LA. 70054-0009  
504-364-2678

VENDOR: 27118 BLANK BID COPY VENDOR

PURCHASING SPECIALIST:  
JTRUELOVE

As per LSA-RS 47:301 et seq., all governmental bodies are excluded from payment of sales taxes to any Louisiana taxing body. Quotations shall be based on F.O.B. Agency warehouse or jobsite, anywhere within the Parish as designated by the Purchasing Department.

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH is expecting all products to be new and all work to be done in workman-like manner, according to standard practices. Any deviations or alteration from the specifications must be indicated on the bid form for each item and upon request, product data for same must be submitted by the time specified by the Purchasing Department.

**DELIVERY: FOB JEFFERSON PARISH**

INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES

10/03/2023

INDICATE STARTING TIME (IN DAYS) FOR CONSTRUCTION WORK

INDICATE COMPLETION TIME (IN DAYS) FOR CONSTRUCTION WORK

In the event that addenda are issued with this bid, bidders **MUST** acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form by placing the addendum number as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: \_\_\_\_\_

NUMBER: \_\_\_\_\_

NUMBER: \_\_\_\_\_

NUMBER: \_\_\_\_\_

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable) \_\_\_\_\_

**\*\*\* ALL BIDDERS MUST COMPLETE SECTION BELOW \*\*\***

FIRM NAME:

Uncharted Territory LLC

SIGNATURE:

(Must be signed here)

TITLE: CEO

PRINT OR TYPE NAME:

William Hill

ADDRESS:

507 N Sam Houston Pkwy E Suite 165

CITY, STATE:

Houston, TX

ZIP:

77060

TELEPHONE:

(832) 546-0643

FAX:

(281) 809-5700

EMAIL ADDRESS:

willh@utllcnetwork.com

TOTAL PRICE OF ALL BID ITEMS: \$ 9,575

## INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00143403

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	5.00	EA	<p>Purchase of Five (5) Complete AED-3 Units for the Jefferson Parish Depart- ment of Transit</p> <p>0010 ZOLL AED 3, MODEL # 8511-001102-01 COMPLETE PACKAGE, TOUCHSCREEN DISPLAY,  OPTIONAL WIFI CONNECTIVITY, INTEGRATED PEDIATRIC RESCUE, RAPID SHOCK ANALYSIS, ENHANCED REAL CPR HELP, UNIVERSAL ONE- PIECE CPR UNI-PADZ ELECTRODES (ADULT/ PEDIATRIC).</p> <p>INCLUDED IN PACKAGE 1 AED UNIT, 1 SOFT CASE, 1 CPR UNI-PADZ (5 YEAR SHELF LIFE) FOR ADULT &amp; CHILDREN, 1 NON-RECHARGEABLE LITHIUM BATTERY, 1 USER MANUAL, 1 QUICK REFERENCE GUIDE, 1 FREE MEDICAL PRECRIP- TION/AUTHORIZATION, 7 YEAR WARRENTY WHEN DEVICE IS REGISTERED.</p> <p>JEFFERSON PARISH TRANSIT ADMINISTRATION ATTN: VICKIE LANG 21 WESTBANK EXPRESSWAY GRETNA, LA 70053</p> <p>.</p>	\$ 1895	\$ 9,475
2	1.00	ONLY	0020 ZOLL AED 3 SHIPPING & HANDLING	\$ 100	\$ 9,575





## Evaluation Factors

### **Factor 1 – Technical Capability.**

Delivering 5 Zoll AEDs (Automated External Defibrillators) and related products will require careful planning and coordination, as well as significant technical capability to ensure the devices are delivered quickly. Here are some key steps and considerations for this project:

1. **Procurement:** ZOLL AED 3 Semi or Fully Automatic with PADS, Case, Prescription, and accessories.
2. **Logistics:** We plan to ship on pallets via UPS, this order will take two pallets, we plan to ensure that all devices and cabinets reach their intended destinations safely and on time. Tracking will be provided.
3. **Compliance:** We will ensure that your project complies with all relevant regulations and standards related to AEDs and emergency medical equipment. This may include safety standards, prescriptions, local building codes, and healthcare regulations.
4. **Documentation:** Maintain detailed records of the AEDs, serial numbers, pads, and trainers including their shipping dates, any other requested information. This documentation is important for accountability and legal purposes.

5. **Contingency Planning:** Have a contingency plan in place for unexpected issues or emergencies, such as device malfunctions or natural disasters that could affect the AEDs' availability. AED's will include the standard 6-year warranty plus two years after registration (8-total).
6. **Inventory Management:** We have an inventory management system to keep track of the AEDs and related equipment.

#### **Delivery/ Item Availability**

**Bid Requested Item Availability- AED 3, product on 2-3 month back order.**

**ZOLL AED 3 Semi - Part #: 8511-001101-01** Delivered in 2-3 months includes: CPR Uni-padz, PlusRX Medical Prescription, and Battery Pack and User Training Kits.

Or (Alternate)

**ZOLL AED 3 Fully Automatic- ZOLL AED 3- Part #: 8511-001102-01**

Items to be delivered within 14 days as of 09/06/2023 include: CPR Uni-padz, PlusRX Medical Prescription, and Battery Pack and User Training Kits.

**Pricing for Semi and Fully Automatic is the same- Semi-automatic (user must push the shock button to deliver treatment), Fully-automatic (AED 3 will deliver the shock on its own)**

**Factor 2 – Past Performance.**

Uncharted Territory has experience delivering large quantities of AEDs to organizations, please review our reference sheet for past performance. Uncharted Territory has a history of reliable and safe delivery and service, especially when dealing with life-saving devices like AEDs. We have worked with organizations such as ZOLL, Texas Health & Human Services, Harris County, Texas, Cherokee Nation, Safety Med, and more. Since its incorporation in 2019, Uncharted Territory has fulfilled many orders with zero negative reviews from the public or other organizations. As a SDVOSB and authorized distributor for ZOLL products, we pride ourselves on a fast and quality turn around for all services and products.

## **References:**

### **1. Cherokee Nation**

08/2023-Present

Lifeline AED sales and cabinets for multiple casino locations.

Buyer: Kimberly Prince

O: 918.384.7523

C: 918.402.4912

Email: kimberly.prince@cnent.com

### **2. Texas HEALTH & HUMAN SERVICES COMMISSION**

08/2022

ZOLL AED sales and Trainers

AGENCY DELIVERY CONTACT:

Laura O. Longoria

Cell # 210-393-4039

Direct # 210-531-4570

Laura.Longoria@dshs.texas.gov

HHSC BUYER:

Courtney Meads, CTCD, CTCM

512-406-2478

[courtney.meads@hhsc.state.tx.us](mailto:courtney.meads@hhsc.state.tx.us)

### **3. Safety Med**

07/2022-Present

ZOLL AED's

Jennifer Hess

Cell: 713-557-4566

Direct: 346-335-7676

Email: jennifer@safetymed.com

## Extra- References

### Assumption Parish Schools

Services related to Emergency and Safety for the school district.

Rachel Dugas

985-369-9735

rdugas@assumptionschools.com

### Harris County Precent 2

Medical Training

Daniel A. Uribe

Workforce Development Planning Program Manager

Cell: 713.264.2409

Email: daniel.uribe@pct2.hctx.net

### TX HHS-Mexia

CPR Instructor Training

Candy Wiley CT&D Director

[Candy.wiley@hhs.texas.gov](mailto:Candy.wiley@hhs.texas.gov)

254-562-1270



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
[www.zoll.com](http://www.zoll.com)

August 11, 2023

Mr. William Hill  
CEO  
Uncharted Territory LLC  
507 N Sam Houston Pkwy E Suite 165 Houston, TX 77060

Dear Mr. Hill,

Please accept this letter validating **Uncharted Territory LLC** as an authorized Distributor for ZOLL Medical Corporation since 09/29/2020.

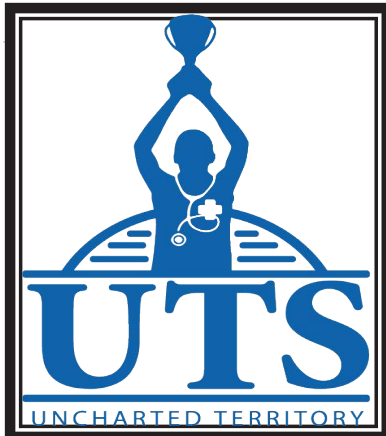
As you know, on August 26, 2018, 2019, ZOLL Medical Corporation acquired the stock of CSC. As part of the integration of CSC into ZOLL, **Uncharted Territory LLC** is authorized to distribute both product lines per your signed Distributor Agreement. The authorized markets are outlined in your Distributor Agreement for reference.

Should you or any of your customers have questions regarding this authorization letter please do not hesitate to contact me.

Best regards,

A handwritten signature in black ink, reading "Paula Sousa", is placed over a rectangular area with a light gray dotted background.

Paula Sousa  
Sr. Contracts Specialist, Distribution  
[psousa@zoll.com](mailto:psousa@zoll.com)



## Uncharted Territory Solutions



William Hill, CEO



832-546-0643



Willh@utllcnetwork.com



[www.utllcnetwork.com](http://www.utllcnetwork.com)

Location: Houston, TX



DUNS NUMBER: 073314500

Unique Entity ID:  
F29KYPXFTJM2

CAGE CODE: 8D0Z7

NAICS CODE: 611430,  
611699 423450, 339113,  
611519

Socio-economic certifications:  
SDVOSB, Texas HUB,  
MBE, Small Business

# CAPABILITY STATEMENT



## COMPANY PROFILE

Uncharted Territory Solutions is a Houston based Company that has all of your training needs. This Veteran owned company is run by nurses with a variety of experiences. This company is an authorized training provider of the American Heart Association, American Safety Health Institute, and the Occupational Safety and Health Administration.

Uncharted Territory Solutions is qualified to teach a variety of courses in person or virtual and has been dedicated to meeting the needs of the community as well as other businesses. Uncharted Territory Solutions has the capability to provide Automated External Defibrillator (AED's), Bleeding Kits, as well as First Aid Kits to your company, with the capability for maintenance and oversight for existing AED units. We also conduct Vocational Health Career Training.

## CORE COMPETENCE

We offer the following courses :

- ACLS- Advanced Cardiovascular Life Support (Virtual or In person)
- ACLS Instructor Course
- BLS- Basic Life Support (Virtual or In person)
- Child CPR
- Phlebotomy, Medical Assistant, Nurse Aide, Certificate Training
- CPR/AED- Cardiopulmonary resuscitation (CPR) Automated external defibrillator (AED)
- CPR/AED/First Aid
- CPR Instructor Course
- Automated External Defibrillator's (AED)
- First Aid Kits, Bleeding Kits or Cabinets for existing AED's
- Mental Health First Aid
- OSHA 10hr & 30hr General Industry
- PALS- Pediatric Advanced Life Support (Virtual or In person)



## MISSION STATEMENT:

We aim to establish ourselves as a leading company in our niche industry, by garnering the respect and trust of our clients through excellent relational experiences and exceeding client expectations.



# CAPABILITY STATEMENT



## DIFFERENTIATORS

### PAST PERFORMANCE/ References:

Assumption Parish Schools  
CPR/AED/FA Training Contact: Rachel  
Dugas Assumption Parish Preschool  
Coordinator  
Email: Rdugas@assumptionschools.com

TriFitness Gym: CPR/AED Services/ In  
fection Control Training  
Contact: Jake Trione, CO- Owner.  
Email: Jake@TriFitnessGym.com

Tarrant County, TX: Safety  
Training Contact: Christina  
Hernandez- Facility Management  
Email: CMHernandez@tarrantcounty.com

Harris County/TX: Medical Training.  
Contact: Daniel Uribe Contract Admin  
Email: Daniel.Uribe@pct2.hctx.net

### Product/Service Codes:

938-38,979-37,345-32,  
345-40

Uncharted Territory Solutions is a Veteran and minority owned company ran by experienced nurses. We offer competitive prices and strive to make a difference with continued service. Our mission is to employ transitioning service members to teach civilians the things that they have learned.

#### ➤ **Under \$250,000**

- ✓ AED instillations for multiple offices ✓
- Infection Control Training
- ✓ CPR Training
- ✓ AED maintenance
- ✓ Leadership Training
- ✓ Crisis Intervention Training
- ✓ Professional Development Training

#### ➤ **Under \$25,000**

- ✓ Infection Control Training
- ✓ CPR Training
- ✓ AED maintenance
- ✓ Bleed Kits
- ✓ Crisis Intervention Training
- ✓ Automated External Defibrillator (AED)
- ✓ Mental Health First Aid
- ✓ ACLS Training
- ✓ BLS Training
- ✓ CPR Instructor Training

#### ➤ **Micro-Purchase Under 10,000**

- ✓ Infection Control Training
- ✓ CPR/AED Training
- ✓ AED Distribution
- ✓ Bleed Kits
- ✓ Crisis Intervention Training
- ✓ Mental Health First Aid
- ✓ ACLS Training
- ✓ BLS Training
- ✓ CPR Instructor Training

#### ➤ **Contract Vehicles**

- ✓ Government purchase cards, Government Credit Cards, Prime Contracts, Quick Purchase.

Accept Credit Cards



# ZOLL AED 3™



## Technical Specifications

### Enhanced Real CPR Help®

The ZOLL AED 3™ automated external defibrillator (AED) provides detailed CPR guidance with proprietary Real CPR Help® technology. More powerful full-colour images and a CPR cycle timer, combined with voice and text prompts, help guide responders through the rescue. The Real CPR Help integrated, real-time CPR feedback tells and shows rescuers when they need to “Push Harder” or whether they are doing “Good Compressions,” so they know when they are administering high-quality CPR.

### RapidShock™ Analysis

The ZOLL AED 3™ with RapidShock™ analysis enables the shortest rhythm analysis for more continuous care and more life-saving CPR. RapidShock analysis allows the ZOLL AED 3 to deliver a shock, if needed, in as little as 5 seconds. Minimising the pre-shock pause and providing more CPR can improve patient outcomes.\*

Research shows that minimising time to shock after the CPR cycle ends may improve survival.<sup>1</sup> The 2015 ERC Guidelines note, “The delay between stopping chest compressions and delivery of the shock (the pre-shock pause) must be kept to an absolute minimum; any delay will reduce the chances of the shock being successful.”<sup>2</sup>

### Integrated Paediatric Rescue

Paediatric rescue is made easier with ZOLL’s unique CPR Uni-padz™ electrodes and a child-mode setting. Universal pad design provides rescuers a single, confident solution to treat both adult and paediatric victims of SCA by using the same set of electrode pads and simply activating child mode.

### Low Total Cost of Ownership

Longer-lasting 5-year battery and electrode pads reduce AED device maintenance requirements. Less maintenance can improve device readiness and has the added benefit of reducing the total cost of ownership over the life of your ZOLL AED 3.

### WiFi Connectivity

Easily manage your suite of devices via the cloud. Every ZOLL AED 3 is equipped with Wi-Fi connectivity for seamless communication with AED programme management systems through your wireless network. Once enabled, the ZOLL AED 3 will automatically report its readiness status, report a failed self-test, and will send email alerts so you can take the appropriate corrective action and make sure your AEDs are ready in an emergency.

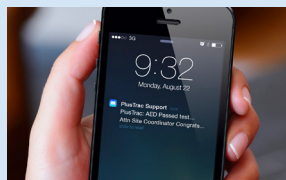
\* On the ZOLL AED 3 Automatic, the pre-shock pause time is 5 seconds longer due to warning to stand clear of patient and shock countdown before delivery.



Real CPR Help® assists rescuers in delivering high-quality CPR by providing real-time feedback on chest compression rate and depth.



Activate child mode for paediatric rescue with CPR Uni-padz™.



WiFi connectivity makes it easy to manage all your devices and receive immediate email updates on AED readiness status.



Universal CPR Uni-padz can be used for both adult and child rescues. They are the only pads that last 5 years and also include an integrated rescue kit.

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## ZOLL AED 3 Specifications

### Defibrillator

**Protocol:** Semiautomatic and Fully Automatic configuration

**Waveform:** ZOLL Rectilinear Biphasic™

**Defibrillator Charge Hold Time:** 30 seconds; ZOLL AED 3 Automatic model: 3 seconds prior to automatic shock delivery

**Energy Selection:** Factory preprogrammed selection (Adult: 120 J, 150 J, 200 J; Child: 50 J, 70 J, 85 J)

**Patient Safety:** All patient connections are electrically isolated

**Charge Time:** Less than 10 seconds with new battery

**Pre-shock Pause:** Less than 5 seconds (semi-automatic) and less than 8 seconds (automatic) with new battery

**Electrodes:** ZOLL CPR Uni-padz™

**Self-test:** Configurable automatic self-test every day or every 7 days. Default: every 7 days. Monthly full-energy test (200 J).

**Automatic Self-test Checks:** Battery capacity, status, and expiry; electrode connection and expiry; ECG and charge/discharge circuits; microprocessor hardware and software; CPR circuitry and pads sensor; audio circuitry

**Compression Depth:** 1.9 cm to 10.2 cm; 0.75 in to 4 in

**Defibrillation Advisory:** Evaluates defibrillation pad connection and patient ECG to determine if defibrillation is required.

**Shockable Rhythms:** Ventricular fibrillation with average amplitude >100 microvolts and wide complex ventricular tachycardia with rates greater than 150 BPM for adults, 200 BPM for paediatrics. For ECG analysis algorithm sensitivity and specificity, refer to ZOLL AED 3 Administrator's Guide.

**Patient Impedance Measurement Range:** 10 to 300 ohms

**Defibrillator:** Protected ECG circuitry

**Display Format:** High-resolution LCD with capacitive touch panel

**Display Screen Size:** 5.39 cm x 9.5 cm; 2.12 in x 3.74 in

**Data Recording and Storage:** User-configurable for 1 or 2 clinical events for total of 120 minutes. Includes ECG, impedance measurements, device prompts and CPR data.

**Data Recovery:** Controlled by touchscreen, uploaded to USB memory stick, or ZOLL Case Review™ over a Wi-Fi network

**Internal Clock Synchronisation:** Coordinated Universal Time (UTC) synchronisation occurs when communicating with the ZOLL Online server.

### Device

**Size:** (H x W x D)  
12.7 cm x 23.6 cm x 24.7 cm;  
5.0 in x 9.3 in x 9.7 in

**Weight:** 2.5 kg; 5.5 lbs (with battery)

**Power:** Battery

**Wireless:** 802.11 a/b/g/n

**Security Protocols:** WPA 1, WPA 2, WPA Personal, WPA Enterprise

**Port:** USB 2.0

**Rescue Accessory Pack Contents:** Non-latex gloves, a CPR barrier mask, razor, paper towel, and towelette.

**Device Classification:** Class II and internally powered per EN60601-1

**Design Standards:** Meets applicable requirements of EN 60601-1, IEC 60601-1-11, IEC 60601-2-4

### Environmental

**Operating Temperature:** 0° to 50°C; 32° to 122°F

**Storage Temperature:** -30° to 70°C; -22° to 158°F

**Humidity:** 10% to 95% relative humidity, non-condensing

**Vibration:** IEC 60068-2-64, Random, Spectrum A.4, Table A.8, Cat 3b; RTCA/DO-160G, Fixed Wing Aircraft, Section 8.6, Test Cat. H, Aircraft Zone 1 and 2, EN 1789, Sweep per EN 60068-2-6 Test Fc.

**Shock:** IEC 60068-2-27; 100G

**Altitude:** -381 m to 4573 m; -1250 to 15,000 ft

**Particle and Water Ingress:** IP55

**Drop Test:** 1 meter; 3.28 feet

### Battery

**Battery Capacity:** Typical new battery running at an ambient temperature of +20° C to +25° C (68° F to 77° F) can provide: 140 defibrillator discharges at maximum energy (200 joules), or 6 hours of continuous monitoring (with 2-minute CPR periods) Note: CPR periods shorter than 2 minutes can decrease the operating time that can be obtained from a new battery.

**Type:** Disposable, sealed lithium manganese dioxide

**Battery Standby Life (once installed):** 5 years with weekly self-test. End of life indicated by blank status window (typical remaining shocks: 9).

**Battery Shelf Life:** Store for up to 2 years at 23°C (77°F) prior to installing in ZOLL AED 3 to maintain above battery life.

**Temperature :** 0°C to 50°C (32°F to 122°F)

**Humidity:** 10% to 95% (non-condensing)

**Weight:** 317.5 grams; 0.7 lbs

**Size:** (H x W x D)  
27.75 mm x 133 mm x 88 mm;  
1.0 in x 5.16 in x 3.5 in

**Nominal Voltage:** 12 volts

### CPR Uni-padz

**Shelf Life:** 5 years

**Conductive Gel:** Polymer Hydrogel

**Conductive Element:** Tin

**Packaging:** Multilayer foil laminate pouch

**Impedance Class:** Low

**Cable Length:** 142 (+/-3.8) cm; 56 (+/- 1.5) in

**Design Standards:** Meets requirements of IEC 60601-2-4, 2010

<sup>1</sup>Snyder DE, et al. *Crit Care Med*. 2004;32(9) Supplement:S421-S424.

<sup>2</sup>ERC Guidelines for Resuscitation 2015. *Resuscitation*. 2015;95:20.

Specifications subject to change without notice.

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**ZOLL**®

# The all-new ZOLL AED 3™

## **Six-Year Limited Product Warranty**

ZOLL Medical Corporation (ZOLL) warrants to the Customer that from the date of shipment from ZOLL's facility, the Equipment (constituting the Defibrillator) will be free from defects in material and workmanship under normal use and service for the period of six (6) years from the date of shipment. The Factory Warranty covers all parts, labor, shipping and insurance costs for the repair of the Equipment. A Service Loaner is provided at no charge for use during the repair.

During such six-year period ZOLL will, at no charge to the Customer, either repair or replace (at ZOLL's sole option) any part of the Equipment found to be defective in material or workmanship. If ZOLL's inspection detects no defects in material or workmanship; ZOLL's regular service charges shall apply.

Accessories (constituting the carry case and electrodes) shall be warranted for 90 days from date of shipment. During such period ZOLL will, at no charge to the Customer, either repair or replace (at ZOLL's sole option) any part of the accessories found by ZOLL to be defective in material or workmanship. If ZOLL's inspection detects no defects in material or workmanship; ZOLL's regular service charges shall apply.

ZOLL shall not be responsible for any Equipment defect, the failure of the Equipment to perform any specified function, or any other nonconformance of the Equipment, caused by or attributable to: (i) any modification of the Equipment by the Customer, unless such modification is made with the prior written approval of ZOLL; (ii) the use of the Equipment with any associated or complementary Equipment, accessory or software not supplied by ZOLL (iii) any misuse or abuse of the Equipment; (iv) exposure of the Equipment to conditions beyond the environmental, power or operating constraints specified by ZOLL; or (v) installation or wiring of the Equipment other than in accordance with ZOLL's instructions.

This warranty does not cover items subject to normal wear and burnout during use, including but not limited to lamps, fuses, batteries, patient cables and accessories. The foregoing warranty does not apply to software included as part of the Equipment (including software embodied in read-only memory, known as "firmware").

The foregoing warranty constitutes the exclusive remedy of the customer and the exclusive liability of ZOLL for any breach of any warranty related to the Equipment supplied hereunder.

THE WARRANTY SET FORTH HEREIN IS EXCLUSIVE AND ZOLL EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES WHETHER WRITTEN, ORAL, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO ANY WARRANTIES OR MERCHANTABILITY OF FITNESS FOR A PARTICULAR PURPOSE.

ZOLL's maximum liability arising out of the sale of the Products (Equipment and related accessories and disposables) or their use, whether based upon warranty, contract, tort or otherwise, shall not exceed the actual payments received by ZOLL in connection therewith. ZOLL shall not be liable for any incidental, special or consequential loss, damage or expense (including without limitation lost profits) directly or indirectly arising from the sale, inability to sell, use or loss of use of any Product (however caused and on any theory of liability), even if ZOLL has been advised of the possibility of such loss. The foregoing limitations shall not apply to any claims for bodily injury or death to the extent that limitation of damages for such claims is unenforceable or against public policy under any applicable statute or rule of law.