



**CENTRALBIDDING**  
FROM CENTRAL AUCTION HOUSE

**5000134228 A ONE TIME PURCHASE OF AED PRODUCTS FOR THE  
DEPARTMENT OF RECREATION**  
Jefferson Parish Government

Project documents obtained from [www.CentralBidding.com](http://www.CentralBidding.com)  
16-Apr-2021 05:47:34 AM



# JEFFERSON PARISH

## DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG  
PARISH PRESIDENT

RENNY SIMNO  
DIRECTOR

September 2020

### **Changes to Jefferson Parish Bidding Information**

The Jefferson Parish Purchasing Department would like to make vendors aware of the following changes:

**Total Bid Price Must Include the Cost of Naming Jefferson Parish as Additional Insured:**

Bidder acknowledges that Bidder recovered the cost of any required insurance in the contract price as required by La.R.S. 9:2780.1 and that Bidder recovered any such cost for the purposes of insuring an obligation to indemnify Jefferson Parish, defend Jefferson Parish, or hold Jefferson Parish harmless and that Bidder's indemnity liability is limited to the amount of the proceeds that are payable under the insurance policy or policies that Bidder has obtained.



**Electronic Procurement:** Beginning November 1, 2020, Jefferson Parish will no longer accept manual bid submissions; and will only accept bid submissions electronically via our e-Procurement system, Central Bidding. Central Bidding can be accessed by visiting either [www.centralbidding.com](http://www.centralbidding.com) or [www.jeffparishbids.net](http://www.jeffparishbids.net). All bidders will be required to register with Central Bidding. Jefferson Parish vendors are able to register for free by accessing the following link:  
<https://www.centrauctionhouse.com/registration.php>.

**Probable Construction Cost:** Per Jefferson Parish Administrative Policy, the probable construction cost is not revealed in the Jefferson Parish Bidding Documents. Jefferson Parish Administrative Policy has changed and a range of the probable construction cost will be stated in the Jefferson Parish bidding document, entitled Important Notice to All Bidders – Bid Requirements. Per Louisiana Public Bid Law, the probable construction cost will be read at the bid opening.

**Insurance Requirement:** All bidders must provide proof of valid insurance in the required amounts as stated in the Standard Insurance Requirements for bidding purposes. Failure to provide the proof of valid insurance in all of the required coverage amounts will result in bid rejection.

GENERAL GOVERNMENT BLDG. – 200 DERBIGNY ST., SUITE 4400, GRETNA, LA 70053  
OFFICE 504.364.2678

JOSEPH S. YENNI BLDG. – 1221 ELMWOOD PARK BLVD., SUITE 404, JEFFERSON, LA 70123  
OFFICE 504.364.2678

EMAIL: [PURCHASING@JEFFPARISH.NET](mailto:PURCHASING@JEFFPARISH.NET) WEBSITE: [WWW.JEFFPARISH.NET](http://WWW.JEFFPARISH.NET)



**BID 50-134228**

**A ONE TIME PURCHASE OF AED PRODUCTS FOR THE  
DEPARTMENT OF RECREATION**

**APRIL 21 , 2021 @ 11:00 A.M.**

**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.**

**Please Email Questions to:  
Doris Abraham  
[DAbraham@jeffparish.net](mailto:DAbraham@jeffparish.net)  
504-364-2690**

DATE: 4/15/2021

INVITATION TO BID  
THIS IS NOT AN ORDER

Page: 1

BID NO.: 50-00134228

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

VENDOR:

BUYER: DABRAHAM@jeffparish.net

**Bids will be received until 11:00 AM, 4/21/2021 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. 113646 and/or Resolution No. 113647 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 A1 17.1-1961).

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.

DATE: 4/15/2021

BID NO.: 50-00134228

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## 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 with bid submission. Failure to submit applicable certifications with bid submission 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: 4/15/2021

INVITATION TO BID  
THIS IS NOT AN ORDER

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BID NO.: 50-00134228

**JEFFERSON PARISH**

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

VENDOR: \_\_\_\_\_

BUYER: DABRAHAM

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.

<b>DELIVERY: FOB JEFFERSON PARISH</b>	
INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES	<u>7 Days ARO</u>
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: N/A

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

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

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

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

<b>*** ALL BIDDERS MUST COMPLETE SECTION BELOW ***</b>	
FIRM NAME: <b>LotusUSA, Inc</b>	
SIGNATURE: (Must be signed here) 	TITLE: <b>Vice President</b>
PRINT OR TYPE NAME: <b>Prasad Yalamanchi</b>	
ADDRESS: <b>445 S. Figueroa Street 31st Floor STE 3121 Los Angeles CA 90071</b>	
CITY, STATE: <b>Los Angeles CA</b>	ZIP: <b>90071</b>
TELEPHONE: <b>( 213)- 298-7100</b>	FAX: <b>( )</b>
EMAIL ADDRESS: <b>sivaprasad@lotusainc.com</b>	

TOTAL PRICE OF ALL BID ITEMS: \$ 10,485.00

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00134228

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	6.00	EA	<p>A one time purchase of AED products for the Department of Recreation</p> <p>0010 ZOLL AED Plus Including one set of batteries, one set of adult CPR-D 6 padz, soft carry case, internal data storage, and patient prep kit Item Number: Zoll kit-1</p> <p>NOTE: HAS TO MATCH EXACTLY WITH ZOLL AED PLUS UNITS THAT WE CURRENTLY HAVE.</p>	\$ 1,655.00	\$ 9,930.00
2	3.00	EA	<p>0020 ZOLL CPR-D Padz, supplied with gloves, barrier mask, scissors and 3 wipes. 5 year shelf life Item Number: 8900-0800-01</p> <p>NOTE: HAS TO MATCH EXACTLY WITH ZOLL ZOLL AED PLUS UNITS THAT WE CURRENTLY HAVE.</p> <p>For Heath Davillier - Playgrounds</p> <p>Deliver To: East Bank Recreation 6925 Saints Drive Metairie, LA 70003</p>	\$ 185.00	\$ 555.00
<p><b>Lead time 7 business AED has 7 yrs warranty Pads 2 year and batteries- 4 year warranty</b></p>					
		Z-200	<p>Zoll AED Plus with Graphical Cover SEMI-AUTO *OM* Contents: 1 Brand new ZOLL AED Plus (with LCD Screen) 7 Year Warranty 1 Sleeve of batteries (10 batteries) One set of CPR-D Padz 1 Carrying Case 1 AED Cover 1 AED Operations Guide</p>		
			8900-0800-01 CPR-D Padz One Piece Defib and CPR System *OM*		
			<p>FREE-AED-ITEMS Free AED Items with AED purchase. *OM*</p> <ul style="list-style-type: none"> <li>» AED Wall Sign *OM* x 1</li> <li>» First Responder Kit *OM* x 1</li> <li>» AED Decal Sticker *OM* x 1</li> <li>» AED Inspection Tags - Single *OM* x 1</li> </ul>		



**LOTUS USA, Inc, 445 S. Figueroa Street, 31st Floor STE 3121, Los Angeles CA 90071**

**Project Name:** 5000134228 A ONE TIME PURCHASE OF AED PRODUCTS FOR THE DEPARTMENT OF RECREATION

**Solicitation:** 66749820

**Date of the Proposal:** 04/21/2021

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## 1. ABOUT RESPONDENTS

This is the response for **Solicitation#**: 66749820 (5000134228 A ONE TIME PURCHASE OF AED PRODUCTS FOR THE DEPARTMENT OF RECREATION)

LotusUSA, Inc. (hereinafter referred to as “Lotus”) provides our clients with excellent services that provide results and the best possible Return on Investment (ROI).

Our mission - Lead the acquisition enterprise to contracting excellence Vision - Reshape the acquisition function to support our customers through the effective and innovative means. Our Goals at Lotus - “Integrity, Commitment, Advocacy, Respect, and Excellence (I CARE) – these are our goals”

Organization Name: LotusUSA, Inc.

Address: 445 S.Figueroa Street 31st Floor STE 3121, Los Angeles, CA 90071

Federal TAX ID Number: 47-1943686

DUNS Number: 079599348

CAGE Code: 771V6

URL address: [www.lotususainc.com](http://www.lotususainc.com)

## 2. CONTACT INFORMATION

### Prime Contractor Contact

Prasad Yalamanchi

**Title: Vice President**

**Email id:** [sivaprasad@lotususainc.com](mailto:sivaprasad@lotususainc.com)

**Phone:** 213-298-7100

## 3. LOTUS EXECUTIVE SUMMARY

Lotus Established in 2014 and executed 265 public sector contracts. Lotus has principle offices in Los Angeles and branch offices in Michigan.

LotusUSA, Inc secured an independent WOSB third party certification awarded by U.S. Women's Chamber of Commerce (USWCC). Please note that SBA will eliminate the current self-certification option from [certify.sba.gov](http://certify.sba.gov), effective October 15, 2020.

LotusUSA, Inc secured an independent Women only small business (**WOSB**) **NATIONAL WOMEN'S BUSINESS ENTERPRISE (NWBE)** and **INTERNATIONAL WOMEN'S**

**BUSINESS ENTERPRISE (IWBE)** third party certification awarded by U.S. Women's Chamber of Commerce (USWCC)

LotusUSA, Inc is **certified HUBZone small business concern.**

**Minority Business Enterprise (MBE)** certification issued by National Minority Supplier Development Council (NMSDC) An organization by a group corporate member seeking to do business with certified minority business enterprises (MBEs).

Cisco Systems awarded Lotus as **Select Partner STATUS.**

Los Angeles County Metropolitan Transportation Authority (Metro) awarded Small Business Enterprise Certification (SBE) and Disadvantaged Business Enterprise Certification (DBE) Lotus also a certified California Small Business (SB-MICRO) certification for the State of California from California Department of General Services (DGS) Local Small Business Enterprise (Local SBE) from County of Los Angeles Lotus USA, Inc. has principle offices in Silicon Valley San Jose, and Los Angeles.

Lotus founding member is in business since 2003 supported by solution technology architects in leading edge technologies and teaming partners supported by former Government and Industry executives who are proven leaders that have designed a services philosophy that address the unique challenges and requirements of the public. Lotus focuses on communication, commitment and partnership to deliver expectation exceeding value to our clients.

Headquartered in Troy Michigan with principle office in Los Angeles California. Lotus specialize in the development and integration of innovative business solutions, management consulting services and procurement of equipment in major technology fields for the Federal Government agencies, state government, municipalities, and Enterprise customers. Lotus views each client as a strategic partner because our success is measured only by the achievements of our clients.

Lotus public Sector group has long-term relationships within the federal Government agencies, state government, municipalities, and Enterprise customers to support ongoing professional services and procurement equipment in major technology fields.

At Lotus, we work with our customer teams, providing extensive in supporting procurement of equipment for government IT and non-IT and operational experience. Lotus public sector consultants possess decades of experience in teaming with government agencies to provide IT solutions that make better use of increasingly limited budgets while mitigating risks, optimizing operational processes and eliminating redundancies.

Lotus Staffing division places top technology professionals in contract, contract-to-hire, direct hire, and Statement of Work (SOW) based positions with Government Agencies and industry leaders.

Lotus teaming partners have significant experience in government organizations as well as management systems and projects. Lotus aware of the government leaders have not only very different bottom line goals and objectives, but success is measured differently too - by open

access instead of patents or trademarks; and by accountability to all citizens not just to shareholders. Because of our large knowledge base in both the public and private sectors we know that procurement, staffing, security, research and system implementations must be done in a manner consistent with the unique restrictions and responsibilities of government.

Our principals are well versed in dealing with major projects for the Federal and local governments in IT, procurement, engineering and economic development. Lotus Solutions seasoned professionals are well qualified to provide cradle-to-grave procurement operations, contract administration, performance-based contract performance evaluation, service level agreements, procurement planning, compliance review, acquisition, purchasing, and procurements following applicable procurement procedures.

#### **4. LOTUS TECH SUPPORT**

Lotus implemented past and current projects in wide variety of fields without any deficiencies or without any weakness and continue to put same efforts in future. Lotus tech personal are available 24/7/365 to co-ordinate tech issues with the suppliers, distributors and manufacturers such as **Dell, EPSON, EMC, HP, Cisco & Cisco select partner, and HPE** etc.

Sale and Rental of heavy machinery for industrial and construction projects. Medical And Telehealth solutions equipment and Laboratory Equipment, Radio Equipment: Harris, Motorola, Rockwell Collins Sensors, Cables, Networking, telephone, electrical, Power equipment, UPS, generators, Batteries etc.

#### **5. OFFERING PRICE**

**Lotus Offering Price: \$ 10,485.00**

Taxes are not included.

#### **5. PAST PERFORMANCE**

Lotus proud to announce that we have executed more than 265 contracts supplied equipment and services to the Federal agencies, state governments and municipalities. Lotus had the record of sound business integrity and history of being responsive to past contractual obligations. Lotus is happy to share more details this information, and please ask.

#### **Procurement Contracts**

**Agency: Department of Defence**

Solicitation Number: FA3016-20-P-0074

Value: \$177450.00

Date of service: April 23, 2020

Contact person: Ms.Sexton Charniqua / Marcus Mattingly

Address: 395 B. Street West, Suite 2, Bldg 224

JBSA Randolph, TX 78150-4525

Contact Desk: M: (334) 552-2833

Email: charniqua.sexton@us.af.mil/ marcus.mattingly@us.af.mil

Brief Description of service provided: 3D Systems, 3D Printer includes Hardware /Installation Calibration/ Onsite training.

**Agency: Department of Defence**

Solicitation Number: W912C319T0006

Value: \$175,955.00

Date of service: 23 Sep, 2019

Contact person: Ray Santana, Contracting Officer - DA Civilian

Address: MICC-Fort Buchanan

34 South Gate Road, Suite 1104

Fort Buchanan, PR 00934-4206

Contact Desk: COM: 787-707-2494

DSN: 740-2494

Email: ray.santana.civ@mail.mil

Brief Description of service provided: Uninterruptible Power Supply (UPS) system 208v/208v.

**Agency Name: National Institute of standards and Technology**

**Title: Whole Body Contamination Monitors (Dept of Commerce)**

Solicitation Number: 1333ND19QNB02192

Contracting Officer Name: Gary Kaufman

Phone Number:

Email: gary.kaufman@nist.gov

Value: \$ 705,601.32

Date of service: 08/27/2019

Address: 100 Bureau Drive/Bldg301,Room B162 Gaithersburg,  
MD 20899

Brief Description of service provided: HORIZON-25

**Agency Name: Los Angeles County**

Solicitation Number: PO-HS-18322713-2

Contracting Officer Name: Gustavo Trujillo  
Phone Number:323-267-2315  
Email: gtrujillo@isd.lacounty.gov  
Value: \$ 1,68,064.31  
Date of service: 07 Dec 17 to 25 Jan 18  
Address: 5555 FERGUSON DR  
COMMERCE CA 900223663  
Brief Description of service provided: Cisco VOIP

**Agency Name: Los Angeles County**

Solicitation Number: PO-HS-1832348-1  
Contracting Officer Name: Christopher Lee  
Phone Number: 323-267-2060  
Email: clee@isd.lacounty.gov  
Value: \$ 68,323.55  
Date of service: 21 Feb 2018 - 25 Apr 2018  
Address: 5555 FERGUSON DR  
COMMERCE CA 90022  
Brief Description of service provided: CISCO VOIP- BRAND ONLY

**Agency: SPAWARSYSCEN-Pacific**

**Solicitation Number: N6600118P6816**

Frank Bologna  
Electronics Engineer  
Code 56280, Remote Sensing  
SPAWARSYSCEN-Pacific  
53560 Hull Street  
San Diego, CA 92152  
Tel: 619.553.3917 (Office)  
Tel: 619.592.3026 (Cell)  
E-mail: frank.bologna@navy.mil  
SIPR: frank.bologna@spawar.navy.smil.mil  
JWICS: bologna@spawar.navy.ic.gov

**Agency Name: Department of the Air Force**

Solicitation Number: PO-HS-1832348-1  
Contracting Officer Name: Robert Mosley  
Phone Number: 9314546706  
Email: robert.mosley.3@us.af.mil  
Value: \$ 243,357  
Date of service: 23 Jul 2018 – 31 Oct 2018  
Address: Arnold AFB, Tennessee 37389-1335  
Brief Description of service provided: Rosemount Pressure Sensors

## **Rental Contract**

**Agency Name: MICC FORT DRUM**

Solicitation Number: W911S218P6018

Contracting Officer Name: VICTORIA E. SCHERMERHORN

Phone Number: 315-772-6523

Email: victoria.e.schermerhorn.civ@mail.mil

Value: \$318,853.15

Date of service: 01-MAY-2018 TO 18-OCT-2018

Address: PUBLIC WORKS SUPPLY

PUBLIC WORKS SUPPLY

T4000 FIRST STREET WEST

FORT DRUM, NEW YORK NY 13602

Brief Description of service provided: Chiller

## **6. CAPACITY OF THE RESPONDENTS**

Lotus support procurement equipment in the vast majority of fields and ongoing professional services.

Lotus team develops lifecycle application projects and assume complete responsibility for analysis, design, implementation, testing, integration of systems and project deliverables.

Lotus is registered with U.S. federal government's (SAM) System for Award Management (CAGE) Commercial and Government Entity.

We are proud to announce that US woman's chamber of commerce (USWCC) awarded certification to Lotus as Women-owned small businesses (WOSB) and National Women's Business Enterprise (NWBE) certification.

**Holding California Small Business (SB-MICRO) certification.**

### **Professional services:**

Implementation custom development: customizing services to fit customer requirements

Integration custom development: customizing client's product to integrate into clients existing products Technology Consulting, Business Domain Consulting, Teleradiology

## **7. LOTUS USA, INC BUSINESS PARTNERS**

Lotus. is Authorized partner with MAJOR US companies. We represent various nationwide brands such as HP, Ingram Micro, SYNnex, Dell, LENOVO, Cisco, APC, Motorola, Anixter,

Grainger, ZORO, Mouser Electronics, GE Appliances, Bittele Electronics Inc, APC by Schneider Electric, Fluke Electronics, DIGI-KEY ELECTRONICS, FISHER SCIENTIFIC COMPANY LLC, United Rental, Henry Schein, Cater Pillar, NEC, Cole-Parmer, Mediplus, Baker-Taylor, John Wiley, Ignatius Press, AT&T, Spectrum and Level 3 Communications.