



ZOLL Medical Corporation

269 Mill Road
 Chelmsford, MA 01824-4105
 Federal ID# 04-2711626

Phone: (800) 348-9011
 Fax: (978) 421-0015
 Email: esales@zoll.com

Quote No: Q-74316 Version: 2

Deltona Fire Department, City of
 1685 Providence Boulevard
 Deltona, FL 32725

ZOLL Customer No: 7398

Adam Clatterbuck
 3866828683
 aclatterbuck@deltonafl.gov

Quote No: Q-74316
 Version: 2

Issued Date: November 15, 2024
 Expiration Date: January 31, 2025

Terms: NET 30 DAYS

FOB: Destination
 Freight: Free Freight

Prepared by: Jordan Byars
 EMS CPR Territory Manager
 jordan.byars@zoll.com

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1501418	8700-001003-01	AutoPulse NXT Starter Kit - EMS Includes: AutoPulse NXT Platform, AutoPulse NXT Charger, AutoPulse NXT Lithium Batteries (2), AutoPulse NXT Bands (3 pack), AutoPulse NXT QuickCase, AutoPulse NXT Shoulder Restraint	12	\$23,204.00	\$22,739.92	\$272,879.04
2	1448507	8700-001012-01	AutoPulse NXT Lithium Battery	12	\$1,497.00	\$1,422.15	\$17,065.80
3		8778-89004-WF-AP	AutoPulse Worry-Free Service Plan 4 Year Includes: Parts & labor on normal wear and tear, minimum service fee waived, and Accidental damage coverage (see comments). Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty. Comments - Battery Replacement: Batteries must be maintained per ZOLL's recommended maintenance program. Only batteries identified as part of this program are replaced. Batteries will be replaced 1 for 1 up to 3 batteries for life of the contract, upon verified failure. Up to three batteries per device will be covered for batteries acquired from ZOLL in last 24 months for batteries that fail during the Worry-Free service contract period. (When Service Contract purchased post-sale). For batteries acquired from ZOLL over 24 months ago, one battery per device will be covered for batteries that fail during the Worry-Free service contract period. (When Service Contract purchased post-sale) Accidental Damage: Includes one device outer housing replacement/year/device. Excludes catastrophic damage/damage deemed beyond repair. Does not include biohazard cleaning.	12	\$7,560.00	\$6,804.00	\$81,648.00
4		8700-9901-61	ZOLL AutoPulse Trade-In Allowance See Trade Unit Considerations.	10		(\$2,200.00)	(\$22,000.00)



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Subtotal: \$349,592.84

Total: \$349,592.84

Contract Reference	Description
1448507	
1501418	Reflects CHM GPO NPP 2020 - Contract No. PS20200 (EXT2) contract Pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in NPP Contract No. PS20200 shall apply to the customer's purchase of the products set forth on this quote.

Trade Unit Considerations
Trade-In values valid through January 31, 2025 if all equipment purchased is in good operational and cosmetic condition and includes all standard accessories. Trade-In values are dependent on the quantity and configuration of the ZOLL devices listed on this quotation. Customer assumes responsibility for shipping trade-in equipment at the quantities listed on the trade line items in this quotation to ZOLL's Chelmsford Headquarters within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/about-zoll/invoice-terms-and-conditions>, for software products can be found at <https://www.zoll.com/en/about-zoll/legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/en/about-zoll/compliance>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. Delivery will be made upon availability.
2. This Quote expires on January 31, 2025. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.



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Order Information (to be completed by the customer)

- Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)
- Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

- Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)
- No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Deltona Fire Department, City of
Authorized Signature:

Name: _____

Title: _____

Date: _____



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

October 2, 2024

Adam Clatterbuck
Assistant Chief of EMS
Deltona Fire Department
1685 Providence Boulevard
Deltona, FL 32725

Dear Mr. Clatterbuck,

Thank you for your interest in the AutoPulse and AutoPulse NXT® Non-invasive Cardiac Support Pump, a revolutionary new resuscitation system that offers the promise of normal blood flow during sudden cardiac arrest.

Please be aware that ZOLL® Medical Corporation is the only company that manufactures and markets the AutoPulse and AutoPulse NXT. No other organization is authorized to sell the product in the United States. Further, there are no other devices on the market today that can mimic the AutoPulse's unique mechanism of action and achieve its unprecedented clinical results.

Deltona Fire Department is a member of National Purchasing Partners ("NPP"), and is therefore eligible to purchase from ZOLL's NPP contract. Deltona Fire Department's NPP membership ID number is M-5716687. The NPP contract was a competitively bid contract awarded in 2020, thus eliminating the need for an individual agency to go out to bid. NPP features competitive prices on ZOLL defibrillators and related accessories, with pricing held firm through 6/8/2025, as well as free freight. The award document is attached to this letter. Additional contract documents are available upon request.

Lastly, no vendor or dealer is authorized to provide warranty or service.

Should you have any questions or require additional information please don't hesitate to contact Contracts@zoll.com.

Sincerely,

A handwritten signature in cursive script that reads "Alexandria Page".

Alexandria Page
Local Contracts Specialist