

BID NUMBER PA-01710

TO: CITY OF LONG BEACH  
CITY MANAGER  
ATTN: CITY CLERK  
333 West Ocean Boulevard, Plaza Level  
Long Beach, California 90802



INVITATION TO BID

EMERGENCY MEDICAL SUPPLIES

CONTRACT NO. 31836

- COMPLETE CONTRACT:**  
This Invitation to Bid, together with THE NOTICE INVITING BIDS, the entire Bid (including Specifications), or any items(s) thereof, the signature page, Instructions to Bidders, General Conditions, Special Conditions, Bid Section, Addendums, and when required, CONTRACTOR'S BOND shall become the Contract upon its acceptance by the City Manager or designee on behalf of the City of Long Beach, Contractor will be provided with a copy of the executed Contract. All materials or services provided by the Contractor shall comply with the City Charter, and all applicable Federal, State and City Laws.
- SERVICES TO BE PROVIDED BY THE CONTRACTOR:**  
Contractor shall upon acceptance of this Bid by the City, furnish the goods and services herein specified according to the terms and conditions set forth herein.
- AMOUNT TO BE PAID:**  
The City shall pay Contractor for the goods or services as described in the section entitled "PAYMENT" in the Instructions to Bidders.
- CHOICE OF ALTERNATE PROVISIONS; OPTIONS; NOTIFICATION:**  
When alternative provisions are requested, or options are offered, Contractor will be notified as to which provision, or option, is being accepted at the same time that he is notified that he is the successful Bidder.
- DECLARATION OF NON-COLLUSION:**  
The undersigned certifies or declares under penalty of perjury that this Bid is genuine and not sham or collusive, or made in the interest or on behalf of any person or entity not herein named; that the Bidder has not directly or indirectly induced or solicited any other Bidder to submit a sham bid, or any other person or entity to refrain from bidding, and that the Bidder has not in any manner sought by collusion to secure to himself any advantage over other Bidders.

**BIDDER MUST COMPLETE AND SIGN BELOW:**

(Signature of Corporate Officers or persons authorized to sign bids and contracts on behalf of the Contractor – refer to page 2 Instructions Concerning Signatures.)

EXECUTED AT: Rancho Cordova, CA ON THE 19<sup>th</sup> DAY OF APRIL, 2010.  
CITY STATE MONTH

COMPANY NAME: Life-Assist, Inc. TIN: [REDACTED]  
(FEDERAL TAX IDENTIFICATION NUMBER)

STREET ADDRESS: 11277 Sunrise Park Dr. CITY: Rancho Cordova STATE: CA ZIP: 95742

PHONE: 800-824-6016 FAX: 800-290-9794

SI [Signature] PRESIDENT  
(SIGNATURE) (TITLE)

RAMONA DAVIS support@life-assist.com  
(PRINT NAME) (EMAIL ADDRESS)

SI [Signature] C.F.O.  
(SIGNATURE) (TITLE)

LINDA BERGAUS linda@life-assist.com  
(PRINT NAME) (EMAIL ADDRESS)

ALL SIGNATURES MUST BE NOTARIZED FOR ALL COMPANIES LOCATED OUTSIDE THE STATE OF CALIFORNIA.  
NO OUT-OF-STATE BID WILL BE CONSIDERED UNLESS A NOTARIAL ACKNOWLEDGMENT IS ATTACHED.  
NOTARIES ARE NOT REQUIRED FOR CALIFORNIA BIDDERS.

IN WITNESS WHEREOF the City of Long Beach has caused this contract to be executed as required by law as of the date stated below.

THE CITY OF LONG BEACH  
BY [Signature] 10.13.10  
Director of Financial Management Date

APPROVED AS TO FORM 10-12, 2010  
ROBERT E. SHANNON  
CITY ATTORNEY  
[Signature]  
Deputy

**BID NUMBER PA-01710**

The City of Long Beach is committed to provide maximum opportunities for Disadvantaged, Minority, Women and Long Beach Business Enterprises (DBEs, MBEs, WBEs and Local) to compete successfully in supplying our needs for products and services.

**The following information is submitted regarding the Bidder:**

Legal Form of Bidder:

Corporation  State of CA  
Partnership  State of \_\_\_\_\_  
                  General  Limited   
Joint Venture   
Individual  DBA \_\_\_\_\_  
Limited Liability Company  State of \_\_\_\_\_

Composition of Ownership (more than 51% of ownership of the organization):

**OPTIONAL**

Ethnic (Check one):

Black  Asian  Other Non-white  
 Hispanic  American Indian  Caucasian

Non-ethnic Factors of Ownership (check all that apply):

Male  Yes - Physically Challenged  Under 65  
 Female  No - Physically Challenged  Over 65

Is the firm certified as a Disadvantaged Business:  Yes  No

Has firm previously been certified as a minority-owned and/or woman-owned business enterprise by any other agency?

Yes  No

Name of certifying agency: \_\_\_\_\_

**INSTRUCTIONS CONCERNING SIGNATURES**

Please use the proper notary form, which applies to your type of organization on all Bid documents, attachments and bonds requiring a signature by officers of your company.

**NOTE: FAILURE TO COMPLY MAY RESULT IN DISQUALIFICATION OF YOUR BID.**

**INDIVIDUAL (Doing Business As)**

- a. The only acceptable signature is the owner of the company. (Only one signature is required.)
- b. The owner's signature must be notarized if the company is located outside of the state of California.

**PARTNERSHIP**

- a. The only acceptable signature(s) is/are that of the general partner or partners.
- b. Signature(s) must be notarized if the partnership is located outside of the state of California.

**CORPORATION**

- a. Two (2) officers of the corporation must sign.
- b. Each signature must be notarized if the corporation is located outside of the state of California.

**OR**

- a. The signature of one officer or the signature of person other than an officer is acceptable if the Bid is accompanied by a certified corporate resolution granting authority to said person to execute contracts on behalf of the corporation.
- b. Signature(s) must be notarized if the corporation is located outside of the state of California.

**LIMITED LIABILITY COMPANY**

- a. The signature on the Bid must be a member or, if the Articles provide for a manager, must be the manager. (Only one signature is required.)
- b. Signature must be notarized if the company is located outside of the state of California.

**THIS INFORMATION IS AVAILABLE IN AN ALTERNATIVE FORMAT BY CONTACTING 562-570-6200.**

# CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of \_\_\_\_\_

County of \_\_\_\_\_

On \_\_\_\_\_ Before me, \_\_\_\_\_  
DATE NAME, TITLE OF OFFICER – E.G. "JANE DOE, NOTARY PUBLIC"

Personally appeared \_\_\_\_\_  
NAME(S) OF SIGNER(S)

personally known to me - **OR** -  proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

**WITNESS** my hand and official seal.

\_\_\_\_\_  
SIGNATURE OF NOTARY

## OPTIONAL

Though the data below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent reattachment of this form.

### CAPACITY CLAIMED BY SIGNER

### DESCRIPTION OF ATTACHED DOCUMENT

- INDIVIDUAL
  - CORPORATE OFFICER
- \_\_\_\_\_  
TITLE(S)
- PARTNER(S)  LIMITED
  - GENERAL
  - ATTORNEY-IN-FACT
  - TRUSTEE(S)
  - GUARDIAN/CONSERVATOR
  - OTHER:
- \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
TITLE OR TYPE OF DOCUMENT

\_\_\_\_\_  
NUMBER OF PAGES

\_\_\_\_\_  
DATE OF DOCUMENT

**SIGNER IS REPRESENTING:**  
NAME OF PERSON(S) OR ENTITY(IES):

\_\_\_\_\_  
SIGNER(S) OTHER THAN NAMED ABOVE

\_\_\_\_\_  
\_\_\_\_\_

## INSTRUCTIONS TO BIDDERS

### 1. PREPARATION OF BID:

The preparation of the Bid, including visits to the Site prior to submittal of the Bid, shall be at the expense of Bidder. All prices and notations must be typewritten or written in ink. Any markings in pencil shall not form part of the Bid and shall be disregarded by the City. Any changes or corrections in the Bid must be initialed in ink by the person signing the Bid. Bidder shall state brand name or make of each item bid. If not bidding on item as described, the manufacturer's name and catalog number of the substitute must be given. Bidder shall also attach specifications and furnish other data to establish the suitability of the substitute. Bidder shall quote separately on each item. Bidder shall quote his lowest price and best delivery date as no changes are permitted after the bid opening. Cash discounts offered for payment within fourteen (14) days or less will not be considered when evaluating bids. No telephonic, telegraphic or fax Bids are acceptable.

**NOTE: ALL PAGES OF THE INVITATION TO BID MUST BE RETURNED.**

### 2. EXAMINATION OF BID:

Bidder is responsible for examining the Invitation to Bid and submitting its Bid complete and in conformance with these instructions.

### 3. CONDITIONS OF WORK:

Bidder shall carefully examine the Site to become fully informed regarding all existing and expected conditions and matters, which could affect performance, cost or time of the Work.

### 4. DISCREPANCIES IN BID DOCUMENTS:

If Bidder finds discrepancies in or omissions from the Invitation to Bid, if the intent of the Invitation is not clear, or if provisions of the Specifications restrict Bidder from bidding, he may request in writing that the deficiency(s) be modified. Such request must be received by the City Purchasing Agent at least five (5) working days before bid opening date. Bidders will be notified by Addendum of any approved changes in the Invitation to Bid.

### 5. ORAL STATEMENTS:

The City of Long Beach shall not be bound by oral statements made by any employee or agent concerning this Invitation to Bid. If Bidder requires specific information, Bidder must request it in writing and obtain a reply in writing from the City.

### 6. BRAND NAMES AND SPECIFICATIONS:

The detailed specifications and/or brand names stated are descriptive only and indicate quality, design and construction of items required. **Offers will be considered to supply articles substantially the same as those described herein but with minor variations. Bidders must describe variations in the Bid.** Substitute items must be equal in quality, utility and performance. **The phrase "or approved equal" throughout the specifications means that the City in its sole and absolute discretion shall make the final determination whether or not the substitute items are equal.**

### 7. AWARD:

Bid shall be subject to acceptance by the City for a period of three (3) months unless a lesser period is prescribed in the quotation by Bidder. The City reserves the right to award all items to one Bidder, or to award separate items or groups of items to various Bidders, or to increase or decrease the quantities of any item. Bidder may submit alternate prices or name a lump sum or discount conditional on two or more items being awarded to him.

The City's purchases of goods and services are based on the City's actual needs and requirements. The City is obligated under this contract/purchase order to purchase and pay for only those goods and services that the City needs and requires, and that the City actually orders and receives. Any dollar amount identified as a "not to exceed:" amount in any City document is not a guaranteed payment amount to any contractor or service provider. Furthermore, the City may determine that its needs and requirements may be met by City labor or by a second contractor or service provider, even after an award is made to one contractor or service provider. An award is not a promise or guarantee of exclusivity.

Bidders are cautioned that comments and statements, whether oral or written, made by City employees regarding the validity of Bids, the waiver of deviations from Specifications, the possibility or probability of an award being made to a particular Bidder, and other similar matters are NOT binding on the City. Bidders should not order materials, obtain financing or take other actions based on such comments and statements. Only authorization of a Contract by the City Council or issuance of a Purchase Order is conclusive and binding on the City with respect to this Bid and its resulting Contract or Purchase Order. However, prior to authorization by the City Council or issuance of the Purchase Order, Bidders may rely on: (1) approval of an "equal" or "substitute" item which will be issued in writing, and (2) written notice of intent to award by the City Council, which is often issued prior to the authorization by the City Council so that a Bidder can order materials that have a long lead time.

### 8. PAYMENT:

Payment terms are NET/30 unless Bidder otherwise quotes. All Cash Discounts shall be taken and computed from the date of delivery or completion and acceptance of the material, or from date of receipt of invoice, whichever occurs last. Invoices must be submitted as specified at the time of shipping authorization. Partial payments may be made by the City on delivery & acceptance of goods and on receipt of goods and on receipt of Contractor's invoice.

In the event the Contract to be awarded hereunder, including specifications and other documents incorporated therein by reference, provides for the withholding of moneys by the City to ensure performance of such Contract, Contractor may deposit with the City, as a substitute for said withheld moneys, securities listed in Section 16430 of the California Government Code or bank or savings and loan certificates of deposit, or both, equivalent to the amount withheld, provided Contractor requests permission to make such substitution and bears all expenses in connection therewith.

### 9. SAFETY APPROVAL:

Where required by City Regulations, any items delivered must carry Underwriters Laboratories Approval or City of Long Beach City Safety Officer approval. Failure to so comply will be cause to reject Bid. Also, any equipment must conform with the Safety Orders of the California Division of Industrial Safety and OSHA regulations.

### 10. BUSINESS LICENSE:

The Long Beach Municipal Code (LBMC) requires all businesses operating in the City of Long Beach to pay a business license tax. In some cases the City may require a regulatory permit and/or evidence of a State or Federal license. Prior to issuing a business license, certain business types will require the business license application and/or business location to be reviewed by the Development Services, Fire, Health, and/or Police Departments. For more information, go to [www.longbeach.gov/finance/business\\_license](http://www.longbeach.gov/finance/business_license).

**INSTRUCTIONS TO BIDDERS**

**11. PUBLIC WORK AND PREVAILING WAGES:**

In the performance of public work under any Contract, Contractor shall comply with the provisions of Standard Specifications for Public Works Construction, latest edition, and City of Long Beach Amendments thereto. Where labor is required for public work as part of this Contract, Contractor shall pay no less than the prevailing wages set by the Director of the Department of Industrial Relations of the State of California. A copy of the wage schedule can be obtained from the City Engineer.

The Director of Public Works of the City by and on behalf of the City Council has obtained from the Director of the Department of Industrial Relations of the State of California the general prevailing rate of per diem wages and the general prevailing rate of holiday and overtime work in the locality in which the public work is to be performed for each craft, classifications or type of workers needed to execute the Contract, and the same is on file with the City Engineer, 9<sup>th</sup> floor, City Hall, 333 W. Ocean Boulevard, Long Beach, California 90802. It shall be mandatory upon the Contractor to whom the Contract is awarded, and his Subcontractors to pay not less than the said prevailing rate of wages to all workers employed by Contractor or said Subcontractors in the execution of the Contract.

**12. RIGHT TO REJECT:**

The City reserves the right to reject at any time any or all Bids, or parts thereof, and to waive any variances, technicalities and informalities which do not impair the quality, utility, durability or performance of the items.

**13. SAMPLES:**

Samples of items when requested or required must be furnished to the City free of expense to the City and, if not destroyed by tests, will upon request be returned at Bidder's expense.

**14. PRICES:**

Prices shall be in accordance with those extended to other governmental agencies. In case of error in extension of prices, unit price will govern. All prices must be firm for the Contract term unless the City specifically provides for adjustment.

**15. CITY'S POLICY FOR MINORITY AND WOMEN-OWNED BUSINESSES:**

The City of Long Beach is committed to providing maximum opportunities for Disadvantaged, Minority, Women and Long Beach Business Enterprises (DBEs, MBEs, WBEs and Local) to compete successfully in supplying our needs for products and services.

Please visit <http://www.longbeach.gov/purchasing/diversity.asp> for more information on the City's Diversity Outreach Program.

**SUBCONTRACTORS**

To assist the City in maintaining records of its Minority and Women Outreach Program, Bidder is requested to provide the following information. Answers are optional, and failure to answer will not disqualify Bid. If additional space is required, Bidder shall attach a separate sheet.

The following Minority- or Woman-owned subcontractors are to be utilized to provide equipment, material, supplies and/or services for this Contract requirement:

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Commodity/Service Provided: \_\_\_\_\_

Circle appropriate designation: MBE WBE

Ethnic Factors of Ownership: (more than 51%)  
Black ( ) American Indian ( )  
Hispanic ( ) Other Non-white ( )  
Asian ( ) Caucasian ( )

Certified by: \_\_\_\_\_

Valid thru: \_\_\_\_\_

Dollar value of participation: \$ \_\_\_\_\_

**16. BID SUBMITTAL AND WITHDRAWAL OF BIDS:**

Each Bid must be delivered to the location and received on or before the due date and time stated herein. Bids will not be accepted after the date and time stated herein. Bids may be withdrawn without prejudice providing the written request is received by the City Clerk no later than the time set for opening Bids. Withdrawals will be returned to Bidder unopened.

**SUBMIT TO:**  
**CITY OF LONG BEACH**  
**CITY CLERK**  
**333 WEST OCEAN BLVD./PLAZA LEVEL**  
**LONG BEACH, CA 90802**

**BID DUE DATE: APRIL 20, 2010**  
**TIME: 11:00 A.M.**

IF BIDDER HAS ANY QUESTIONS REGARDING THIS INVITATION TO BID PLEASE CONTACT THE FOLLOWING CITY PERSONNEL.

A. COMMERCIAL (TERMS AND CONDITIONS, ETC)  
YVONNE A. LUCAS 562/570-6039  
BUYER TELEPHONE NUMBER

B. TECHNICAL (SPECIFICATIONS, ETC.)  
MATT GRUNEISEN 562/570-2558  
DEPARTMENT CONTACT TELEPHONE NUMBER

**17. BID OPENING PROCEDURES:**

All Bids will be publicly opened and read at the date and time specified in Instructions to Bidders, item 15.

It is our policy not to release price information on these Bids until the department has reviewed them and award has been approved by the City Council and the City Attorney. At that time, the information becomes public. You are welcome to review the results at that time by calling the buyer that handled that Bid and setting up an appointment. Due to the large volume of Bids received, Bid results will not be given out by phone and information will not be faxed.

After the Purchasing Division has analyzed the Bids, the name of the apparent low Bidder will be posted on the Internet for a period of one (1) month, together with the rankings of the top three Bidders. These rankings will not contain price information.

***CAUTION: Only the City Council has authority to make an award, and a contract is not in effect until the City Council makes an award and contract documents (Including insurance and bonds) are signed, submitted and approved.***

Bid protest procedures may be obtained from the Buyer. Protests must be submitted within seven (7) calendar days after the date of the Bid opening.

**INSTRUCTIONS TO BIDDERS**

**18. INTER-AGENCY PARTICIPATION:**

IF OTHER AGENCIES EXPRESS AN INTEREST IN PARTICIPATING IN THIS BID, WOULD YOU SUPPLY THE SAME ITEMS.

YES  NO

(If yes, any agency electing to participate in this Bid will order its own requirements without regard to the City of Long Beach. The City of Long Beach assumes no liability or payment guarantee on any units sold to participating agencies.)

**19. AMERICANS WITH DISABILITIES ACT:**

Contractor shall have and be allocated the sole responsibility to comply with the Americans with Disabilities Act of 1990 ("ADA") with respect to performance hereunder and contractor shall defend, indemnify and hold the City, its officials and employees harmless from and against any and all claims of failure to comply with or violation of the ADA as said claim relates to this Contract.

**20. EQUAL BENEFITS ORDINANCE:**

Bidders/Proposers are advised that any contract awarded pursuant to this procurement process shall be subject to the applicable provisions of Long Beach Municipal Code section 2.73 et seq., the Equal Benefits Ordinance. Bidders/Proposers shall refer to Attachment/Appendix for further information regarding the requirements of the Ordinance.

All Bidders/Proposers shall complete and return, with their bid/proposal, the Equal Benefits Ordinance Compliance form contained in the Attachment/Appendix. Unless otherwise specified in this procurement package, Bidders/Proposers do not need to submit supporting documentation with their bids/proposals. However, supporting documentation verifying that the benefits are provided equally shall be required if the Bidder/Proposer is selected for award of a contract.

## CONTRACT – GENERAL CONDITIONS

1. Acceptance of the offer contained in this Contract is expressly limited to the terms and conditions of such offer as herein stated.
2. No charges for taxes, transportation, boxing, packaging, crating or returnable containers will be allowed and paid by the City unless separately stated hereon. All sales, use, excise or similar taxes to be paid by the City must be itemized separately hereon and on invoices. The City is exempt from payment of Federal Excise Tax under Certificate No. 95-73 0502K and none shall be charged to the City.
3. The City's obligation to pay the sum herein stated for any one fiscal year shall be contingent upon the City Council of the City appropriating the necessary funds for such payment by the City in each fiscal year during the term of this Contract. For the purposes of this section a fiscal year commences on October 1 of the year and continues through September 30 of the following year. In the event that the City Council of the City fails to appropriate the necessary funds for any fiscal year, then, and in that event, the Contract will terminate at no additional cost or obligation to the City.
4. Contractor shall deliver the materials, equipment, supplies or services, or cause the work to be performed, within the time and in the manner specified in the Contract. Times and dates stated herein are of the essence. If at any time Contractor has reason to believe that deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay shall be given immediately to the City. Deliveries must be prepaid. C.O.D. shipments will not be accepted.
5. The City reserves the right at any time to make changes in drawings and specifications, in methods of shipment and packaging and in place of delivery as to any articles covered by this Contract. In such event there will be made an equitable adjustment in price and time of performance mutually satisfactory to Contractor and the City; but any claim by Contractor for such an adjustment must be made within thirty (30) days of such change.
6. Contractor warrants that the goods, machinery or equipment delivered or the work performed hereunder shall conform to the specifications, drawings, samples or other description specified by the City and shall be fit and sufficient for the purpose intended, merchantable, of good material and workmanship, in good working order and free from defect or faulty workmanship for a period of ninety (90) days. When defective goods, machinery, or equipment or faulty workmanship is discovered which requires repair or replacement pursuant to this warranty, Contractor shall provide all labor, materials, parts and equipment to correct such defect at no expense to the City.
7. Contractor shall defend, indemnify and hold the City, its officials and employees harmless from any and all loss, damage, liability, demands, claims, causes of action, costs and expenses (including reasonable attorney' fees) for injuries to persons (including death) or damage or destruction of property connected with or arising from the negligent acts or omissions of Contractor, its officers, agents and employees in the performance of this Contract.
8. The City reserves the right to terminate this Contract at any time in whole or in part even though Contractor is not in default hereunder. In such event there will be made an equitable adjustment of the terms that is mutually satisfactory to the City and Contractor. Upon receipt of any notice of such termination, Contractor shall, unless such notice otherwise directs, immediately discontinue all work on the Contract and deliver, if and as directed, to the City all completed and partially completed articles, work in process and materials purchased or acquired for performance of the Contract. The provisions of this section shall not limit or affect the right of the City to terminate this Contract immediately upon written notice of breach.
9. The City reserves the right to cancel this Contract or any part thereof and reject delivery of goods if delivery is not undertaken and completed when specified and in accordance with specifications. Contractor shall be charged for any direct losses, but not any consequential damages, sustained by the City by reason of such delay or failure, excepting losses caused by a delay for reasons beyond Contractor's reasonable control. Direct losses shall include any costs to the city in excess of the Contract price of obtaining goods from other sources similar to those cancelled or rejected hereunder.
10. The City shall pay to Contractor the price(s) specified in the Contract on delivery of the materials, equipment, supplies or services and acceptance thereof by the City Manager or his designee, or upon completion of the work to be performed and accepted thereof, as specified in the Contract. Defective articles or articles not in accordance with the City's specifications shall be held for Contractor's instructions at Contractor's risk, and if Contractor so directs will be returned at Contractor's expense.
11. No return or exchange of material, equipment or supplies shall be permitted without written approval of the City Purchasing Agent.
12. All royalties for patents, or changes for the use of patents, which may be involved in any article to be furnished under this Contract shall be included in the Contract price.
13. In cases where a price subject to escalation has been agreed upon, the price escalation shall be shown as a separate item on the invoice. Unless an escalator clause has been shown as a specific part of this Contract Contractor shall not be entitled to reimbursement for costs incurred due to escalation.

## CONTRACT – GENERAL CONDITIONS

14. All materials, supplies and equipment provided under this Contract shall be in full compliance with the Safety Orders and Regulations of the Division of Industrial Safety of the State of California, Title 8, California Code of Regulations (CAL/OSHA) and all applicable OSHA regulations as well as all other applicable California Code of Regulations. Contractor shall indemnify and hold the City, its officials, and employees harmless for, of and from any and all loss, including but not limited to fines, penalties and corrective measures, the City may sustain by reason of Contractor's failure to comply with said laws, rules and regulations in connection with the performance of this Contract.
15. Contractor shall keep confidential and not disclose to others or use in any way to the detriment of the City confidential business or technical information that the City may disclose in conjunction with this Contract or Contractor may learn as a result of performing this Contract.
16. This Contract shall not be assigned in whole or in part, nor any duties delegated without the City's prior written approval.
17. The remedies herein reserved shall be cumulative and additional to any other remedies at law or in equity. The waiver of any breach of this Contract shall not be held to be a waiver of any other or subsequent breach. The City's failure to object to provisions contained in any communication from Contractor shall not be deemed an acceptance of such provisions or a waiver of the provisions of this Contract.
18. This Contract shall not be amended or modified, except by written agreement signed by the parties and expressly referring to this Contract.
19. Contractor shall indemnify, hold harmless and defend the City, its officials and employees from any damage, claim, loss, cost, liability, cause of action or expense, including reasonable attorney's fees, whether or not reduced to judgment, arising from any infringement or claimed infringement of any patent, trademark or copyright, or misappropriation of confidential information or trade secrets of any third party and based on the manufacture, sale or use of goods, machinery or equipment supplied hereunder.
20. Contractor shall furnish further itemization and breakdown of the Contract price when requested by the City.
21. Contractor, in the performance of any work or the furnishing of any labor under this Contract, shall be considered as an independent contractor. Contractor, his agents and employees shall not be considered as employees of the City.
22. Contractor and subcontractor(s) shall not discriminate against any person in the performance of this Contract and shall comply with applicable federal, state and city equal employment opportunity laws, ordinances, rules and regulations. Contractor and subcontractor(s) shall not discriminate against any employee or applicant for employment or against any subcontractor on the basis of race, color, religion, national origin, sex, sexual orientation, AIDS, HIV status, age, disability, or handicap, subject to federal and state laws, rules and regulations.
23. Contractor shall comply with all applicable federal, state and local laws pertaining to the subject matter hereof.
24. Contractor shall submit samples of all documents that Contractor may require the City to execute to complete this transaction. By accepting these samples as part of the bid or by awarding the Contract to a Contractor who has submitted said samples, the City does not agree to the terms stated in said samples. This Invitation to Bid and Contractor's bid shall take priority over said samples and this Invitation and Contractor's bid shall become the Contract between the City and the Contractor.
25. All quantities stated herein are only ESTIMATES. The City reserves the right to increase or decrease these estimated quantities based on its actual needs and funds available.
26. The City reserves the right to exercise, at its option, an increase in expenditures by ten (10) percent annually, but the City does not guarantee such an increase.
27. Contractor shall cooperate with the City in all matters relating to taxation and the collection of taxes, particularly with respect to the self-accrual of use tax. Contractor shall cooperate as follows: (i) for all leases and purchases of materials, equipment, supplies or other tangible personal property totaling over \$100,000 shipped from outside California, a qualified Contractor shall complete and submit to the appropriate governmental entity the form in Appendix "A" attached hereto; and (ii) for construction contracts and subcontracts totaling \$5,000,000 or more, Contractor shall obtain a sub-permit from the California Board of Equalization for the Work site. "Qualified" means that the Contractor purchased at least \$500,000 in tangible personal property that was subject to sales or use tax in the previous calendar year.

In completing the form and obtaining the permit(s), Contractor shall use the address of the Work site as its business address and may use any address for its mailing address. Copies of the form and permit(s) shall also be delivered to the



## CONTRACT – GENERAL CONDITIONS

Purchasing Agent. The form must be submitted and the permit(s) obtained as soon as Contractor receives a notice of award. Contractor shall not order any materials or equipment over \$100,000 from vendors outside California until the form is submitted and the permit(s) obtained and, if Contractor does so, it shall be a material breach of the Agreement. In addition, Contractor shall make all purchases from its Long Beach sales office and the Long Beach sales office of its vendors if those vendors have a Long Beach office and all purchases made by Contractor under this Agreement which are subject to use tax of \$500,000 or more shall be allocated to the City of Long Beach. Contractor shall require the same form and permit(s) from its subcontractors.

Contractor shall not be entitled to and by signing this Contract waives any claim or damages for delay against City if Contractor does not timely submit these forms to the appropriate governmental entity. Contractor may contact Rosie Bouquin at 562-570-7079 for assistance with the form.

28. The California Integrated Waste Management Act (Public Resources Code, Sec. 40000 et seq.) requires governmental entities to achieve fifty (50) percent diversion of waste. In conjunction with the City's Integrated Resources Bureau, the City is currently developing an Environmentally Preferable Product (EPP) procurement plan. These guidelines enable the City Purchasing Agent to greatly expand procurement programs by moving beyond a singular consideration of "recycled-content". EPP procurement facilitates the purchase of products that qualify within a broad range of "environmentally preferable" criteria, such as: minimal packaging; energy savings; non-toxic; manufactured from sustainably-harvested materials. Contractor shall monitor products that fall within the EPP guidelines and document all criteria that qualifies the product as an EPP. Documentation from the manufacturer will be acceptable and may be required during the term of the Contract.
29. NOTICE TO BIDDERS REGARDING THE PUBLIC RECORDS ACT:  
Responses to this Invitation to Bid become the exclusive property of the City of Long Beach. All Bids submitted in response to this Invitation to Bid are a matter of public record and shall be regarded as public records. Exceptions will be only those elements in each Bid that are defined by the Bidder as business or trade secrets and are marked as "Trade Secrets", "Confidential" or "Proprietary".

The City shall not be liable or responsible in any way for disclosure of any records not marked as "Trade Secrets", "Confidential" or "Proprietary". The City shall not be liable or responsible in any way for disclosure of any records so marked if disclosure is deemed to be required by law or by a court order.

30. THE FOLLOWING ADDITIONAL CONDITIONS APPLY ONLY IN CASES WHERE CONTRACTOR IS TO PERFORM WORK ON CITY PROPERTY:
- A. If at any time during the progress of the Work, Contractor shall allow any indebtedness to accrue for labor, equipment or materials, or which may become a claim against the City, Contractor shall immediately upon request from the City pay such claim or indebtedness or cause such lien to be dissolved and discharged by giving a bond or otherwise and, in case of his failure so to do, the City may withhold any money due Contractor until such claim or indebtedness is paid or may apply such money toward the discharge thereof; or in such event the City may, at its option, declare this Contract to be terminated, take possession and control of the Work, and complete the same or cause the same to be completed according to the specifications. Contractor shall pay to the City the difference between the Contract price and the actual cost to the City in completing or causing the Work to be completed.
- B. Contractor shall carry on the Work at its own risk until the same is fully completed and accepted and shall, in case of any accident, destruction or injury to the Work or materials before its final completion and acceptance, repair or replace the Work or materials so injured, damaged and destroyed, at his own expense and to the satisfaction of the City. When materials and equipment are furnished by others for installation or erection by Contractor, Contractor shall receive, unload, store and handle same at the Site and become responsible therefore as though such materials and equipment were being furnished by Contractor under the Contract.
- C. Contractor shall procure and maintain at Contractor's expense for the duration of the Contract the following insurance against claims for injuries to persons or damage to property which may arise from or in connection with the performance of the Contract by Contractor, its agents, representatives, employees or subcontractors:
- (1) Comprehensive General Liability: \$1,000,000 combined single limit for each occurrence or \$2,000,000 General Aggregate for bodily injury, personal injury and property damage, including products and completed operations coverage.

The City, its officials, employees and agents shall be named as additional insureds as respects: liability arising out of activities performed by or on behalf of Contractor; products and completed operations of Contractor; and premises owned, leased or used by Contractor.

## CONTRACT – GENERAL CONDITIONS

- (2) Automobile Liability: \$500,000 combined single limit per accident for bodily injury and property damage covering owned, non-owned and hired vehicles.
- (3) Workers' Compensation as required by the California Labor Code and Employers Liability limits of \$1,000,000 per accident.

Any self-insurance program and self-insured retention must be separately approved in writing by the City.

Each insurance policy shall be endorsed to state that coverage shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to the City.

Contractor shall maintain at its expense, until completion of performance and acceptance by City, from an insurer:

- a. Admitted (licensed) in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of V (capital surplus and conditional surplus funds of greater than \$10 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager, or
- b. Non-admitted in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of VIII (capital surplus and conditional surplus funds of greater than \$100 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager.

All coverages for Subcontractors shall be subject to the requirements stated herein and shall be maintained at no expense to the City.

Contractor shall furnish the City with certificates of insurance and original endorsements providing coverage as required above. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf.

Before any of Contractor's or Subcontractor's employees shall do any Work on the City's property, Contractor shall furnish the City with the required certificates evidencing that such insurance is being maintained. Such certificates shall specify the date when such insurance expires. Such insurance shall be maintained until after the Work under the Contract has been completed and accepted.

Such insurance as required herein or in any other documents to be considered a part hereof shall not be deemed to limit Contractor's liability under this Contract.

- D. Contractor shall defend, indemnify and hold harmless the City, its officials and employees from and against any and all liability for claims for bodily injury and property damage arising out of negligent acts, omissions or errors of any employee of Contractor at the Site.
- E. Contractor shall list the name and location of the place of business of each Subcontractor who will perform work, labor or services for Contractor, or who specially fabricates and installs a portion of the Work or improvement in an amount in excess of one-half of one percent of Contractor's total contract cost. The Subcontractor list shall be submitted with Contractor's Bid.

## SPECIAL CONDITIONS

### CONTRACT

The contract is for furnishing and delivering emergency medical supplies for paramedics.

### CONTRACT PERIOD

The term of the contract will be for one year and may be extended by mutual agreement for up to two (2) additional periods of one (1) year each in accordance with terms and conditions stated herein. It is agreed that if the City intends to exercise an extension, the City shall notify the Contractor 90 days prior to the expiration date. Contractor shall be required to submit any price increases to the City Purchasing Agent for approval at least 60 days prior to expiration of Contract. The City reserves the right to accept or reject any price increase.

- a. Price increase shall not exceed 5 % during the first renewal period.
- b. Price increase shall not exceed 5 % during the second renewal period.

### BASIS OF AWARD OF CONTRACT

The City reserves the right to award, in whole or in part, portions of this bid to one or more suppliers.

Without limiting the power and authority with which it is vested, the City shall be the sole authority in determining the lowest responsible bidder, taking into consideration the experience of the bidder, references, operations, quality, fitness, capacity, and adaptability in respect to the requirements of these specifications for the services proposed by any bidder hereunder.

### MANDATORY PRE-BID CONFERENCE

DATE: March 31, 2010  
TIME: 10:00 A.M.  
LOCATION: City of Long Beach  
333 West Ocean Blvd. 7<sup>th</sup> Floor  
Long Beach, CA 90802  
CONTACT: Purchasing Division  
(562) 570-6200

It is mandatory that all prospective bidders have a representative present at the Pre-Bid Conference. No bid will be accepted from a bidder who fails to attend the Pre-Bid Conference. Bidders will be required to sign-in at the Pre-Bid conference. **All items offered as an "equal" must be submitted for approval at Pre-Bid Conference.** Any addendum to the bid as a result of the Pre-Bid Conference shall be posted on the Purchasing web page at: [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). Addendums shall be posted up to a minimum of three business days prior to the bid closing date. Bidders must submit all addendums with their bids or the bid will be rejected.

## SPECIAL CONDITIONS

### PRICING

**No "minimum orders" will be permitted.** Bids indicating a minimum order will be rejected.

Unit pricing shall remain firm for the duration of the Contract. Manufacturer's price increases will not be allowed nor paid by the City.

Prices shall be in accordance with those extended to other governmental agencies. Prices quoted should exclude State and City sales tax, and Federal excise tax.

### MAINTENANCE OF ADEQUATE STOCK

Contractor shall maintain adequate stock for timely deliveries, for "emergency" and "fill-in orders", as needed by the City. "Scheduled order" shipments may be established by the department at the beginning of the Contract period and may be altered at any time during the Contract period.

**Contractor shall provide fresh stock, which means items will not expire within twelve (12) months after delivery.** The City reserves the right to refuse, reject, and/or return products due to stale expiration dates.

### APPROVED EQUAL

Items listed in "Bid Section" must be by listed manufacturer/brand name or "Approved Equal".

"Approved Equal" means that the Fire Chief of the Long Beach Fire Department (LBFD), or his **designee**, shall make the determination, in his sole opinion and discretion, whether or not items offered as an "equal" is the same in form, function, performance, reliability, quality, and features as the listed manufacturer/brand name. Bidder may be requested to submit data supporting claim of "equal". The determination by the Fire Chief or his designee shall be final.

**All items offered as an "equal" must be submitted at Mandatory Pre-Bid Conference.** "Approved Equal" determinations will be issued as an addendum and posted on the City's website at: [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing) or before April 8, 2010 at 5:00 PM.

Designee is: Capt. Matt Gruneisen

### ON-LINE ORDERING AND CATALOGS

Does your company currently have on-line ordering: Yes  No

If the answer is no, does your company plan to have on-line ordering within the next twelve (12) months: Yes  No

If your company currently provides on-line ordering, Bidder shall provide with the bid as a separate attachment any information pertaining to the Bidder's on-line catalog and Internet ordering (including the web address/URL).

## **SPECIAL CONDITIONS**

### **MISCELLANEOUS PURCHASES**

Miscellaneous items may be purchased in amounts not exceeding \$2,000 per order.

### **DELIVERY**

Deliveries shall be made within five (5) business days after the date on which the City places an order. All deliveries shall be made FOB Destination to location listed below as F.O.B. address. Orders will be placed in quantities as required by the City.

The City reserves the right to reject a bid based on the bidder's inability to meet the delivery requirements.

Standard delivery shall be 2-5 day(s) after receipt of order.

The Contractor shall notify the Captain/Paramedic Coordinator, as designated below, on any delivery dates anticipated over five (5) business days. Notification shall include the reason for the delay and a new date for delivery.

Captain/Paramedic Coordinator: Matt Gruneisen  
Phone: (562) 570-2558  
E-mail: Matt.Gruneisen@longbeach.gov

### **RUSH DELIVERIES**

The City will pay freight charges on "Emergency Rush Orders", which must be shipped via "overnight" or "next day" delivery to the F.O.B. address. Such "Emergency Rush Orders" invoicing must be accompanied by written "Emergency Rush Order" confirmation from the City by fax or e-mail.

### **LATE DELIVERIES**

The Contractor shall maintain a monthly minimum performance of 95 percent completion of orders within the specified delivery time. Excessive late deliveries (5 percent or more per month late) shall be considered a material breach of contract and shall be grounds for termination, and grounds for the City to exercise all of its legal remedies including, but not limited to, those as specified in Item #9 of the "Contract – General Conditions".

## **SPECIAL CONDITIONS**

### **SHIPPING INSTRUCTIONS**

Prices quoted shall include all delivery and unloading charges to the City of Long Beach.

F.O.B. ADDRESS: City of Long Beach Fire Department  
1465 Peterson Avenue  
Long Beach, CA. 90803  
ATTENTION: Steve Moritz

### **INVOICING**

Invoicing must be submitted every thirty (30) days. Contractor shall provide two invoices to the City with each billing. One invoice shall be sent to Central Accounts Payable, 333 West Ocean Blvd, 6<sup>th</sup> floor, Long Beach, CA 90802. The second invoice shall be sent to the person at the LBFD. Contractor shall obtain the name and address of the LBFD contact.

### **BLANKET PURCHASE ORDER (BPO) / AUTHORIZED PERSONNEL**

A Blanket Purchase Order (BPO) will be sent to the Contractor by the City Purchasing Agent. City personnel authorized to make releases (purchase orders) against the BPO will be indicated on the BPO. Shipment shall be made against the BPO release number. Releases shall be allowed only if the appropriate BPO number is indicated on the BPO release issued by the LBFD. Contractor must reference BPO number and not the BPO number on all invoices.

### **REFERENCES**

Bidder shall furnish on a separate sheet of paper a list of three (3) current customers, including company name, street address, telephone number and contact person, for whom bidder has provided similar products and services. The City intends to contact these customers to determine product reliability, Contractor's performance and service, and other information. Failure to include customer's references may void bid if the City has no prior experience with bidder.

### **ESTIMATED QUANTITIES**

The quantities shown on the bid sheets are only estimates. Bidder is cautioned not to rely on past usage for quantities. City purchases are based on its needs and requirements. Bidder is advised that City needs and requirements may increase or decrease by 10% in the second contract year, but City does not guarantee such a change in needs and requirements.

**BID SECTION**

WE ARE PLEASED TO SUBMIT THIS BID IN ACCORDANCE WITH THE CITY OF LONG BEACH INVITATION TO BID, SPECIFICATIONS AND TERMS AND CONDITIONS TO FURNISH AND DELIVER THE FOLLOWING EQUIPMENT, MATERIAL, SUPPLIES OR SERVICES **FOB DESTINATION** CITY OF LONG BEACH.

**SALES TAX:** UNIT EXTENSION PRICES STATED HEREIN SHALL NOT INCLUDE SALES TAX.

	Description	Manufacturer	Manuf ID	Approved Equal Mfr	Approved Equal Manuf ID	Annual Qty	Unit Price
<b>SECTION A: MEDICAL SUPPLIES</b>							
1	Administration Set, IV, Sterile, 10 drop, 83" <i>IV610</i>	Amsino	108306			1500 EA	1.69
2	Box, Medical <i>FB2072M</i>	Flambeau	2072			24 EA	51.00
3	Beverage, Glucose Tolerance <i>*401207FB</i>	Nerl Diagnostics	401009	<i>Nerl Diagnostics</i>	<i>Trutal</i>	1000 EA	2.25
4	Basin, Wash, 7 qt	Vollrath	H362-10			500 EA	NO BID
5	Bandage, Triangle <i>BA5</i>	ADI Medical	23040			400 EA	.29
6	Blanket, Emergency, Disposable, 56" X 90" <i>BS6</i>	Tidi	980077			400 EA	2.55
7	Blood Pressure Cuff, Adult, Palm Style <i>S63000</i>	ADC	760			24 EA	10.45
8	Circuit, Breathing CPAP, Adult, Medium Mask	Emergent Respiratory Products	1900-124			400 EA	NO BID
9	Cold Pack, Instant, Compress <i>DI688</i>	Employ & Ability	4299	<i>Kimberly Clark</i>	<i>59688</i>	400 BX	14.88 <i>Bx-24</i>
✓ 10	Collar, Extrication, Stifneck <i>CX900</i>	Laerdal	980010			1000 EA	3.05
11	Catheter, Angio, Autoguard, 18 ga, 1.16 Needle <i>IT144</i>	BD Vialon	381444			100 BX	102.00 <i>Bx-50</i>
12	Detector, CO2, "Easy Cap II" <i>AC01</i>	Nellcor	9163311			500 EA	8.75
13	Dressing, IV "Vena Guard" <i>IT4431</i>	Conmed	705-4431			200 BX	39.67 <i>Bx-100</i>
14	Dressing, Multi Trauma, Sterile, 10" X 2.5" <i>BA1030</i>	Kendall	1967	<i>Duka1</i>	<i>1030TD</i>	500 EA	1.05
15	Electrode Pad, AED, Adult,	Phillips	989803158211			300 EA	NO BID
16	Hydrogen Peroxide, 16 oz <i>MD55</i>	Aaron Brands	30002			600 EA	.93
✓ 17	Holder, Endotracheal Tube <i>AC170</i>	Thomas	600-10000			500 EA	2.68
✓ 18	Immobilizer, Head, "Sta Blok" <i>SY975</i>	Laerdal	700-00001			1000 EA	3.99
19	Intraosseous Injector, Disposable, Automatic <i>I0500A</i>	Waismed	WMBIG-A1			200 EA	49.88
20	Mask, Oxygen, Non-Rebreathing, Adult <i>OM1059</i>	Hudson	1059			5000 EA	.89
21	Mask, Aerosol, Adult, Elongated <i>OM1083</i>	Hudson	1083			1000 EA	.50
22	Nebulizer, Medication, Small Volume <i>OM1883</i>	Value Med	301-200	<i>Hudson</i>	<i>1883</i>	1000 EA	.76

LIFE-ASSIST

**BID SECTION**

	Description	Manufacturer	Manuf ID	Approved Equal Mfr	Approved Equal Manuf ID	Annual Qty	Unit Price
<b>SECTION A: MEDICAL SUPPLIES, CONTINUED</b>							
23	Pad, Abdominal, Sterile, 5" X 9"	BJ7196D	Kendall	71960		300 BX	5.09
24	Penlight, Disposable	PL1008	McKesson	22-6666	ADL	351	300 PG .70
25	Resuscitator, Manual, Adult, with Mask		Ventlab	AF1040MB		500 EA	NO BID
26	Shears, Trauma, 7 1/4"	IN555	N/A	N/A		200 EA	1.29
27	Sheet, Drape, Poly Sided, 40" X 90"	BS928	McKesson	18-929	AVALON	359	150 CS 19.18
28	Sheet, Burn, Sterile, 60" X 96"	BX312	Roehampton	001-150300		300 EA	6.00
29	Splint, Vacuum, Size: Medium	SP802	Hartwell Medical	FS-802		100 EA	17.49
30	Splint, Cardboard, Leg, 28"	24" SS240	N/A	N/A		100 EA	.90
31	Sponge, Gauze, Sterile, 4" X 4"	BJ848	Dukal	6408		800 BX	2.75
32	Sponge, Non-Woven, Non Sterile, 4" X 4"		McKesson	9444200A		2000 PG	NO BID
33	Test Strip, Blood Glucose	GU80116	Medisense	NDC57599-0116-5		300 BX	64.95
34	Tape, Surgical, Rayon, 2"	TA7112	Dukal	C210		100 BX	8.50
35	Tube Set, Endotracheal, 8.0	AE780	Rusch	504480		200 EA	3.41
36	Wrap, Self-Adherent, 2" x 5 yd	BE2	Coban	1582		3000 EA	1.40
37	Yankauer Suction Instrument, Tip Only	OH4052	Medsource	MS-YK10	Medline	DYN050132	300 EA .73

(14)  
8x-36  
CS-50  
8x-50  
8x-100  
8x-6

LIFE FIRST



**BID SECTION**

Description	Manufacturer	Manuf ID	Approved Equal Mfr	Approved Equal Manuf ID	Annual Qty	Unit Price
<b>SECTION B: PHARMACEUTICALS. All pharmaceuticals are to be manufactured and distributed by companies located in the United States. Additionally these manufacturers and distributors must meet the production standards of the United States Food and Drug Administration (US FDA) and the United States Pharmacopeial Convention (USP).</b>						
1	Adenocard, 6mg/2ml	DR8234-12	Injection USP	NDC0469-8234-12	300 EA	\$ 43.95
2	Adenocard, 12mg/4ml	DR8234-14	Injection USP	NDC0469-8234-14	200 EA	\$ 83.38
3	Albuterol Sulfate, Inhalation Solution 0.082% (BX)	DR9501-25	**	NDC49502-697-24	200 BX	\$ 4.23 Bx-25
4	Aspirin, Child, Chewable, 81 mg (BT)	DR0911-36		NDC57896-911-36	300 BT	\$ .99 BT-36
5	Atropine Sulfate, 1mg	DR4911-34	Injection USP	* NDC0548-2039-00	3000 EA	\$ 2.71
6	Atropine Sulfate, 1mg Vial	DR1010-25		NDC0517-1010-25	200 EA	\$ 1.87
7	Calcium Chloride, 10%, 1 gm	DR4928-34	Injection USP	NDC0409-4928-34	200 EA	\$ 3.57
8	Dextrose, 50% 25 gm per 50 ml	DR4902-34	Injection USP	* NDC0548-2001-00	4000 EA	\$ 4.85
9	Dextrose, 25% 2.5 gm	DR1775-01	Injection USP	* NDC0548-3315-00	400 EA	\$ 2.65
10	Diphenhydramine HCl, 50 mg	DR2290-31	Injection USP	NDC0409-2290-31	800 EA	\$ 1.28
11	Dopanimne HCl, 400 mg vial	DR1905-25		NDC0517-1905-25	200 EA	\$ 4.17
12	Epinephrine, 1:10,000 1 mg	DR4921-34	Injection USP	* NDC0548-2016-00	4000 EA	\$ 2.19
13	Epinephrine, 1:1000 (Ampuls)	DR7241-01	Injection USP	NDC0409-7241-01	200 EA	\$ 1.25
14	Amiodarone	DR0302-73		NDC25021-302-73	500 EA	\$ 11.48
15	Glucagon Kit, 1 mg	DR8031-01		NDC0002-8031-01	400 EA	\$ 117.29
16	Glucose Gel	MD62		NDC0574-0069-30	100 PG	\$ 10.59
17	Naloxone Hydrochloride, 1 mg	DR3369-00		NDC0548-3369-00	800 EA	\$ 17.39
✓ 18	Nitrolingual, Pump Spray (400 mcg per spray)	DR0300-20		NDC59630-300-20	200 EA	\$ 196.00
19	Sodium Bicarbonate, 8.4% 50 ml	DR6637-34	Injection USP	* NDC0548-2052-00	100 EA	\$ 2.59
20	Sodium Chloride, 0.9% 1000 ml	SL8000	Injection USP	NDC0264-7800-00	300 CS	\$ 22.08 CS-12
21	Sodium Chloride, 0.9% 500l	SL8001	Injection USP	NDC0264-7800-10	60 CS	\$ 35.76 CS-24
? 22	Sodium Chloride, 0.9% 5ml (BX)	DR0920-05	Injection USP	NDC08290-0920-05	400 CS	\$ 262.40 CS-480

\* IMS Discontinued  
 \*\* DEY L.P. Discontinued

## **COMMONLY MADE ERRORS**

It is essential that all requirements of the bid be completed as specified.

The following are commonly made errors when submitting a bid to the City of Long Beach:

- Instructions concerning signatures (page 2 on bid) are not followed.
- Bid must be signed by two corporate officers if the bidder is a corporation, unless accompanied by a corporate resolution.
- All pages of the Bid are not returned as required.
- Bid document is not fully completed as required.
- Notarial Acknowledgement is not submitted when required; i.e. companies located outside of the state of California or companies that do not have a business operation with an established address within California (must be same address as shown on Bid; P.O. boxes are not acceptable) are required to submit a Notarial Acknowledgement of Corporate Officer or of the authorized person that has signed the Bid. NOTE: Only one signature will be required of the "Principal" if the principal is a partnership, sole proprietor (individuals) or limited liability company.
- When bonds are required (Labor and Material or Performance Bonds), and Notarial Acknowledgements are not submitted. Three acknowledgements are required; two for the Principal (company submitting the Bid), and one for the Surety (bonding company). If the Principal is a corporation, the signatures of two corporate officers are required for Labor and Material and Performance Bonds. Labor and Material and Performance Bonds are only required of companies that are being considered for an award (they are not required when Bid is submitted). NOTE: Bid Bonds require only two acknowledgements; one for the Principal; and one for the Surety.
- Bonds are not submitted on City of Long Beach forms.
- The title of the individual signing the Bid does not match the title shown on the Notarial Acknowledgement; (i.e. the signature on the Bid appears to be the President; the same signature appears on the Notarial Acknowledgement, but the title differs, Vice President).
- The person that signed the Bid differs from that of the Notarial Acknowledgement.
- When references are required, they are not submitted with the Bid.
- Bids are not submitted on time (11:00 a.m.) to the proper location (City Clerk's Office, Plaza Level of the City Hall).
- Contractor does not allow for firm pricing when submitting Bid as required.
- The Bid is not signed.

## **ATTACHMENT**

### **EQUAL BENEFITS ORDINANCE DISCLOSURE FORM**

As a condition of being awarded a contract with the City of Long Beach ("City"), the selected Contractor/Vendor ("Contractor") may be required during the performance of the Contract, to comply with the City's nondiscrimination provisions of the Equal Benefits Ordinance ("EBO") set forth in the Long Beach Municipal Code section 2.73 et seq. The EBO requires that during the performance of the contract, the Contractor shall provide equal benefits to its employees with spouses and employees with domestic partners. Benefits include but are not limited to, health benefits, bereavement leave, family medical leave, membership and membership discounts, moving expenses, retirement benefits and travel benefits. A cash equivalent payment is permitted if an employer has made all reasonable efforts to provide domestic partners with access to benefits but is unable to do so. A situation in which a cash equivalent payment might be used is where the employer has difficulty finding an insurance provider that is willing to provide domestic partner benefits.

The EBO is applicable to the following employers:

- For-profit employers that have a contract with the City for the purchase of goods, services, public works or improvements and other construction projects in the amount of \$100,000 or more
- For-profit entities that generate \$350,000 or more in annual gross receipts leasing City property pursuant to a written agreement for a term exceeding 29 days in any calendar year

Contractors who are subject to the EBO must certify to the City before execution of the contract that they are in compliance with the EBO by completing the EBO Certification Form, attached, or that they have been issued a waiver by the City. Contractors must also allow authorized City representatives access to records so the City can verify compliance with the EBO.

The EBO includes provisions that address difficulties associated with implementing procedures to comply with the EBO. Contractors can delay implementation of procedures to comply with the EBO in the following circumstances:

- 1) By the first effective date after the first open enrollment process following the contract start date, not to exceed two years, if the Contractor/vendor submits evidence of taking reasonable measures to comply with the EBO; or
- 2) At such time that the administrative steps can be taken to incorporate nondiscrimination in benefits in the Contractor/vendor's infrastructure, not to exceed three months; or

3) Upon expiration of the contractor's current collective bargaining agreement(s).

Compliance with the EBO

If a contractor has not received a waiver from complying with the EBO and the timeframe within which it can delay implementation has expired but it has failed to comply with the EBO, the Contractor may be deemed to be in material breach of the Contract. In the event of a material breach, the City may cancel, terminate or suspend the City agreement, in whole or in part. The City also may deem the Contractor an irresponsible bidder and disqualify the Contractor from contracting with the City for a period of three years. In addition, the City may assess liquidated damages against the Contractor which may be deducted from money otherwise due the Contractor. The City may also pursue any other remedies available at law or in equity.

By my signature below, I acknowledge that the Contractor understands that to the extent it is subject to the provisions of the Long Beach Municipal Code section 2.73, the Contractor shall comply with this provision.

Printed Name: Linda Bergaus Title: Treasurer

Signature: Linda Bergaus Date: 4-16-10

Business Entity Name: Life-Assist, Inc.

**CERTIFICATION OF COMPLIANCE WITH THE  
EQUAL BENEFITS ORDINANCE**

**Section 1. CONTRACTOR/VENDOR INFORMATION**

Name: Life-Assist, Inc. Federal Tax ID No. [REDACTED]  
Address: 11277 Sunrise Park Drive  
City: Rancho Cordova State: CA ZIP: 95742  
Contact Person: Linda Bergaus Telephone: 916-635-3822 X130  
Email: linda@life-assist.com Fax: 916-638-3002

**Section 2. COMPLIANCE QUESTIONS**

- A. The EBO is inapplicable to this Contract because the Contractor/Vendor has no employees.  Yes  No
- B. Does your company provide (or make available at the employees' expense) any employee benefits?  Yes  No  
(If "yes," proceed to Question C. If "no," proceed to section 5, as the EBO does not apply to you.)
- C. Does your company provide (or make available at the employees' expense) any benefits to the spouse of an employee?  
 Yes  No
- D. Does your company provide (or make available at the employees' expense) any benefits to the domestic partner of an employee?  
 Yes  No (If you answered "no" to both questions C and D, proceed to section 5, as the EBO is not applicable to this contract. If you answered "yes" to both Questions C and D, please continue to Question E. If you answered "yes" to Question C and "no" to Question D, please continue to section 3.)
- E. Are the benefits that are available to the spouse of an employee identical to the benefits that are available to the domestic partner of an employee?  
 Yes  No  
(If "yes," proceed to section 4, as you are in compliance with the EBO. If "no," continue to section 3.)

Section 3. PROVISIONAL COMPLIANCE

- A. Contractor/vendor is not in compliance with the EBO now but will comply by the following date:

\_\_\_\_\_ By the first effective date after the first open enrollment process following the contract start date, not to exceed two years, if the Contractor/vendor submits evidence of taking reasonable measures to comply with the EBO; or

\_\_\_\_\_ At such time that the administrative steps can be taken to incorporate nondiscrimination in benefits in the Contractor/vendor's infrastructure, not to exceed three months; or

\_\_\_\_\_ Upon expiration of the contractor's current collective bargaining agreement(s).

- B. If you have taken all reasonable measures to comply with the EBO but are unable to do so, do you agree to provide employees with a cash equivalent? (The cash equivalent is the amount of money your company pays for spousal benefits that are unavailable for domestic partners.)  
\_\_\_\_ Yes \_\_\_\_ No

Section 4. REQUIRED DOCUMENTATION

At time of issuance of purchase order or contract award, you may be required by the City to provide documentation (copy of employee handbook, eligibility statement from your plans, insurance provider statement, etc.) to verify that you do not discriminate in the provision of benefits.

Section 5. CERTIFICATION

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that I am authorized to bind this entity contractually. By signing this certification, I further agree to comply with all additional obligations of the Equal Benefits Ordinance that are set forth in the Long Beach Municipal Code and in the terms of the contract of purchase order with the City.

Executed this 16 day of April, 2010, at Rancho Cordova CA

Name Linda Bergaus Signature Linda Bergaus

Title Treasurer Federal Tax ID No. 



# CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

333 W.EST OCEAN BLVD., 7<sup>TH</sup> FLOOR LONG BEACH, CA 90802 TEL (562) 570-6200

PURCHASING DIVISION

**PA-01710  
EMERGENCY MEDICAL SUPPLIES  
ADDENDUM NO. 1**

March 31, 2010

To All Prospective Bidders:

The following change shall be made to the Invitation to Bid Number PA-01710 for Emergency Medical Supplies.

**ALL ITEMS OFFERED AS AN "EQUAL" MUST BE SUBMITTED FOR APPROVAL BY:**

**APRIL 7, 2010 AT 5:00 P.M.**

**CITY OF LONG BEACH FIRE DEPARTMENT  
1465 PETERSON AVENUE  
LONG BEACH, CA 90803**

**ATTN: STEVE MORITZ**

**562/570-1177**

Please acknowledge receipt of this addendum by signing and including with proposal.

Linda Bergaus 4-16-10  
AUTHORIZED SIGNATURE AND DATE

Linda Bergaus, Treasurer  
PRINTED NAME AND TITLE

Life-Assist, Inc.  
COMPANY



# CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

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PURCHASING DIVISION

**PA-01710**  
**EMERGENCY MEDICAL SUPPLIES**  
**ADDENDUM NO. 2**

April 13, 2010

To All Prospective Bidders:

The items listed below have been determined as an "approved equal" for Medical Supplies.

<u>BID LINE</u>	<u>ITEM</u>
03	Trutol 100 Nerl Diagnostics
04	721-H362-OSEA McKesson #4892-11 PSS
05	Kendall # 6286 Grafc0
06	McKesson #18-077
09	Kimberly Clark # 59688 Select # 3088
10	Ambu Perfit Ace Patriot
13	Medsource # 18301013
14	Dukal 1030TD McKesson #16-4255
16	Good Neighbor Pharmacy Swan Select Physician Sales & Service
20	Medsource # 25060 Medsource # 25059 McKesson #86-106E
21	Hospitak # 86-100E McKesson #86-100E
22	Respirex # 32642 Hudson # 1883
23	Medsource # MSABD 5X9 McKesson # 16-4250 Select #205590



- 24 Mozena Medical  
Life Assist  
Select #232
- 26 Med Source # 533MS-SH003P
- 27 Avalon # BS928  
PSS
- 28 Med Source # 953-10
- 31 McKesson #16-42448  
Select #187
- 34 McKesson #16-47120  
Select #100186
- 35 Sun Med Healthcare
- 36 McKesson #16-3202  
Select #4465
- 37 Medline #DYND50132  
McKesson #16-66201  
Select #932

Please acknowledge receipt of this addendum by signing and including with proposal.

Linda Bergaus 4-16-10  
AUTHORIZED SIGNATURE AND DATE

Linda Bergaus, Treasurer  
PRINTED NAME AND TITLE

Life-Assist, Inc.  
COMPANY



## References

Chino Valley FD  
Dale Williams  
14011 City Center Dr  
Chino Hills, CA 91709  
909-921-9747

Compton FD  
Ivan Verastegui  
201 S. Acacia  
Compton, CA 90220  
310-605-5657  
626-536-4092 Cell

Pasadena FD  
Sean English  
199 S. Los Robles, Ste. 550  
Pasadena, CA 91101  
626-793-0074

**LIFE-ASSIST, INC. • 11277 Sunrise Park Drive • Rancho Cordova, CA 95742**  
**800-824-6016 (US) • 800-290-9794 (Fax) • 916-635-3822 (Local) • 916-638-3002 (Local Fax)**  
**www.life-assist.com (Website) • support@life-assist.com (E-mail)**

# Life-Assist, Inc. Online Ordering Features

## Pricing

- **Access your agency's bid pricing online, 24/7.** When placing an order, the pricing established for your agency will appear in red and you will have the ability to add items at a discounted price if you choose.
- **Access a complete listing of your pricing.**
- **Request quotes online, 24/7. Ability to request a quote online**

## Shopping Carts

- **Save your cart.** You can save your cart with a simple click of a button! This allows you the flexibility to return at a later date when you have the time to complete your order.
- **Submit your cart for review.** Send your cart to another for ordering authorization or review!
- **Submit your cart for quote.** Does your agency require multiple quotes on items prior to purchasing? You can submit a cart to us as a quote request and receive a response in one business day or less!

## Supply Lists

- **Multiple supply lists.** Need to manage different supply needs? No problem - you can create as many supply lists as you need.
- **Browse and search your lists.** With a click of a link, you can browse your list by Product Categories, or use our simple search feature to find what you are looking for.
- **Print and download.** Need to do an inventory from your supply list? No problem, print or download your supply list, write down your quantities and you are good to go!
- **Add user defined fields.** Do you use internal product codes or designate items as reimbursable? You can add a custom field to your supply list to track these requirements.

## Account History

- **Review account activity.** Multiple sort options are available; including sort by purchase order number, who placed the order, order amount and amount due. Want to know how many cervical collars you purchased? It's simple!
- **Backorder status.** Want to receive an estimated shipping date on a backordered item? It's just one click away!
- **Track your order.** With a click of a link you can automatically track the status of your order!

## LA MASTER™ ADMINISTRATOR

- The ability to manage multiple users, shipping addresses, orders and accounts all under one interface? Contact us at [websupport@life-assist.com](mailto:websupport@life-assist.com) and we'll set you up!