



MAYFIELD  
VILLAGE

MAYOR BRENDA T. BODNAR  
mayfieldvillage.com

**FIRE DEPARTMENT**

Eugene Carcioppolo, Chief  
770 SOM Center Road  
Mayfield Village, OH 44143  
440.461.1208 • Fax: 440.449.0822  
gcarcioppolo@mayfieldvillage.com

03/01/2024

RE: Stryker Procure Services

Mayfield Village Council,

I wanted to present these two items for your review and authorization.

The first is to replace our two Lucas CPR Machines that will no longer be supported with parts at the end of this year. We have the opportunity to trade these devices in for \$6,000 at this time. The attached quote totaling \$30,317.88 reflects the trade in value.

The second is a three-year agreement with Stryker Procure Services to provide maintenance to all of Mayfield Village treatment products (AED's, LIFEPAKs, Lucas CPR machines). The current agreement expired on March first, due to technical and staffing issues in the billing department at Stryker and despite my emails requesting updated quotation information back to December of 2023 I was only able to obtain these quotes on 02/29/2024. The total for the three-year period is \$47,331.38, paid annually at a rate of \$15,777.13. As this is a multi-year agreement, we have received a 15% discount.

If you have any questions please feel free to contact me at your earliest convenience.

Yours Truly,

Chief Carcioppolo



### Mayfield Village FD - LUCAS Upgrades

Quote Number: 10874712

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308  
Chicago, IL 60673-3308

Prepared For: MAYFIELD VILLAGE FIRE DEPT  
Attn: Eugene Carcioppolo  
gcarcioppolo@mayfieldvillage.com  
440-461-1741

Rep: Jason Roberts  
Email: jason.c.roberts@stryker.com  
Phone Number: (330) 697-4428  
Mobile: (330) 697-4428

Quote Date: 02/21/2024

Expiration Date: 05/21/2024

Contract Start: 02/21/2024

Contract End: 02/20/2025

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	MAYFIELD VILLAGE FIRE DEPT	Name:	MAYFIELD VILLAGE FIRE DEPT	Name:	MAYFIELD VILLAGE FINANCE DEPT
Account #:	20043478	Account #:	20043478	Account #:	20150364
Address:	770 SOM CENTER RD MAYFIELD VILLAGE Ohio 44143-2313	Address:	770 SOM CENTER RD MAYFIELD VILLAGE Ohio 44143-2313	Address:	6622 WILSON MILLS RD MAYFIELD VILLAGE Ohio 44143-3407

#### Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	PCE	2	\$18,033.52	\$36,067.03
Equipment Total:						\$36,067.04

#### Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TIM-LUC2-LUC3	TRADE-IN-STRYKER LUCAS 2 TOWARDS PURCHASE OF LUCAS 3.1	2	-\$3,000.00	-\$6,000.00

#### Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$250.84
<b>Grand Total:</b>	<b>\$30,317.88</b>

Comments:



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• Mobile: (330) 697-4428

Quote Date: 02/21/2024

Expiration Date: 05/21/2024

Contract Start: 02/21/2024

Contract End: 02/20/2025

Prices: In effect for 30 days

Terms: Net 30 Days

### Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at [https://techweb.stryker.com/Terms\\_Conditions/index.html](https://techweb.stryker.com/Terms_Conditions/index.html).



### 3 Year Prevent MAYFIELD VILLAGE FIRE DEPT

Quote Number: 10878851

Remit to: **Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Version: 1

Prepared For: MAYFIELD VILLAGE FIRE DEPT

Rep: Jason Roberts

Email: jason.roberts@stryker.com

Attn:

Phone Number:

GPO: EMS

Service Rep: Brent Riegan

Quote Date: 02/28/2024

Email:

Expiration Date: 05/28/2024

Contract Start: 04/01/2024

Contract End: 03/31/2027

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	MAYFIELD VILLAGE FIRE DEPT	Name:	MAYFIELD VILLAGE FIRE DEPT	Name:	MAYFIELD VILLAGE FINANCE DEPT
Account #:	20043478	Account #:	20043478	Account #:	20150364
Address:	770 SOM CENTER RD MAYFIELD VILLAGE Ohio 44143-2313	Address:	770 SOM CENTER RD MAYFIELD VILLAGE Ohio 44143-2313	Address:	6622 WILSON MILLS RD MAYFIELD VILLAGE Ohio 44143-3407

#### ProCare Products:

#	Product	Description	Months	Qty	Discount %	Sell Price	Total
1.0	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	1	0.0%	\$1,368.00	\$1,368.00
2.0	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	1	0.0%	\$1,368.00	\$1,368.00
3.0	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	3	0.0%	\$1,368.00	\$4,104.00
4.0	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	6	0.0%	\$1,368.00	\$8,208.00
5.0	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	10	0.0%	\$1,368.00	\$13,680.00
6.0	AED-FIELD-PROCARE	PROCARE-SVC-AED-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	2	0.0%	\$1,368.00	\$2,736.00
7.0	LIFEPK-FLD-PROCARE	PROCARE-SVC-LIFEPK-FIELD-REPAIR <small>- Preventive Maintenance</small>	36	2	15.0%	\$5,620.20	\$11,240.40
8.0	LUCAS-FLD-PROCARE	PROCARE-SVC-LUCAS-FIELD-REPAIR <small>09/01/2025 - 03/31/2027</small>	19	2	15.0%	\$2,313.49	\$4,626.98

#### Price Totals:



**3 Year Prevent MAYFIELD VILLAGE FIRE DEPT**

Quote Number: 10878851

Version: 1

Prepared For: MAYFIELD VILLAGE FIRE DEPT

Attn:

GPO: EMS

Quote Date: 02/28/2024

Expiration Date: 05/28/2024

Contract Start: 04/01/2024

Contract End: 03/31/2027

Remit to: **Stryker Medical**

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Jason Roberts

Email: [jason.roberts@stryker.com](mailto:jason.roberts@stryker.com)

Phone Number:

Service Rep:

Email:

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**Grand Total: \$47,331.38**

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\_\_\_\_\_  
Authorized Customer Signer (Printed)      Date

\_\_\_\_\_  
Stryker Authorized Signature (Printed)      Date

\_\_\_\_\_  
Authorized Customer Signature      Date

\_\_\_\_\_  
Stryker Authorized Signature      Date

\_\_\_\_\_  
Purchase Order Number

**Service Terms and Conditions:**

The Terms and Conditions of this quote and any subsequent purchase order of the Customer are governed by the Terms and Conditions located at <https://techweb.stryker.com> The terms and conditions referenced in the immediately preceding sentence do not apply where Customer and Stryker are parties to a Master Service Agreement.

## Payment Schedule

**Starting Balance:**

**\$47,331.38**

Date	Payment	Balance
04/01/2024	\$15,777.13	\$31,554.25
04/01/2025	\$15,777.13	\$15,777.13
04/01/2026	\$15,777.13	\$ -

### Equipment Service Plan

Line Item #	Model	Serial #
1.0	PROCARE-SVC-AED-FIELD-REPAIR	31626102
2.0	PROCARE-SVC-AED-FIELD-REPAIR	41640399
3.0	PROCARE-SVC-AED-FIELD-REPAIR	46972531
3.0	PROCARE-SVC-AED-FIELD-REPAIR	46971932
3.0	PROCARE-SVC-AED-FIELD-REPAIR	46086665
4.0	PROCARE-SVC-AED-FIELD-REPAIR	46809393
4.0	PROCARE-SVC-AED-FIELD-REPAIR	46731223
4.0	PROCARE-SVC-AED-FIELD-REPAIR	46809392
4.0	PROCARE-SVC-AED-FIELD-REPAIR	46809389
4.0	PROCARE-SVC-AED-FIELD-REPAIR	46809391
4.0	PROCARE-SVC-AED-FIELD-REPAIR	46731220
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45972793
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45972800
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45972789
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45972799
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45968912
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45968914
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45968904
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45968903
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45968913
5.0	PROCARE-SVC-AED-FIELD-REPAIR	45968902
6.0	PROCARE-SVC-AED-FIELD-REPAIR	50488348
6.0	PROCARE-SVC-AED-FIELD-REPAIR	48475155
7.0	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	46787386
7.0	PROCARE-SVC-LIFEPAK-FIELD-REPAIR	50650138
8.0	PROCARE-SVC-LUCAS-FIELD-REPAIR	TBD
8.0	PROCARE-SVC-LUCAS-FIELD-REPAIR	TBD

**Purchase Order Form**



Account Manager \_\_\_\_\_  
 Cell Phone \_\_\_\_\_

Purchase Order Date \_\_\_\_\_  
 Expected Delivery Date \_\_\_\_\_  
 Stryker Quote Number \_\_\_\_\_

Check box if Billing same as Shipping

BILL TO		CUSTOMER #
Billing Account Num		
Company Name		
Contact or Department		
Street Address		
Add'l Address Line		
City, ST ZIP		
Phone		

SHIP TO		CUSTOMER #
Shipping Account Num		
Company Name		
Contact or Department		
Street Address		
Add'l Address Line		
City, ST ZIP		
Phone		

Authorized Customer Initials \_\_\_\_\_

Authorized Customer Initials \_\_\_\_\_

DESCRIPTION	QTY	TOTAL
REFERENCE QUOTE <input type="text"/>	<input type="text"/>	<input type="text"/>

**Accounts Payable Contact Information**

Name \_\_\_\_\_  
 Email \_\_\_\_\_  
 Phone \_\_\_\_\_

Stryker Terms and Conditions  
[www.stryker.com/sinc](http://www.stryker.com/sinc)

**Authorized Customer Signature**

Printed Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Date \_\_\_\_\_

Attachment Stryker Quote Number

\*Sales or use taxes on domestic (USA) deliveries will be invoiced in addition to the price of the goods and services on the Stryker Quote.



## **LIFEPAK® 15 service**

Stryker has been notified by our global parts providers that some components used on certain LIFEPAK 15 monitor/defibrillator models (Part Numbers beginning with V15-2) are no longer available in the market. Service on the LIFEPAK 15 with Part Number beginning with v15-5 or v15-7 is unaffected.

Stryker will continue to offer service support for this subset of the LIFEPAK 15 as follows:

- All service parts with available inventory can be purchased by our end users
- Transactional service (time and material) is available for non-contract customers
  - If a component has failed on your device, your local Sales Representative should be contacted for support
- Contractual service
  - Stryker will continue to offer contractual service on a yearly basis only
  - Preventive maintenance will continue to be done on devices less than eight (8) years old. After this point, we will cease to conduct preventative maintenance and shift to device inspections
  - If a component fails on your device, please contact your local Sales Representative for support. A pro-rated credit for any pre-paid service will be provided should a unit become non-serviceable due to part availability

It is important to note that the LIFEPAK 15 has an expected life of eight (8) years from the date of manufacture. If you are uncertain of the manufacture date of your products, please contact your local Sales Representative for a full fleet assessment.

We want to ensure the highest quality products and services for our customers. As such, it is important to know that Stryker is the only FDA-approved service provider for our products. We do not contract with third party service providers, nor will we be providing them with any additional parts for these repairs. As such, we cannot guarantee the safety and efficacy of any device that is repaired by a third-party service agency.