

Request for Proposals for
AED Units and Accessories
 Issued by the **State of Oklahoma**
Solicitation Number EV00000354



| Offeror Name: Avive Solutions | | | | | | |
|--|---|-----|-------------|------------|------------|-----------|
| Validity Period: | 01-01-2024 - 12-31-2024 | | | | | |
| Value-Add | | | | | | |
| Value-Add: Examples include battery replacement plans, unconventional training options, alternative maintenance plans, and other services not specified. | | | | | | |
| Item Number or Service | Product/Service Description | UOM | QTY per UOM | List Price | % Discount | Net Price |
| AED01L LIFESaver Plan | One (1) Avive AED with Connect. Comes equipped with one (1) single-use Avive AED Pad Cartridge that can be used on either adults or children, one (1) medical-grade Avive USB Power Adapter, one (1) Avive USB Charging Cable, and full access to REALConnect Services. | 1 | 1 | \$539.99 | 12.00% | 475.00** |
| | The LIFESaver plan includes replacement electrode pads if they are used during an emergency or expire during the term of the LIFESaver plan for no extra cost. (pad replacemeny offered up to one set of pads per AED per year of uninterrupted payments | | | | | |
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| | One (1) Avive AED with Connect. Comes equipped with one | | | | | |
| | single-use Avive AED Pad cartidge that can be used on either | | | | | |
| | adults or children,one medical grade Avive USB Power | | | | | |
| | and full access to RealConnect Program Management | | | | | |
| | | | | | | |
| | **Additional Terms Avive LIFESaver Plan For the sake of clarity, the 'Avive LIFESaver Plan' is a 5-year product where the customer will be invoiced for the annual service total on this order on years 2, 3, 4, and 5 from the effective date. | | | | | |
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| AED Trade-in Credit | <i>Trade-in credit is applied against the cost of a new AED purchase. Trade-in Credits offered on a one-to-one basis (one trade-in credit offered per device traded in for every one new Avive Connect AED purchased). Credits are based on the type of AED traded in and market rates, but typically range from \$100-\$500 per AED. Additional trade-in credits may apply on a case-by-case basis so long as they are agreed to in writing between the Parties.</i> | 1 | 1 | varies | approx. \$1255.75- \$855.75 depending on value of trade-in offered |
| REALConnect Services included in first year of purchase for item AED01 and during term of LIFESaver Plan purchase (item AED01L) | REALConnect Services are an online portal used to manage and oversee maintenance aspects of the Avive Connect AED. The Avive Connect AED can share data wirelessly by WiFi, cellular, Bluetooth, and GPS. Data includes health and status information like the location and readiness status of all AEDs. Notifications can be sent for AED use, temperature alerts, and similar conditions to help AED owners ensure | 1 | 1% | | |

AED uses rechargeable batteries so there is NO on-going cost of replacement batteries

Dual Language at NO extra cost

Every device is equipped with Child Mode at no extra cost

Universal Pads: AED uses the same set of pads for adults and pediatric patients, so only one set of pads is necessary for adults and while in child mode



State of Oklahoma
Office of Management and Enterprise Services

**STATE OF OKLAHOMA AMENDMENT No. 1 TO STATEWIDE CONTRACT
AMENDMENT CONTRACT WITH AVIVE SOLUTIONS, INC.**

This Amendment No. 1 (“Amendment”) to AED Defibrillators, and accessories, SW0300AV (“Contract”) is effective on the date of the last signature below (the “Amendment Effective Date”) and is entered into between the State of Oklahoma by and through the Office of Management and Enterprise Services (“State”) and Avive Solutions, Inc. (“Supplier”). This Amendment supplements and amends the Contract effective February 16, 2024, including all supplements and amendments thereto. Unless otherwise indicated herein, capitalized terms used in this Amendment without definition shall have the respective meanings specified in the Contract.

For good and valuable consideration, the parties agree to amend the Contract as follows:

1. The Amendment incorporates a change in the cost, decreasing in original contractual pricing.
2. In the event of a conflict between the terms and conditions hereof and the terms and conditions of the Contract, the specific terms set forth in this Amendment shall govern the subject matter herein.
3. Except as expressly modified in this Amendment, all terms and/or provisions of the Contract not addressed herein remain as executed by the parties in the Contract and remain in full force and effect.
4. This Amendment may be executed by electronic signature in counterparts (e-mail, facsimile or otherwise). The counterparts each of which shall constitute an original, but all of which together shall constitute one and the same instrument.

This Amendment incorporates the following attachments:

Attachment A - updated pricing

The undersigned represent and warrant that they are authorized, as representatives of the party on whose behalf they are signing, to sign this Amendment and to bind their respective party thereto:

**STATE OF OKLAHOMA
by and through the
OFFICE OF MANAGEMENT AND
ENTERPRISE SERVICES:**

By: 
Amanda Otis (Sep 10, 2024 16:41 CDT)

Name: Amanda Otis

Title: State Purchasing Director

Date: Sep 10, 2024

Avive Solutions, Inc.

By: 
Mark Peters (Sep 10, 2024 16:48 CDT)

Name: Mark Peters

Title: Vice President of Sales

Date: Sep 10, 2024