

**Marion County
Board of County Commissioners**

Procurement Services

2631 SE Third St.
Ocala, FL 34471
Phone: 352-671-8444
Fax: 352-671-8451

BSS: _____

PCA: JF

SS Advertised: 7/26/2024

BCC: _____

SOLICITATION WAIVER

2455-285

This form is for requesting an exemption to a quote, bid, RFP or RFQ. If under \$50,000 will require County Administrator approval and if over \$50,000 the request will need BCC approval.

Date: 7/22/24

Request Type:

- Bid Exemption
- Standardization of Product/Brand
- Sole Source Provider of Good/Service
- Piggyback Agency _____

Purchase is a 1 time or recurring purchase with this year's total expenditure estimated at \$ \$50000.00

Reason This
Cannot Be Bid
By MCBCC:

See attached document relating to the Hamilton-T1 Ventilators.

Project Manager
Signature: _____

Director
Signature: [Signature]

***Procurement Use Only**

The following request is in accordance with the Procurement Manual, and meets the requirements to complete the exemption request and DOES DOES NOT require Board Approval.

PCA: [Signature] 7/22/24

Procurement
Director: [Signature] 7-22-24

Do not sign below without prior signatures from Procurement Services above.

Chair

Please Select One

Signature

Hamilton Medical, Inc.
201 Edison Way, Unit A
Reno, Nevada 89502

10/25/2023

Hamilton Medical Sole Source Letter

To Whom It May Concern:

This letter is to confirm that the Hamilton Medical, HAMILTON-T1 model ventilator and consumables are sole source products, manufactured, sold and distributed exclusively by Hamilton Medical, Inc. No division of Hamilton Medical, nor any other company, makes a similar or competing products. These products must be purchased directly by institutions from Hamilton Medical, Inc. at the address listed above. There are no agents or dealers authorized to represent this product.

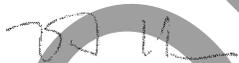
Additionally, competition is precluded by the existence of an agreement with the manufacturer, who has given us an exclusive right to market these products.

There is no other like item(s) or products(s) available for purchase that would service the same purpose or function and there is only one price for the above named item(s) or product(s) because of exclusive distribution and marketing rights.

If you desire additional information, don't hesitate to visit our website, www.hamilton-medical.com

Thank you for your interest in our products.

With kind regards,



Robert Hamilton
CEO
Hamilton Medical, Inc.

Hamilton Medical is the sole source provider for the HAMILTON-T1 ventilator and its consumables. There are currently no comparable products available on the market that can fulfill the same critical functions as the HAMILTON-T1 ventilator.

The HAMILTON-T1 ventilator is distinguished by its unique Adaptive Support Ventilation (ASV) mode, a closed-loop ventilation system that offers nearly full automation. This feature requires minimal manual input, only necessitating the provider to enter the patient's gender and height. Subsequently, the ventilator adjusts and delivers optimal breaths tailored to the patient's needs without further intervention. This capability is particularly advantageous in transport settings, enhancing patient safety and allowing healthcare providers to focus on other life-saving measures.

Furthermore, the HAMILTON-T1 is the exclusive ventilator offering automated CPR ventilation and High-flow Nasal Cannula capabilities, further solidifying its position as the premier choice for comprehensive patient care in various healthcare settings.

Additionally, the HAMILTON-C1 ventilator, utilized by local healthcare systems including HCA Healthcare, Advent Health, Orlando Health, and UF Health, shares identical modes, functionality, and consumables with the HAMILTON-T1. This ensures seamless continuity of care for patients transitioning between different healthcare facilities or settings.

Given these unique features and the absence of comparable alternatives, Hamilton Medical stands as the sole source provider for the HAMILTON-T1 ventilator and its associated consumables.