




MEMORANDUM SOLE SOURCE APPROVAL

TO: Eugene Bittiker, Chief Procurement Officer
FROM: Craig Mahoney, Division Chief
THROUGH: Ron Martin, Fire Chief
SUBJECT: Sole Source Approval Request – Emsar
DATE: February 18, 2025


Craig Mahoney (Feb 21, 2025 12:32 EST)


Ronald L. Martin

Background:

Delray Beach Fire Rescue has eleven rescue trucks equipped with Ferno-manufactured stretchers, stair chairs, and scoop stretchers essential to safely package and transport patients to the hospital. Due to the specialized design and manufacturer specifications of this equipment, EMSAR is uniquely qualified to perform the necessary biannual maintenance and repairs. Ensuring these devices remain safe and fully operational is critical to preventing downtime and maximizing operational readiness. Therefore, we propose a modification to the funds available on our agreement with EMSAR for regular inspections, repairs, and maintenance to meet these minimum performance requirements.

Justification:

EMSAR is the only service provider that meets the City's requirements because it holds a sole source agreement with the Ferno Corporation for the maintenance and repair of their products. Ferno's proprietary electronic stretchers require specialized training, diagnostic tools, and authorized parts to ensure proper repairs, and EMSAR is uniquely qualified to provide this service.

As the exclusive service center for Ferno equipment, EMSAR possesses the proprietary rights, specialized equipment, and manufacturer-authorized knowledge needed to maintain these essential devices. This exclusive arrangement guarantees that our frontline rescue trucks remain equipped with fully operational stretchers, ensuring a higher level of safety and reliability for both patients and City personnel.

Market Research:

EMSAR is the only company certified by Ferno to perform maintenance and repairs on their specialized equipment. This exclusive certification ensures compliance with all manufacturer specifications and standards, reinforcing EMSAR's unique qualification to service Ferno products.

Quote or Proposal is attached ☐ Yes ☐ No

Comments: _____



Approved This Sole Source approval is valid for 36 months from date of approval. Attach this Sole Source Approval to all Acquisition Approval Memos and/or requisitions for this item.



Need Additional Information



Not Approved

Comments: _____



Chief Procurement Officer (CFO)

02/24/2025

Date

Information Technology (IT) Director

Date



January 22, 2025

To Whom It May Concern:

The City of Delray Beach Fire Department can have their Ferno stretchers repaired directly from Ferno. Ferno is the sole source provider for all major repairs to the Ferno products. The City of Delray Beach Fire Department can use our authorized and certified service provider, EMSAR, for all on-site repairs and preventative maintenance.

If you have any questions, please give us a call.

Thanks very much,

Connie Lewis
Director of Service



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Memo Sole Source Approval - EMSAR

Final Audit Report

2025-02-24

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