

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011

Fax: (978) 421-0015

Email: esales@zoll.com

Quote No: Q-134503 Version: 1

Woodbury County Emergency Services
121 Deer Run Trl
Climbing Hill, IA 51015

ZOLL Customer No: 107554

Drew Baier
(712) 876-2212

Quote No: Q-134503

Version: 1

Issued Date: July 16, 2026

Expiration Date: September 30, 2026

Terms: Net due in 30 days

FOB: Shipping Point

Freight: Prepay & Add

Prepared by: Caroline Jackson
EMS Territory Manager
caroline.jackson@zoll.com
(513) 332-5287

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	CH-19879	8116-11-41-23101-10-USA	Zenix Monitor/Defibrillator, EMS, Fire Configuration 12-lead, Pacing, SpO2, SpCO, EtCO2, NIBP, Real BVM Help, Real CPR Help - Includes: SurePower 4 Battery, Zenix Power Cord (NA), Zenix MFC Cable, Zenix 12-lead ECG Cable (AAMI), Masimo RD Rainbow SET Patient Cable (4 ft, EMS), Zenix AC-DC External Power Supply, Zenix Accuvent Z-Link Cable, Zenix NIBP Patient Hose, Zenix NIBP Cuff (Reusable, Adult Plus), Zenix Z-Fold Paper, Zenix MFC Self Test Plug Kit, and One (1)-year EMS warranty. Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru® CPR artifact filtering • ZOLL Noninvasive Pacing Technology • Real BVM Help: Dashboard provides real-time ventilation feedback on both volume and rate for intubated and non-intubated patients. AccuVent Z-Link Cable included. (Accuvent disposable sensors sold separately) • SunTech NIBP technology. 10 foot single lumen hose and SunTech Reusable Adult Plus Cuff included • Masimo SpO2 & SpCO with Signal Extraction Technology (SET), Rainbow SET® •	14	\$65,250.00	\$53,450.00	\$748,300.00
2	CH-19879	8016-000111-01	SurePower 4 Battery	14	\$1,180.00	\$1,040.00	\$14,560.00
3	CH-19879	8016-001000	SurePower 4 Charger Adapter	14	\$450.00	\$395.00	\$5,530.00

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4	CH-19879	8200-000100-01	Single Bay Charger for the SurePower and SurePower II batteries	14	\$1,341.06	\$991.38	\$13,879.32
5	CH-19879	98-0599-4C	Zenix NIBP Cuff, Large Adult Plus	14	\$30.00	\$26.50	\$371.00
6	CH-19879	98-0599-4K	Zenix NIBP Cuff, Small Adult Plus	14	\$30.00	\$26.50	\$371.00
7	CH-19879	98-0599-41	Zenix NIBP Cuff, Child	14	\$20.00	\$17.65	\$247.10
8	CH-19879	8000-000862	Masimo LNCS-II Rainbow DCI 8λ SpCO Adult Sensor, 3ft	14	\$927.00	\$885.60	\$12,398.40
9	CH-19879	8000-000863	Masimo LNCS-II Rainbow SpCO Sensor, Pediatric, 3 ft	14	\$875.50	\$765.00	\$10,710.00
10	CH-19879	8016-000860-01	Zenix Carry Case, Large	14	\$490.00	\$430.00	\$6,020.00
11	CH-19879	649496 02752 0	Global 5G Mobile Hotspot, USA	14	\$712.00	\$630.00	\$8,820.00
12	CH-19879	8000-001128	AccuVent Sensors, Box of 10	3	\$845.63	\$624.84	\$1,874.52
13	CH-19879	8000-000878-01	Zenix Fan Folder Paper, Grid, Box of 10	14	\$49.00	\$43.00	\$602.00
14		7800-0414-61	LP 15 12-Lead Version 4 Trade In Allowance See Trade Unit Considerations.	12		(\$4,000.00)	(\$48,000.00)
15		7800-0215-61	All Philips MRx EMS Trade In Allowance See Trade Unit Considerations.	1		(\$100.00)	(\$100.00)
16		6008-9901-61	ZOLL X Series Trade In Allowance (EMS Group) See Trade Unit Considerations.	1		(\$5,500.00)	(\$5,500.00)

Subtotal: \$770,083.34

Total: \$770,083.34

Contract Reference	Description
CH-19879	Reflects Sourcewell 2023 041823-ZLL Contract Pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in Sourcewell 2023 041823-ZLL shall apply to the customer's purchase of the products set forth on this quote.

Trade Unit Considerations

Trade-In values valid through September 30, 2026 if all equipment purchased is in good operational and cosmetic condition and includes all standard accessories. Trade-In values are dependent on the quantity and configuration of the ZOLL devices listed on this quotation. Customer assumes responsibility for shipping trade-in equipment at the quantities listed on the trade line items in this quotation to ZOLL's Chelmsford Headquarters within

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60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/terms-and-conditions-of-sale>, for software products can be found at <https://www.zoll.com/software-legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/ExpertCare-Service-Terms>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. Delivery will be made upon availability.
2. This Quote expires on September 30, 2026. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.

Order Information (to be completed by the customer)

☐ Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

☐ Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

☐ Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

☐ No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Woodbury County Emergency Services

Authorized Signature:

Name: _____
Title: _____
Date: _____



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7-21-26 #9 #2



LP35 Opioid quote

Quote Number: 11232884

Remit to:

Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Version: 1

Division:

Medical

Prepared For: WOODBURY COUNTY EMS

Rep:

Ali Rood

Attn:

Email:

alison.rood@stryker.com

Phone Number:

(515) 669-8586

GPO: SOURCEWELL

Quote Date: 07/16/2026

Expiration Date: 09/30/2026

Contract Start: 12/23/2025

Contract End: 12/22/2026

Delivery Address

Name: WOODBURY COUNTY EMS

Account #: 20080424

Address: 121 DEER RUN TRL

CLIMBING HILL

Iowa 51015-8124

Sold To - Shipping

Name: WOODBURY COUNTY EMS

Account #: 20080424

Address: 121 DEER RUN TRL

CLIMBING HILL

Iowa 51015-8124

Bill To Account

Name: WOODBURY COUNTY EMS

Account #: 20080424

Address: 121 DEER RUN TRL

CLIMBING HILL

Iowa 51015-8124

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	70335-000042	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT	14	\$47,118.38	\$659,657.32
2.0	11140-000131	AC Power Cord (North America, hospital grade)	14	\$67.80	\$949.20
3.0	41335-000003	SHIP KIT, POWER SUPPLY,LP35	14	\$1,560.00	\$21,840.00
4.0	11996-000519	LNCS-II Reusable rainbow 8-wavelength Adult Sensor	14	\$555.00	\$7,770.00
5.0	11996-000520	LNCS-II Reusable rainbow 8-wavelength Pediatric Sensor	14	\$610.80	\$8,551.20
6.0	11160-000011	Reusable Cuff, Infant, 8-14 cm	14	\$19.80	\$277.20
7.0	11160-000013	Reusable Cuff, Pediatric, 13-20 cm	14	\$22.20	\$310.80
8.0	11160-000021	Reusable Cuff, Small, Adult, 18-26 cm	14	\$25.20	\$352.80
9.0	11335-000005	LIFEPAK Printer Kit	14	\$1,872.00	\$26,208.00
10.0	11260-000073	Shoulder Strap	14	\$46.80	\$655.20
11.0	11335-000008	LIFEPAK 35 Storage Bag Kit	14	\$374.40	\$5,241.60
13.0	11111-000041	LIFEPAK 3-wire extended precordial ECG cable	14	\$75.00	\$1,050.00
14.0	11330-000026	LP35 Docking Station	14	\$1,996.80	\$27,955.20
Equipment Total:					\$760,818.52

Trade In Credit:



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Version: 1

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Medical

Prepared For: WOODBURY COUNTY EMS

Rep:

Ali Rood

Attn:

Email:

alison.rood@stryker.com

Phone Number:

(515) 669-8586

GPO: SOURCEWELL

Quote Date: 07/16/2026

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Contract Start: 12/23/2025

Contract End: 12/22/2026

Product	Description	Qty	Credit Ea.	Total Credit
TR-LP15H-LP35	TRADE IN LP15 V4 HIGH FOR LP35	12	-\$6,500.00	-\$78,000.00
TR-ZX-LP35	TRADE IN ZOLL X-SERIES FOR LP35	1	-\$6,500.00	-\$6,500.00
TR-PMRX-LP35	TRADE IN PHILIPS MRX FOR LP35	1	-\$6,500.00	-\$6,500.00

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
18.1	LIFEPAK35-FLD-PRO	Lifepak35 for LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/ CELL/LN/CPRIN,STD,BT 12/24/2025 - 12/23/2029 √ Parts, Labor, Travel √ Preventative Maintenance √ Batteries Service	14	\$8,238.20	\$115,334.80

ProCare Total: \$115,334.80

Data Solutions:

#	Product	Description	Qty	Sell Price	Total
12.0	11150-000020	LIFEPAK Cellular Modem, North America	14	\$975.00	\$13,650.00
Data Solutions Total:					\$13,650.00

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Shipping and Handling:	\$0.00
Grand Total:	\$798,803.32

Prices: In effect for 30 days

Terms: Net 30 Days



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Contract End: 12/22/2026

Shipping & Handling Includes:

Standard freight, special packaging, semi rigging cranes, labor & delivery of equipment to final location, removal of all packaging, pre-delivery site check, education/training

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.