

## BID SIGNATURE PAGE

Type or Print the following information.

PROSPECTIVE CONTRACTOR'S INFORMATION				
Company:	Joerns Healthcare			
Address:	2430 Whitehall Park Drive, Suite 100			
City:	Charlotte	State:	NC	Zip Code: 28273
Business Designation:	<input type="checkbox"/> Individual <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Public Service Corp <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Nonprofit			
Minority and Women-Owned Designation*:	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> American Indian <input type="checkbox"/> Asian American <input type="checkbox"/> Service Disabled Veteran <input type="checkbox"/> African American <input type="checkbox"/> Hispanic American <input type="checkbox"/> Pacific Islander American <input type="checkbox"/> Women-Owned			
	AR Certification #: _____ * See <i>Minority and Women-Owned Business Policy</i>			

PROSPECTIVE CONTRACTOR CONTACT INFORMATION		
Provide contact information to be used for bid solicitation related matters.		
Contact Person:	Andrew Woolner	Title: Contracting Manager
Phone:	(800) 826-0270 ext. 1705	Alternate Phone:
Email:	serviceopsgovbids@joerns.com / andrew.woolner@joerns.com	

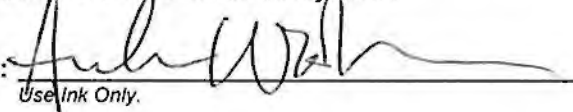
CONFIRMATION OF REDACTED COPY
<input type="checkbox"/> YES, a redacted copy of submission documents is enclosed. <input checked="" type="checkbox"/> NO, a redacted copy of submission documents is <u>not</u> enclosed. I understand a full copy of non-redacted submission documents will be released if requested.  <i>Note: If a redacted copy of the submission documents is not provided with Prospective Contractor's response packet, and neither box is checked, a copy of the non-redacted documents, with the exception of financial data (other than pricing), will be released in response to any request made under the Arkansas Freedom of Information Act (FOIA). See Bid Solicitation for additional information.</i>

ILLEGAL IMMIGRANT CONFIRMATION
By signing and submitting a response to this <i>Bid Solicitation</i> , a Prospective Contractor agrees and certifies that they do not employ or contract with illegal immigrants. If selected, the Prospective Contractor certifies that they will not employ or contract with illegal immigrants during the aggregate term of a contract.

ISRAEL BOYCOTT RESTRICTION CONFIRMATION
By checking the box below, a Prospective Contractor agrees and certifies that they do not boycott Israel, and if selected, will not boycott Israel during the aggregate term of the contract.
<input checked="" type="checkbox"/> Prospective Contractor does not and will not boycott Israel.

**An official authorized to bind the Prospective Contractor to a resultant contract must sign below.**

The signature below signifies agreement that any exception that conflicts with a Requirement of this *Bid Solicitation* will cause the Prospective Contractor's bid to be rejected:

Authorized Signature:  Title: Contracting Manager  
Use Ink Only.

Printed/Typed Name: Andrew Woolner Date: November 12, 2019

**OFFICIAL BID PRICE SHEET**

Revised 10/31/19

SP-20-0034: HOSPITAL BEDS AND MATTRESSES

Name of Company: Joerns Healthcare

ITEM #	ITEM DESCRIPTION	Brand Name & Model Number	ESTIMATED QUANTITY	UNIT PRICE PER EACH	Trade In Value for existing beds	EXTENDED PRICE
1	Hospital Beds (Panacea 3500 or Proposed Equal)	Joerns EasyCare Bedframe Model Number: ECSBED	90	\$1,624.42	\$100.00	\$ 137,197.80
2	Mattresses (Panacea Flip A0893 or Proposed Equal)	Joerns PrevaMatt Alleviate Mattress Model Number: PVAL-3680- FLNA4SZP	80	\$270.60		\$ 21,648.00
3	Mattresses (Panacea Flip A0899 or Proposed Equal)	Joerns PrevaMatt Alleviate Mattress Model Number: PVAL-4280- FLNA4SZP	10	\$328.00		\$ 3,280.00
<b>Grand Total Estimated Cost for the Initial Term</b>						<b>\$ 162,125.80</b>

*(Joerns Note: Installation and Disposal not included. Please see formal quote attached.)*

## PROPOSED SUBCONTRACTORS FORM

- Do not include additional information relating to subcontractors on this form or as an attachment to this form.

**PROSPECTIVE CONTRACTOR PROPOSES TO USE THE FOLLOWING SUBCONTRACTOR(S) TO PROVIDE SERVICES.**

*Type or Print the following information*

Subcontractor's Company Name	Street Address	City, State, ZIP

**PROSPECTIVE CONTRACTOR DOES NOT PROPOSE TO USE SUBCONTRACTORS TO PERFORM SERVICES.**



STATE OF ARKANSAS  
OFFICE OF STATE PROCUREMENT  
1509 West 7th Street, Room 300  
Little Rock, Arkansas 72201-4222

**ADDENDUM 1**

TO: Vendors Addressed  
FROM: Julia Shackelford, Buyer  
DATE: October 31, 2019  
SUBJECT: SP-20-0034: Hospital Beds and Mattresses

The following changes to the above-referenced IFB have been made as designated below:

- Change of specification(s)
- Additional specification(s)
- Change of bid opening time and date
- Cancellation of bid
- Other: Replace Official Bid Price Sheet

**BID OPENING DATE AND TIME**


- Bid opening date and time shall remain unchanged.

**REPLACEMENT OF OFFICIAL BID PRICE SHEET**

- Delete the Official Bid Price Sheet and replace with the Revised Official Bid Price Sheet dated 10/31/19

The specifications by virtue of this addendum become a permanent addition to the above referenced IFB. Failure to return this signed addendum may result in rejection of your solicitation.

If you have any questions, please contact Julia Shackelford at [Julia.shackelford@dfa.arkansas.gov](mailto:Julia.shackelford@dfa.arkansas.gov) or (501) 371-6079

Company: Joerns Healthcare  
Signature:   
Date: November 12, 2019

**1.7 RESPONSE DOCUMENTS****A. Bid Response Packet**

1. The following are Bid Submission Requirements and **must** be submitted in the original Bid Response Packet.
  - a. Original signed *Bid Signature Page*. (See *Bid Response Packet*.)
    - i. An official authorized to bind the Prospective Contractor to a resultant contract **must** sign the Bid Signature Page included in the *Bid Response Packet*. **Included**
    - ii. Prospective Contractor's signature signifies agreement to and compliance with all Requirements in this IFB, and that any exception that conflicts with a Requirement or Bid Submission Requirement of this *Bid Solicitation* will cause the Prospective Contractor's bid to be rejected.
    - iii. Bid response **must** be in the English language.
  - b. One (1) original copy of the *Official Bid Price Sheet*. Pricing **must** be proposed in U.S. dollars and cents. **Included**
  - c. Manufacturer's specification sheet(s), if applicable. (See *Brand or Approved Equal*). **Included**
2. The following items should be submitted in the original *Bid Response Packet*, preferably on a flash drive and in PDF format.
  - a. One (1) copy of the *Official Bid Price Sheet*. **Flash Drive Enclosed**
  - b. EO 98-04 Disclosure Form. (See *Standard Terms and Conditions, #25. Disclosure*.)  
**Will be provided upon award.**
  - c. Copy of Prospective Contractor's *Equal Opportunity Policy*. (See *Equal Opportunity Policy*.)  
**Will be provided upon award.**
  - d. Proposed Subcontractors Form. (See *Subcontractors*.) **Flash Drive Enclosed**
3. **DO NOT** include any other documents or ancillary information, such as a cover letter or promotional/marketing information.

The revolutionary EasyCare is a fully configurable healthcare bed offered at price points ideal for care facilities of any size. Enhanced functionality and mobility features allow the bed to be configured to meet a variety of needs – for the both the patient and caregiver. Create the bed that works best for your patients and facility with features such as integrated width expansion, pedal locking system, reinforced sleep deck, redesigned panel retentions, and new mattress corner stops that adjust with the bed width.



### Enhanced Features and New Options

- Intuitive two-pedal locking system is centrally positioned at the foot end of the bed and easily visible due to color-coded status indicators. Available as a standard option with the roll-at-any height configuration.
- Integrated width extension provides a sleep surface that expands and retracts from 35", 39" and 42" and quickly adjusts to move through doorways while compliant to HBSW entrapment guidelines. Available at time of order.
- A restructured and more robust sleep surface and panel mounting mechanism designed to provide added stability and extended product life.
- Corner mattress stops provide greater security of the mattress surface and easily adjust to the expanded widths of the frame up to 42 inches.
- AdvanceCare positioning now available as an option on EasyCare. Includes Gravity Assist, Comfort Chair, and Auto-Transfer Height functionality.



Pedal Lock



Integrated Width



Corner Mattress Stops



Panel Retention

### Standard Features

- A. 7-inch to 30-inch travel range** offers safety, whether resting at an ultra low height or providing care at the highest height.
- B. Revolutionary arched legs** deliver a super-strong wide stance for equipment clearance.
- C. Four-section mattress support platform** offers a full range of comfort and therapeutic positions designed to reduce patient and caregiver injuries and potentially reduce shear.
- D. Therapeutic grid surface** offers improved airflow and ultimate support for the newly reinforced sleep surface.
- E. Hand pendant and optional staff control** allow both patient and caregiver the flexibility to adjust the bed into the desired position for comfort or care needs.
- F. Toroidal architecture** engineering of the bed's steel frame is up to 30 times stronger than competitor's angle iron bed frames.
- G. EasyLift Leg Lift** provides quick positioning of the knee section of the bed for improved circulation – ideal for patients with blood flow disorders.
- H. Four DC motors** supply amazingly quiet and smooth operation during frame articulation. *The EasyCare now features a 4-year warranty on the frame electronics.*

Ordering and configuring your bed for your specific needs is **Easy-ier** than ever too! We've made getting a customized EasyCare as easy as 1 - 2 - 3.

- 1** Select your mobility preference (roll-in-low for the absolute safest platform or roll-at-any-height to give a safe and versatile option)
- 2** Select your bed positioning option (traditional Standard or Joerns proprietary AdvancedCare positioning)
- 3** Select your bed options (fixed or integrated width, assist devices, optional surfaces designed to work in concert with EasyCare's articulation)

## Technical Specifications

Mobility Selections	Roll-in-Low		Roll-at-any-Height	
	Standard: 3 Function	AdvanceCare	Standard: 3 Function	AdvanceCare
Low Height	7"		7"	
High Height	30"		30"	
Bed Length	76"	80"	76"	80"
Length Ext Options	4" Extender		4" Extender	
Bed Width	35"		35"	
Width Ext. Options	Integrated Width Exp	CareWide Accessory	Integrated Width Exp	CareWide Accessory
Casters	Four casters (two locking)		SafeLock Pedal Locking System	
Safe Work Load	600 lb.		600 lb.	
Underbed Clearance	23 ¾"		23 ¾"	
Product Weight	220 lb.		279 lb.	
Max Back Angle	65 Degrees to Horizontal		65 Degrees to Horizontal	
Max Knee Angle	35 Degrees to Horizontal		35 Degrees to Horizontal	
MSP Translation	<1"		<1"	
Mobility Height	7"		7" - 30"	
Mains Voltage	120 VAC		120 VAC	
Frequency	60 Hz		60 Hz	
Input Current	4.0 Amps		4.0 Amps	
Electrical Protection	Class I Hospital Grade		Class I Hospital Grade	
Duty Cycle	10%: 2 Min On/18 Min Off		10%: 2 Min On/18 Min Off	
Circuit Protection	Auto Reset Current Sensor		Auto Reset Current Sensor	

## Joerns' PREVENTION



## Joerns Healthcare Warranty Program for Joerns® EasyCare® bed, Model ECS

Joerns EasyCare bed is guaranteed for a period of four years from the date of delivery, against defects in materials and workmanship, under normal use and service.

This four-year warranty includes all mechanical and electrical components.

Steel structural components on beds are covered under warranty for a period of 15 years from the date of delivery.

Welds are covered under warranty for the lifetime<sup>1</sup> of the product.

Damage caused by use in unsuitable environmental conditions, abuse or failure to maintain the product in accordance with user and service instructions is not covered.

Any alteration, modification, or repair unless performed by, or authorized in writing by, Joerns Healthcare, will void this warranty.

### Parts

Joerns beds contain various parts that wear from normal use. These parts, such as DC batteries, are not covered under the four-year warranty but are covered for 90 days after date of delivery.

Joerns Healthcare's obligation under this warranty is limited to supplying replacement parts, servicing or replacing, at its option, any product which is found by Joerns Healthcare to be defective.

Warranty replacement parts are covered by the terms of this warranty until the product's original four-year warranty period expires.

When requested by Joerns Healthcare, parts must be returned for inspection at the customer's expense. Credit will be issued only after inspection.

### Service

Most service requests can be handled by the facility Maintenance Department with assistance from the Joerns Healthcare Product Service Department.

Most parts requested can be shipped next day air at the customer's expense.

Should a technician be required, one will be provided by Joerns Healthcare, at our discretion. Only the Joerns Healthcare Product Service Department can dispatch authorized technicians.

This warranty is extended to the original purchaser of the equipment.

**Manufactured By:**  
Joerns Healthcare LLC  
2100 Design Rd. Ste 100  
Arlington, TX 76014

<sup>1</sup> Weld lifetime defined as 20 years.

Post Acute, Acute, HomeCare  
2430 Whitehall Park Dr. Ste 100  
Charlotte, NC 28273  
(P) 800.826.0270  
(F) 800.457.8827

VA/Government  
19748 Dearborn Street  
Chatsworth, CA 91311  
(P) 800.966.6662  
(F) 800.232.9796

Canadian Office  
6325 Dixie Rd Unit 7  
Mississauga, ON Canada L5T 2E5  
(P) 866.546.1151  
(F) 519.451.8662

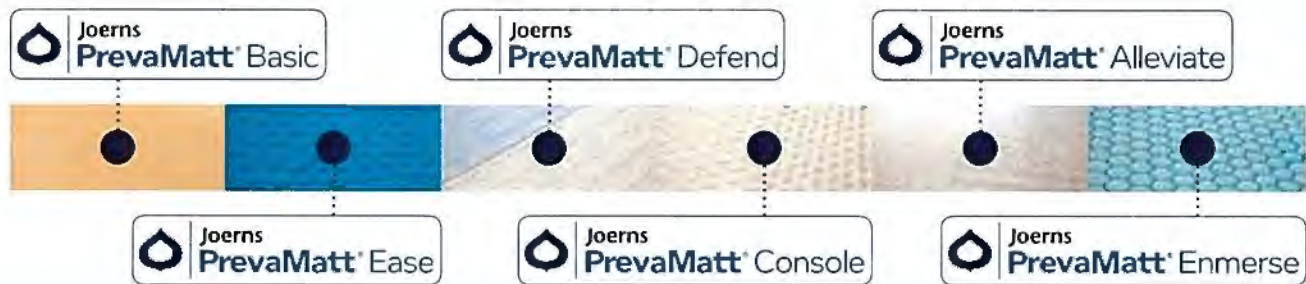
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The PrevaMatt® series has undergone a complete transformation leveraging greener methods in foam manufacturing to create a portfolio of mattresses designed for comfort, safety, and durability all while providing pressure ulcer prevention. The expanded portfolio gives healthcare providers a range of options to improve outcomes, reduce risks to both the caregiver and patient, and meet financial objectives.



MODEL	CONSTRUCTION	SURFACE MODIFICATION	DENSITY / ILD OR IFD	STANDARD FEATURES
<b>BASIC</b>	Single-ply, therapeutic high-density foam	None	1.5 lb. / 40 ILD	70-Denier Nylon cover
<b>EASE</b>	Strategically located base cuts; Double-layer therapeutic high density foam	Top layer: Diamond Hex Diamond SMT†	Top layer: 1.15 lb. / 33 ILD Base Layer: 1.5 lb. / 40 ILD	Heel slope 70-Denier Nylon cover Firm perimeter*
<b>DEFEND</b>	Strategically located base cuts; double-layer foam with viscoelastic foam in heel slope	Top layer: Multi-zone cuts Top heel layer: Thatched cuts	Top layer: 1.9 lb. / 19 ILD Top Layer Heel: 3.0 lb. / 10 ILD (visco) Base Layer: 1.7 lb. / 35 ILD	Heel slope Two-way stretch cover Firm perimeter*
<b>CONSOLE</b>	Strategically located base cuts; double-layered foam with viscoelastic top layer	Top layer: Diamond Hex Diamond SMT	Top layer: 3.0 lb. / 10 ILD (visco) Base Layer: 1.5 lb. / 40 ILD	Heel slope Two-way stretch cover Firm perimeter*
<b>ALLEVIATE</b>	Strategically located base cuts; double-layered foam with viscoelastic top layer and TEMPUR‡ Option	Top layer: Thatched cuts	Top layer: 3.0 lb. / 10 ILD (visco) Base Layer: 1.7 lb. / 35 ILD	Heel slope Four-way stretch cover Firm perimeter*
<b>ENMERSE</b>	Strategically located base cuts; multi-layered foam with viscoelastic top layer	Top layer: Microspring SMT Middle layer: True Suspension SMT	Top layer: 4.0 lb. / 10 ILD Middle layer: 1.7 lb. / 35 ILD Base Layer: 2.0 lb. / 42 ILD	Heel slope Four-way stretch cover Firm perimeter*

\*Perimeter: 1.65 lb. / 65 ILD

† TEMPUR is a registered trademark of Tempur-Pedic®

‡ SMT® is a registered trademark of FXI®

**Articulation Cuts**

Articulation cuts run the full width of the mattress allowing the mattress to move in harmony with the bed frame reducing friction and shear on resident skin and increasing product life cycle.



**Heel Zone**

Specialized heel zone designed to protect sensitive heels through the incorporation of softer foam material and heel slope. Integrated heel slope provides a gentle tapering of the mattress that redistributes pressure along the lower legs while reducing pressure in the delicate heel section.



**Firm Perimeter**

The firm perimeter consists of a high density foam outer rim that can help reduce the risk of falls by providing stability as the resident sits on the edge of the bed or during ingress/egress.

The firm perimeter may also contribute to compliance with the FDA Guidelines Entrapment Zone 1.



**Raised Perimeter**

The raised perimeter can aid in fall prevention by providing added security for the patient when side rails are not used. In the case of the mattress surface being low relative to the bottom of the side rail, the added height of the mattress will help close the gap and help to reduce the risk of entrapment.



**TECHNICAL SPECIFICATIONS**

**LENGTH OPTIONS:<sup>1</sup>**

76", 80", 84"

**WIDTH OPTIONS:<sup>2</sup>**

35", 36", 39", 42"

**WEIGHT CAPACITY:<sup>3</sup>**

500 lbs. (Basic - 300 lbs.)

**MATTRESS WEIGHT:**

Average 23 lbs. depending on configuration

**REGULATORY COMPLIANCE:**

TB 117-2013, TB 129, 16 CFR 1633 and BFD IX-11

**WARRANTY**

**Mattress:** 5-years (Basic - 2-years; Alleviate - 7-years)

**Cover:** 1-year

1. 39" and 42" width available in 80" only.

2. Basic available in 35" and 36" only.

3. Mattress weight capacity only; total weight must not exceed bed frame manufacturers' specified load capacity.

***BID RESPONSE PACKET***  
***SP-20-0034***