

**DETERMINATION AND FINDINGS  
FOR  
SOLE SOURCE PROCUREMENT**

**AGENCY:** D.C. Fire and Emergency Medical Services Department  
**REQUISITION NO:** RQ911408  
**CAPTION:** EZ-IO Needle Sets  
**CONTRACTOR:** Arrow International, Inc.

**FINDINGS**

**1. AUTHORIZATION:**

Section 404 of the Procurement Practices Reform Act of 2010, effective April 8, 2011 (D.C. Law 18-371; D.C. Official Code §2-354.04 (2011 Repl.); 27 DCMR 1700

**2. MINIMUM NEED:**

The District of Columbia Department of Fire and Emergency Medical Services (FEMS) has an immediate need to order a large quantity of EZ-IO infusion needles from Arrow International. This product is unique because it quickly establishes a stable and secure vascular access with appropriate patients. Per the reasons articulated in Section 4., below, FEMS is purchasing EZ-IO needles as a sole source procurement.

**3. ESTIMATED FAIR AND REASONABLE COST:**

\$137,500.00

**4. FACTS WHICH JUSTIFY A SOLE SOURCE PROCUREMENT:**

Intraosseous needles (the "EZ-IO infusion system") are a patented product of the Arrow International corporation, which manufactures and direct-sells the product to customers within the continental United States and Canada. Therefore, no vendors or resellers are permitted to market, sell, and/or service customers who purchase and use EZ-IO infusion products. Even though there are several other "mechanical" intraosseous devices/systems in the marketplace (devices that are "spring-loaded" or manually operated), the EZ/IO is automatic/battery-powered and therefore provides a more effective and comfortable delivery of medication.

Arrow EZ-IO products utilize a proprietary patented and power driver technology which requires both components be supplied by the Arrow International corporation. Arrow International is the sole manufacturer of these intraosseous infusion systems and no other battery powered IO product is currently available in the global marketplace.

The advantage of the EZ-IO infusion system is that during life threatening emergencies it delivers medications directly into a patient's blood system via bone marrow. Patients who would have difficulty with intravenous (IV) delivery (for instance, patients on dialysis; patients that are severely overweight or de-hydrated; certain substance abusers; etc.) are able to receive certain medications via bone marrow intrusion. Therefore, use of the EZ/IO system saves lives and provides more effective and efficient patient care.

Since pricing for the EZ-IO infusion needles will be the same for purchases that took place earlier this year, anticipated costs to the District is considered fair and reasonable. A market survey showed that there are no other emergency medical needles using power driver technology, so there are no other potential sources for infusion needles.

**5. CERTIFICATION BY CONTRACTING SPECIALIST:**

I hereby certify that the above findings are true, correct and complete to the best of my knowledge. I also determine that the cost to the District is fair and reasonable.

11.17.2015  
Date

  
Peter Jones  
Contract Specialist

**6. CERTIFICATION BY CONTRACTING OFFICER:**

Based on the above findings, and in accordance with Section 404 of the Procurement Practices Reform Act of 2010, effective April 8, 2011 (D.C. Law 18-371; D.C. Official Code §2-354.04 (2011 Repl.); 27 DCMR 1700, I hereby certify that the above findings are correct and complete, and that this procurement is reasonable and responsible.

11/17/15  
Date

  
Tyranny A. Hunter  
Contracting Officer