
BOARD AGENDA ITEM

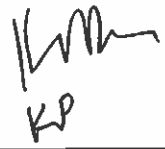
Information/Discussion _____
Future Action _____
Action x

Item: Phonak Purchase for Oral Deaf

Submitted by: Kirsten Myers

Date: July 8, 2024

Recommended by: Kevin Phillips



Board Meeting Date: July 15, 2024

RECOMMENDATION:

The purchase of replacement Phonak Hearing Assistive Technology (HAT) equipment from Sonova USA in the amount of \$43,963.15

The cost breakdown is as follows:

6	Roger Touchscreen Mic	\$5,715.42
2	Roger On V2 US PSU	\$1,995.38
40	Roger X	\$34,433.60
2	Roger NeckLoop	\$1,446.76
6	Battery 312 PowerOne	\$211.20
4	Battery 13 PowerOne	\$140.80
	Shipping & Handling	\$19.99

BACKGROUND:

The Oral Deaf program in Center Programs annually has to refresh Hearing Assistive Technology (HAT) equipment for the students that use them. The systems themselves include wireless microphones for instructional staff to use that transmits audio signals to receivers for students with reduced hearing. These pieces of electronic equipment breakdown and fail over time, thus we need to order more units at the start of the school year to replace defective equipment.

Below is the completed Sole Source Justification form as these units are proprietary and cannot be purchased from other vendors

The account number to be used: 21-1-215-5110-034-0000-21410-2900-2140



Sonova USA Inc.
750 N Commons Dr
Aurora IL 60504
Phone 800-777-7333

Quotation	5120227160
Date	05/07/2024
Quotation Expiry Date	08/05/2024
Amount	43,963.15

PAYER ACCOUNT # PH-5120204758

KENT ISD
2930 KNAPP ST
GRAND RAPIDS MI 49525

SHIP TO ACCOUNT # PH-5120033725
WEST OAKVIEW ELEMENTARY
3880 STUYVESANT NE
GRAND RAPIDS MI 49525

PO.:	Contact: Lorrie Anderson
Patient ID:	Shipment Method: Fed Ex Ground

Qty	Description	Price Per Unit	Adjustment Per Unit	Net Price Per Unit	Net Amount
Patient: STOCK					
6	Roger Touchscreen Mic	1,059.00	(106.43)	952.57	5,715.42
2	Roger On V2 US PSU (champagne)	1,059.00	(61.31)	997.69	1,995.38
40	Roger X (02) (champagne)	989.00	(128.16)	860.84	34,433.60
2	Roger neckloop long and short	0.00		0.00	0.00
2	Roger NeckLoop (02) (US, champagne)	809.00	(85.62)	723.38	1,446.76
2	Loop cable short Roger NeckLoop	10.70	(10.70)	0.00	0.00
6	Battery 312 PowerOne (60ea/pkg) 6 BLI	35.20		35.20	211.20
4	Battery 13 PowerOne (60ea/pkg) 6 BLI	35.20		35.20	140.80
				Subtotal	43,943.16
				Sales Tax	0.00
				Shipping & Handling	19.99
				Additional Discount	
				Net Total	43,963.15

Notes:
Please note, batteries are sold by the carton (60 batteries). A box consists of 5 cartons (300 batteries).

lorrieanderson@kentisd.org/stephanie.monsees@phonak.com

Returns and exchanges will be accepted within 60 days of invoicing unless specified otherwise.

Note: This quotation is for equipment to be purchased for school use only. Resale to consumers is not intended. Children with hearing loss should always be directed to an audiologist for evaluation and rehabilitation.

Purchase orders can be sent to schoolorders@phonak.com or faxed to 630-393-9816. For additional assistance please contact 1-888-777-7316 Opt #1

Quotation 5120227160

Amount \$43,963.15



Sonova USA Inc. N Commons Dr Aurora, IL 60504

Kent ISD Sole Source Justification Form

Overview:

This form provides a standard way to document single or sole source justifications for purchases that are above the Kent ISD Board Policy Competitive bidding threshold (\$10,000), but where a competitive bid is not possible, or the requestor/business unit is requesting that no competitive bid be executed. The completed form must be attached to the purchase requisition along with any supporting materials to support the purchase request.

Sole Source Justification Type:

Recipients may conduct noncompetitive ("sole source") procurement through solicitation of proposals from only one source when one or more of the following circumstances apply (Please Check the Box for which circumstance applies):

- This is a new purchase of proprietary materials and services; product is available only from one source.
- The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation.
- Competition is determined inadequate after solicitation of a number of sources.
- Vendor is specified by name in an awarded contract or grant

No substitutions available to match existing hardware/equipment that are currently at Kent ISD (provide a previous PO number if possible) 2401942, 2401835, 2401260, 2301893, 2301836, 2301726, 2301526, 2301298, 2201723, 2201269, 2201268, 2201247, 2101379, 20000491, 20000422, 20000381, 20000370, 19000478, 19000426

Requested Product(s):

Vendor Name: Sonova USA Inc.

Estimated Value of Product(s) \$ 43,963.15

Description of Product(s)

Sonova USA Inc. manufactures Phonak and Roger equipment. Phonak brand electronic Hearing Assistive Technology (HAT) units are typically provided as complete HAT systems, previously referred to as "FM" systems. These systems use a remote wireless microphone to transmit an auditory signal or voice to a set of receivers, enhancing audibility for students with reduced hearing. This ensures they can hear their teacher's voice, participate in small group collaborations, and listen to media output without using headphones. These HAT systems are commonly included in each student's Individualized Education Program (IEP).

Vendor Justification:

Provide a detailed background explanation of proposed Vendor's unique ability to offer the requested product(s). Also identify how we came to find this Vendor and any other Vendor that offers similar product(s). Specify why the proposed Vendor is the only company that can meet the requisite requirements for this order.

Phonak/Roger products from Sonova USA, Inc. are exclusively based on proprietary hardware and software. The vendor has developed a unique HAT system compatible with nearly all personal hearing devices used by students, including hearing aids and cochlear implants provided by clinical and medical pediatric providers in our community. This vendor is the only source for compatible HAT equipment for our students. For decades, our local schools, in coordination with KISD Deaf and Hard of Hearing Programs, have relied on Phonak products to assist students with reduced hearing, ensuring they have auditory access to the curriculum.

Cost Justification:

Provide evidence that due diligence has been completed to ensure that Kent ISD has received fair and reasonable pricing. This could include comparison of past product(s) or service(s) that we have procured or similar items on the market.

These Phonak/Roger products from Sonova USA, Inc. are exclusively based on proprietary hardware and software.

Acknowledgement of Form Completion:

I acknowledge the requirements of Kent ISD's competitive bidding thresholds and the criteria laid out in this form for the justification of sole source purchases. Completion of this form does not guarantee the approval of the procurement request.

REQUESTOR:	<u>Debra Burkhardt</u> Name (Printed)	<u>Debra Burkhardt</u> Signature	<u>5-28-24</u> Date
DIRECTOR:	<u>Paul Dumas</u> Name (Printed)	<u>[Signature]</u> Signature	<u>5-28-24</u> Date
ASSISTANT SUPERINTENDENT/SUPERINTENDENT:	<u>Kirsten Myers</u> Name (Printed)	<u>[Signature]</u> Signature	<u>5/29/24</u> Date