



**Florida DOH Indian River**  
**Requester: Miranda C Hawker**  
**1900 27th Street**  
**Vero Beach, FL 32960**

**RE: 2021005 Bid for Alternate Care Site Cots –Protest**

**Date: 10.14.2020**


Dear Sir or Ma'am,

I hope this reaches you well. I am writing this protest with great concern in regards to the county's recommendation to award ProPac the 2021005 Bid for Alternate Care Site Cots project. IMS has been aggrieved by the county's disregard for qualified products, the acceptance of products that are not going to assist with decontamination, and the acceptance of products that pose an extremely high-risk of cross contamination across shelter clients who are displaced by natural disasters. Please reconsider the recommendation to award ProPac this project.

Bidder does not meet the specifications of the request based on the following requirements:

1. Foam mattress with antimicrobial waterproof covering
  - a. A foam mattress reduces bed sores and improves client comfort dramatically. ProPac offers a poly fill mattress that works as a sponge to soak up bodily fluids and many environmental contaminants. ProPac cots do not offer antimicrobial waterproof mattress covers which is critical in defending against Covid – 19 and other harmful bacteria.
2. Vinyl coated deck for easy decontamination
  - a. ProPac uses a canvas decking material that is nearly impossible to decontaminate. A Vinyl coated deck is critical when dealing with Covid-19 Patients or the threat of cross contaminations.
3. Adjustable Head Rest
  - a. ProPac does not offer a 5 Position Adjustable Head Rest
4. Dimensions:
  - a. ProPac does not offer the minimum required dimensions of 80 x 32 x 18"
5. Addendum No. 1 posted September 25, 2020
  - a. Preference was given to American made products, ProPac is not a manufacturer of Cots, they import from China.
6. Addendum No. 1 posted September 25, 2020
  - a. IMS would like to request credit for Addendum No 1 which was posted after we submitted our proposal, as such we were not able to acknowledge the via our proposal.
7. The Rolling Carts
  - a. ProPac Carts hold 5 Cots, the county will require 70 carts to store the 350 cots.
  - b. ProPac does not offer heavy duty casters
  - c. ProPac does not have a Vinyl Dust Cover. IMS offers a Vinyl Dust Cover that is antimicrobial, soil resistant, and puncture resistant.
8. An investment in Westcot products will yield the longest available life cycle of any similar product due to the qualified design and unmatched dependability. Westcot provides the best solution for decontamination, comfort, and functionality. Please reconsider the recommendation to award ProPac this project. And, please feel free to contact me at your convenience in regards.

Sincerest Regards,

  
J. Shaun Taylor  
**Vice President Business Development**  
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