



MEMORANDUM

2/24/2026

TO: Kenton County Fiscal Court

FROM: Joe Shriver

RE: Sole Source Designation – Stryker Corporation

The county's spare ambulance is equipped with a Stryker Power-LOAD cot-fastening system and a Stryker Power-PRO ambulance cot. Stryker holds the current maintenance and service agreement for these systems, and renewal of this agreement requires sole source designation as Stryker Corporation is the only vendor capable of providing manufacturer-authorized service for this equipment.

Given the proprietary nature of the equipment and Stryker's exclusive control over service, parts and technical support, Stryker is the only qualified vendor capable of providing maintenance for the Power-LOAD and Power-PRO systems.

The requested sole source designation will allow the county to renew the maintenance and service agreement with Stryker for four years. The total cost of this agreement is \$13,190.40. This is included in the budget under line item 01-5135-706 – Kenton County Fire Chiefs.



Kenton County Fire Chief's Association

PO BOX 175

Independence, KY 41051

Chairman: Chief Paul LaFontaine

Elsmere Fire Department

(859) 342-7505

TO: Kurt Greivenkamp, Treasurer

FROM: Paul LaFontaine, Chairman

DATE: January 28, 2026

SUBJECT: Sole-Source Justification and Renewal Request – Stryker Maintenance Agreement for Power-LOAD System and Power-PRO Cot

This memorandum requests approval to renew the maintenance and service agreement with Stryker for the Power-LOAD system and Power-PRO cot installed in the Kenton County spare ambulance housed at the Independence Fire District. This renewal requires sole-source authorization, as Stryker is the only vendor capable of providing manufacturer-authorized service for this equipment.

The county's spare ambulance is equipped with a Stryker Power-LOAD cot-fastening system and a Stryker Power-PRO ambulance cot. These devices are critical patient-handling systems designed to reduce lifting injuries, improve operational safety, and ensure compliance with current EMS transport standards. Regular preventive maintenance and timely repairs are essential to ensure the equipment remains safe, reliable, and fully operational.

Sole-Source Justification

Stryker is the exclusive provider of maintenance, repair, and technical support for the Power-LOAD and Power-PRO systems. The following factors prevent the County from obtaining competitive price quotes from alternative vendors:

1. Proprietary Technology and Intellectual Property

- The Power-LOAD and Power-PRO systems contain proprietary mechanical, electrical, and software components owned solely by Stryker.
- Diagnostic software, calibration tools, firmware, and internal components are not licensed or distributed to third-party service companies.
- Only Stryker technicians have access to the manufacturer's internal service protocols, engineering specifications, and safety-critical updates.

2. No Authorized Third-Party Service Providers

- Stryker does not certify or authorize any outside vendors, contractors, or biomedical service companies to perform maintenance or repairs on these systems.

- Any service performed by a non-Stryker technician would violate manufacturer requirements and void all safety certifications and liability protections.

3. Exclusive Access to OEM Parts and Safety Upgrades

- Replacement parts, structural components, hydraulic assemblies, lift actuators, and electronic modules are manufactured and distributed exclusively by Stryker.
- Third-party vendors cannot legally obtain genuine Stryker parts, nor can they install required firmware or safety-related updates.
- Use of non-OEM parts would compromise equipment integrity and expose the County to significant liability.

4. Warranty, Liability, and Compliance Requirements

- Even though the equipment may be outside its initial warranty period, Stryker requires that all service be performed by Stryker-trained technicians to maintain compliance with safety standards.
- Patient-handling equipment is considered high-risk medical equipment; improper service could result in equipment failure, patient injury, or provider injury.
- Using an unauthorized vendor would place the County at risk for equipment malfunction and potential legal exposure.

5. Industry Standard and National Practice

- Across the EMS industry, Stryker maintains a closed service model for its powered cot and load systems.
- Fire/EMS agencies nationwide rely exclusively on Stryker service agreements because no alternative vendors exist who can legally or technically perform this work.

Because Stryker is the sole manufacturer, sole parts supplier, and sole authorized service provider, no other vendor can legally or technically perform maintenance on this equipment. As a result:

- No competitive market exists for this service.
- No other vendor can provide a compliant quote.
- Any attempt to solicit quotes from outside vendors would result in non-responsive or non-compliant bids.

Given the proprietary nature of the equipment and Stryker's exclusive control over all service, parts, and technical support, Stryker is the only qualified vendor capable of providing maintenance for the Power-LOAD and Power-PRO systems.

Please contact me if additional documentation or clarification is required.

ProCare Services

3800 E. Centre Ave.
Portage MI 49002 USA
1 800 STRYKER
stryker.com

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|-----------------|----------------------------------|
| To: | Whom it may concern |
| Subject: | Emergency Care parts and service |
| Date: | October 2024 |

Stryker's Medical division certifies that it is the original equipment manufacturer (OEM) or sole source distributor of parts for Emergency Care products. All service parts are either manufactured by Stryker or purchased from outside suppliers who are contracted by Stryker and must abide by thorough testing and controls. These parts are all new, tested and the only ones approved for use on Stryker products.

Stryker employs its own field service team (known as ProCare Services) to service its products. Each field service technician goes through rigorous training for each product and are governed through FDA approved processes and documentation requirements. ProCare Services only uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Additionally, there are no 3rd party companies approved to provide service work. Stryker's Emergency Care products include, but are not limited to:

- Power-LOAD powered fastener system
- Power-PRO 2 powered ambulance cot
- Power-PRO XT powered ambulance cot
- Stair-PRO
- Xpedition
- LUCAS Chest Compression System (all versions)
- LIFEPAK 15, LIFEPAK 20e and LIFEPAK 35 monitor/defibrillator
- LIFEPAK 1000, LIFEPAK CR plus and LIFEPAK CR2 defibrillator

Stryker is governed and regulated by the Food and Drug Administration (FDA). Among many requirements, all tooling used in connection with servicing equipment must be calibrated and appropriately documented. This work is controlled by Stryker's home offices in Portage, MI, U.S. and Redmond, WA, U.S. Calibration and training records are available upon request.

Stryker's quality team reviews and documents service repairs. Every service event is tracked and trended to help ensure the highest level of product performance. Preventive maintenance (PM) and service history documentation is available upon request.

Please contact your local Stryker representative with questions.

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: LIFEPAK, LIFEPAK CR, LUCAS, Power-LOAD, Power-PRO, ProCare, Stair-PRO, Stryker, Xpedition. All other trademarks are trademarks of their respective owners or holders.

The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.