



March 9, 2020

Sent via email to: RBallard2@columbus.gov

Richard Ballard
Columbus Division of Fire
3639 Parsons Avenue
Columbus, OH 43207

Subject: AeroClave RDS 3110 Sole Source Justification

AeroClave is the world's foremost producer of large-scale decontamination equipment. AeroClave has developed decontamination solutions for the military, healthcare, life science, police/fire/EMS, and athletics industries. AeroClave is pleased to provide the following information for a sole source justification for the purchase of the AeroClave RDS 3110 decontamination system.

The RDS 3110 uses proprietary technology and process to decontaminate rooms, vehicles, and equipment. The system utilizes a proprietary pulsed application process that involves using an EPA registered hospital disinfectant solution, which is atomized and kills microorganisms in the air and on surfaces. The RDS 3110 is currently the only product available that:

- Can provide a full-scale, instantaneous decontamination of surfaces that is:
 - Safe, easy to use (non-corrosive, minimal training required)
 - Quick (under 30 minutes for average size room, under 20 minutes for a rescue)
 - Green (no byproducts)
- Can effectively treat bacteria, viruses, molds and mildew
- Can decontaminate facilities, vehicles and equipment – with the same unit
- Same unit can be operated in either room fogging or hand spray modes
- Can integrate directly into a vehicle or room via AeroClave's proprietary ADP technology, a patented component that provides unique functionality to the unit (**U.S. Patent No. 9,913,923**).
- Uses an inexpensive disinfectant solution (approximate \$35/gallon)
- Can operate in the open environment (items being treated do not need to be encapsulated)
- Can operate in a wide range of environmental conditions both indoors and outdoors
- Offers a 12-month full factory warranty including temporary loaner units

There is no other singular like item available for purchase that would serve the same purpose with the same functionality as the AeroClave RDS 3110. AeroClave is the sole manufacturer of this equipment and has no authorized distributors, therefore the unit must be purchased directly from AeroClave, LLC in Winter Park, Florida. Additionally, AeroClave is the only one authorized to perform factory warranty service on the unit.

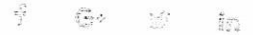
If there are any questions pertaining to the information provided above, please feel free to contact Michael Quinoy at 407-788-3300 ext. 101 or email at mquinoy@aeroclave.com.

Sincerely,
M. G. Quinoy
Michael G. Quinoy
Vice President of Commercial Sales
AeroClave, LLC.

4007 Forsyth Road
Winter Park, FL 32792
Phone: 407.788.3300 Fax: 407.339.0019
www.aeroclave.com

VEN: # 023692
FID: # 20-0218925

Call 800-788-9119 (+1 407-788-3300)



**AeroClave, LLC
Limited Warranty**

What Does This Warranty Cover?

AeroClave, LLC ("Seller") warrants to the original purchaser only, that all AeroClave, LLC portable and permanently installed Room Decontamination Systems (3110, 6110, mRDS, ADS) will be free from defects in material or workmanship.

What is the Period of Coverage?

This warranty lasts for a period of one year from date of delivery/installation. Coverage terminates if you sell or otherwise transfer the product.

What Does This Warranty Not Cover?

The use of any fluid other than that authorized by AeroClave, LLC in the operator's manual will void this warranty. Any problem that is caused by abuse, misuse, an act of God (such as a flood) or fluid ingress of any kind are not covered. Also, consequential and incidental damages are not recoverable under this warranty. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitation or exclusion may not apply to you.

What Will We Do to Correct Problems?

SELLER'S SOLE OBLIGATION AND YOUR EXCLUSIVE REMEDY under this Limited Warranty and, to the extent permitted by law, any warranty or condition implied by law, shall be the repair or replacement of parts, without charge, which are defective in material or workmanship and which have not been misused, carelessly handled, or misrepaired by persons other than Seller or Authorized Service Station.

How Do You Get Service?

To make a claim under this Limited Warranty, you must contact AeroClave, LLC and arrange for a service request or receipt of loaner equipment if warranted at 800-788-9119 or write us at:

**AeroClave, LLC
4007 Forsyth Road
Winter Park, Florida, 32792**

Under no circumstances should you ship your unit to AeroClave, LLC or an Authorized Service Station until you have obtained a Return Material Authorization (RMA) number.

Freight charges on loaner equipment will be the responsibility of the customer if, after equipment is examined by AeroClave, LLC, that the equipment malfunction/damage was caused by misuse/abuse.

Within one year of date of purchase, we will perform free of charge electrical, safety and performance checks, and replacement of parts worn under normal use. Performed at factory service centers only, transportation and freight



AeroClave, LLC
 4007 Forsyth Road
 Winter Park
 Florida
 United States 32792

Quote

Valid Till: 04/10/2020

Quote Number : 1491633000009454095

BILL TO:

3639 Parsons Ave
 Columbus
 Ohio
 United States
 43207

SHIP TO:

3639 Parsons Ave
 Columbus
 Ohio
 United States
 43207

Account Name: **Columbus, OH Division of Fire**
 Contact Name: **Richard Ballard**

Quote Stage: _____

| S.No. | Product Details | Qty | List Price | Discount | Total |
|--------------------|--|-----|--------------|--------------|---------------------|
| 1. | RDS3110 - Customer Pricing AeroClave Room Decontamination System, Model 3110. Customer Pricing. | 7 | \$ 13,999.00 | \$ 27,009.58 | \$ 70,983.42 |
| 2. | APA25 AeroClave Portable Applicator, Hand Sprayer, 25' | 7 | \$ 1,249.00 | \$ 0.00 | \$ 8,743.00 |
| 3. | VOX012 Vital Oxide disinfectant solution, 1 Case, Four 1 Gal. Bottles ea. | 20 | \$ 132.00 | \$ 0.00 | \$ 2,640.00 |
| Sub Total | | | | | \$ 82,366.42 |
| Tax | | | | | \$ 0.00 |
| Adjustment | | | | | \$ 0.00 |
| Grand Total | | | | | \$ 82,366.42 |

Terms and Conditions

ALL PRICES ARE LISTED IN USD (\$)

The information contained in this quote is applicable for 30 days.

On-site training is available for \$2,000/day.

Vital-Oxide Disinfectant pricing is as follows (1 case = four 1 gallon bottles):

- 1-11 cases - \$140.00 per case + \$20.00 shipping per case
- 12-35 cases - \$132.00 per case + free shipping (can be delivered all at once for free or quarterly for a one-time \$100 warehousing fee)
- 36 case pallet - \$120.00 per case + free shipping (can be delivered all at once for free or quarterly for a one-time \$100 warehousing fee)

Hardware and Vital Oxide quantity discounts available.

With each purchase, AeroClave will provide 12 months free parts and labor warranty. For customers within a 30-mile radius, this will be performed on-site. For customers outside a 30-mile radius, AeroClave will provide a loaner unit while the unit is under repair. If unit problem is determined to be a manufacturing or workmanship defect, AeroClave will pay for the shipping both ways. If problem is determined to be caused by operator error or abuse, freight cost will be the responsibility of the owner.

Should you have any questions regarding this quote, please contact Michael Quinoy (mquinoy@aeroclave.com). We look forward to working with you.

Thanks for your business!

AeroClave LLC