



ATTACHMENT C

269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

May 10, 2021

Chief Johnson  
Stockton Fire Department  
110 W Sonora Street  
Stockton, CA 95203

Dear Chief Johnson:

Please find below some assurances you have requested as you move forward with the acquisition of the X-Series monitor from ZOLL.

*Future Trades: Should ZOLL release a new EMS Specific Multi-Parameter Cardiac Monitor Defibrillator within two (2) years from the date of Project Contract Award, ZOLL will trade your X Series with the latest device for the price difference between the X Series and the new device. If this device is released after two years, but before the end of three (3) years, ZOLL will guarantee a trade-in value of 40% (based on typical depreciation schedule) of the purchase price of the X-Series which can be used toward the acquisition of the new device. ZOLL extends these offerings up to July 31st, 2021.*

*Guaranteed Price: ZOLL agrees to work with the City of Stockton to develop a local purchasing agreement to guarantee that the purchase price of the X Series and related equipment/consumables will be guaranteed for a period of three (3) years with assurances from the City that all monitors and consumables purchased within those three years will be acquired directly from ZOLL.*

*Future Training: ZOLL agrees to provide two (2) weeks of future training, to be used as you desire, at no additional cost. This training could include training on topics such as 12 lead transmission, ETCO2, or anything else that you feel you might need at the time of request. ZOLL requests to be given a 4 week lead time so that the requested training can be scheduled and appropriate travel arrangements made.*

A handwritten signature in black ink, appearing to read "M. Trotter", is written over a horizontal line.

Michael Trotter  
EMS Group VP of North American Sales  
ZOLL Medical Corp.  
[www.zoll.com](http://www.zoll.com)