



**Interoffice Memorandum**

August 28, 2020

**TO:** Mayor Jerry L. Demings  
and the Board of County Commissioners

**FROM:** 

Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement  
Division

**CONTACT:** John Westmoreland, Acting Division Chief, Fire Rescue Department  
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**SUBJECT:** Ratification of Purchase Order M101806, Surface and Air Germ  
Elimination Devices

**ACTION REQUESTED:**

Ratification of Purchase Order M101806, Surface and Air Germ Elimination Devices, with  
Violet Defense, LLC, in a not-to-exceed amount of \$231,000.

**PROCUREMENT:**

This purchase order procures 154 surface and air germ elimination devices to be installed  
within the Fire Rescue transport units in response to the COVID-19 pandemic.

**FUNDING:**

Funding is available in account number 5895-019-8019-6410.

**APPROVALS:**

The Fire Rescue Department concurs with this recommendation.

**REMARKS:**

In a continued effort to slow the spread of COVID-19, Fire Rescue identified a  
device that would provide an added layer of protection through the decontamination  
process. The surface and air germ elimination (SAGE) device is a type of ultraviolet  
light technology with pulsed Xenon full-spectrum ultra violet (UV) light that  
disinfects surfaces destroying up to 99.9% of bacteria and viruses. This technology  
has portable capabilities, as well as wall mounting possibilities. As such, Orange  
County Fire Rescue endeavors to outfit all transport rescues with the SAGE devices.

The Fire Rescue Department purchased 13 devices, and they were evaluated on five  
transport rescues to assist with decontamination and efforts to prevent the spread of  
COVID-19 within the workforce. In accordance with CDC guidelines, COVID-19  
can be contracted when an individual touches a surface or object that has the virus  
on it and then subsequently touches their own mouth, nose, or possibly their eyes.

Ratification of Purchase Order M101806, Surface and Air Germ Elimination Devices

As such, Orange County Fire Rescue purchased the devices to supplement and enhance the existing decontamination processes.

An evaluation for 90 days concluded with positive feedback from end users and technicians who installed the devices. There were no critical failures or errors noted and the size of the device did not impede the ability for the personnel to function in the patient compartment area. Lastly, with the remote capability, there were no incidents of exposure or delayed response.

While market research identified a total of 10 ultraviolet air and surface disinfection models, the SAGE device is the only pulsed Xenon UV disinfection device manufactured in a portable size suitable for Fire Rescue transport units. The compact size is important due to limited space in the patient compartment. The UV bulb of the Violet Defense product is highly protected versus the other devices in which the bulb is exposed to the potential for breakage and contact burns. The SAGE device has a motion sensor which will not allow the product to run in an occupied area for critical safety purposes. Additionally, remote capability enables personnel to interrupt the process for an immediate 911 response.

Pricing and discounting are reasonable based on comparison to previous purchases made by PURO Lighting, a Violet Defense commercial distributor, and represents less than an estimated .01% increase despite COVID-19 related supply shortages, as well as increases in demand and production costs.

In addition to the company providing a sole source letter, we identified through a market analysis that there are no comparable products with similar size, mounting capabilities, maintenance requirements, or built in safety features.