



Agenda Cover Memorandum

Meeting Date: January 14, 2013

Item Title: Approve Purchase Order for Fire Department Cardiac Monitor/Defibrillator Replacements

Action Requested:

- ☒ Approval
- ☐ For discussion
- ☐ Feedback requested
- ☐ For your information

Staff Contact: Michael A. Zywanski, Fire Chief

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Background:

The Fire Department Paramedics utilized the Zoll Cardiac Monitor/Defibrillator on 73% of all Emergency Medical Services calls in 2012. Our current Zoll M-Series units are 8 plus years old, have been out of warranty for three years and are beginning to experience increasing rates of downtime due to repairs. This critical piece of life-saving equipment is used daily to monitor heart rhythms, deliver life-saving counter shock to a patient's heart that has stopped beating properly, and provide heart pace-making capability, monitor blood oxygen saturation levels and blood carbon monoxide levels. Further these units are used by our Paramedics on a daily basis to perform 12-lead electrocardiogram transmission direct to our medical control hospitals, which enables Emergency Physicians to immediately determine whether the patient is having a heart attack in the field. This component is critical to our mission of providing the highest quality medical care to our patients immediately in the field and enroute to the Emergency Department.

Fire Department Staff have conducted an evaluation of the major brands of Cardiac Monitor/Defibrillators designed for Paramedic use in the field. The results of which indicate that due to factors such as unit design, features, ease of use, unit weight, portability and training required to transition to the new units, Zoll has been determined to be the best option for the Fire Department. All major manufacturers of Cardiac Monitor/Defibrillators for paramedic or hospital use sell their products direct to the purchaser. There is no dealer system for these products.

Fire Department Staff are seeking the City Council's approval to replace our five (5) outdated units, batteries and chargers, with five (5) new Zoll X-Series units. The Purchase Order is direct to Zoll Medical Corporation, as Zoll is the direct seller of their products and does not work through a dealer system. All warranty work, parts and accessories are purchased direct from Zoll Medical Corporation.

The current units, budgeted at \$152,000, had been budgeted for replacement originally in FY 2010, and this expenditure has been listed on the capital plan documents. Subsequently, the purchase was pushed out to the current FY 2013 budget. Acting City Manager Hamilton asked the department to research any potential financing or lease options that may be available. Zoll does offer an interest free payment option that the City can take advantage of, which includes a 50% upfront payment and the remaining balance due in one year. The Zoll Quotation includes five Zoll X-Series Cardiac Monitor/Defibrillators, batteries, chargers and patient monitoring cables and sensors. The Quotation total is \$153,314.05.

The City will receive credit for trading in the old monitors. The current Zoll M-Series units and battery chargers will be traded in through Dixie Medical. The City can expect to receive \$15,500 in revenue from



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the trade-in from Dixie Medical. Attachments to the memorandum include the Zoll Medical Corporation Quotation and the Trade-In Quotation from Dixie Medical.

Zoll Quotation: \$153,314.05
Dixie Medical Trade-In: \$ 15,500.00
Net Cost: \$137,814.05

50% due at delivery: \$76,657.02
Balance due 365 days after delivery: \$76,657.03

Recommendation:

Move that the City Council Approve the Purchase Order to Zoll Medical Corporation in the amount of \$153,314.05 for five (5) Zoll X-Series Cardiac Monitor/Defibrillator units, batteries, chargers, patient monitoring cables and sensors.

Budget Implications:

Does Action Require an Expenditure of Funds: ☒ Yes ☐ No

If Yes, Total Cost: \$153,314.05

If Yes, is this a Budgeted Item:

☒ Yes ☐ No ☐ Requires Budget Transfer

If Budgeted, Budget Code (Fund, Dept, Object) 100-2021-990800

Attachments:

- Zoll Medical Corporation Quotation
- Dixie Medical Trade-In Quotation