



Office of the City Manager

CONSENT CALENDAR
May 10, 2022

To: Honorable Mayor and Members of the City Council
From: Dee Williams-Ridley, City Manager
Submitted by: Abraham Roman, Fire Chief
Subject: Purchase Order: ZOLL Medical Corporation for ECG Monitor/Defibrillators

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase of five Advanced Life Support (ALS) ECG Monitor/Defibrillators, associated equipment and a maintenance contract for emergency response vehicles in an amount not to exceed \$250,000.

FISCAL IMPACTS OF RECOMMENDATION

This is a one-time cost and is funded by Measure FF, budget code 164-72-742-837-0000-000-423-612990.

CURRENT SITUATION AND ITS EFFECTS

The Fire Department is adding ambulances to its fleet during the Department re-design and implementation of the single function transport service. Each ambulance is required by the Alameda County Local EMS Authority (LEMSA) to carry an ECG Monitor / Defibrillator. The Department already carries ZOLL ECG's on every piece of suppression and transport apparatus. The Department needs additional ECGs to adequately supply these new ambulances and increase the number of reserve ECGs it maintains. It is operationally necessary to have the same ECG's on all apparatus due to the complexity and proprietary design and features of this type of specialized equipment. Having's dissimilar ECGs would lead to increased risk of error during high-stress emergency medical incidents.

The League of Oregon Cities (LOC) opened RFP #1935 on November 12, 2020 to procure Public Safety Medical Supplies, Equipment, and Monitors using a secure competitive RFP process evaluated based on "best value" rather than sealed bidding. LOC works in cooperation with National Purchasing Partners "NPP" and its Government Division dba NPPGov, dba Public Safety GPO (collectively hereinafter "NPPGov"), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to "piggy-back" off the resulting Master Price Agreement. A contract was

awarded to ZOLL on March 5, 2020. The City will piggyback on the League of Oregon Cities/NPPGov contract with ZOLL Medical for ECG Monitor/Defibrillators.

BACKGROUND

In 2017 the Fire Department (Department) conducted a comprehensive Request for Proposal (RFP) process and selected ZOLL Medical Corporation. On May 2, 2017 the City Council approved resolution #69-933-N.S. to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase and maintenance of twenty-six Advanced Life Support (ALS) ECG Monitor/Defibrillators for emergency response vehicles in an amount not to exceed \$780,491.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

There are no identifiable environmental effects or opportunities associated with the action requested in this report.

RATIONALE FOR RECOMMENDATION

A competitive process was conducted by the League of Oregon Cities in cooperation with National Purchasing Partners "NPP".

ALTERNATIVE ACTIONS CONSIDERED

None.

CONTACT PERSON

Abraham Roman, Fire Chief, (510) 981-3473

Attachments:

1. Resolution

RESOLUTION NO. ##,###-N.S.

PURCHASE ORDER: ZOLL MEDICAL CORPORATION FOR ECG
MONITOR/DEFIBRILLATORS

WHEREAS, in 2017 the Fire Department (Department) conducted a comprehensive Request for Proposal (RFP) process and selected ZOLL Medical Corporation, and

WHEREAS, on May 2, 2017 the City Council approved resolution #69-933-N.S. to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase and maintenance of twenty-six Advanced Life Support (ALS) ECG Monitor/Defibrillators for emergency response vehicles, and

WHEREAS, the Fire Department is adding ambulances to its fleet during the Department re-design and implementation of the single function transport service, and

WHEREAS, each ambulance is required by the Alameda County Local EMS Authority (LEMSA) to carry an ECG Monitor / Defibrillator, and

WHEREAS, the League of Oregon Cities (LOC) opened RFP #1935 on November 12, 2020 to procure Public Safety Medical Supplies, Equipment, and Monitors using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding, and

WHEREAS, the LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership, and

WHEREAS, the published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement, and

WHEREAS, a contract was awarded to ZOLL on March 5, 2020.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase of five Advanced Life Support (ALS) ECG Monitor/Defibrillators, associated equipment and a maintenance contract for emergency response vehicles in an amount not to exceed \$250,000.

