



Office of the City Manager

CONSENT CALENDAR
May 2, 2017

To: Honorable Mayor and Members of the City Council

From: Dee Williams-Ridley, City Manager

Submitted by: Gil Dong, Fire Chief

Subject: Purchase Order: ZOLL Medical Corporation for Advanced Life Support Cardiac Monitors

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase of twenty-six Advanced Life Support (ALS) ECG Monitor/Defibrillators for emergency response vehicles in an amount not to exceed \$780,491. This amount includes a four-year service and maintenance contract at \$101,400.

FISCAL IMPACTS OF RECOMMENDATION

The Advanced Life Support monitors are funded by revenues generated from the First Responder Advanced Life Support (FRALS) Services Agreement that the City has with Alameda County. The average cost of each ALS ECG Monitor/Defibrillator is approximately \$26,119. \$569,906 is budgeted in the FRALS Fund. An additional \$210,585 will be appropriated as part of the Second Amendment to the FY 2017 Annual Appropriations Ordinance (\$679,091 in budget code 457-6405-420-7041 and \$101,400 in 457-6405-420-3044). All Berkeley Fire Department emergency response vehicles are staffed with ALS paramedic personnel. ALS ECG Monitor/Defibrillators are required equipment for paramedics to perform ALS services.

CURRENT SITUATION AND ITS EFFECTS

The current cardiac monitors in the Fire Department were acquired in 2009. They are at the end of their service life and are due for replacement. Additional diagnostic and transmission requirements have increased the cost of the monitors. Paramedic units are required to transmit the heart rhythms (EKGs) of potential heart attack patients to Cardiac Receiving Centers, Summit and Highland hospitals, prior to transport. The transmitted EKG allows specialists to evaluate the patient's condition and prepare for their arrival. The price of the monitors have increased 18% since 2009.

BACKGROUND

Cardiac monitors are required equipment for emergency medical responses. They are used to determine cardiac rhythms, monitor other vital signs, and cardiovert or defibrillate life-threatening heart dysrhythmias when needed.

The Fire Department conducted a comprehensive Request for Proposal (RFP) process. The City received three responsible bids. The bids were evaluated by a panel comprised of City staff. Highest scoring bid was placed by Philips Healthcare however they have been unable to fulfill the terms of the RFP. The panel's scored next highest scoring bid was from ZOLL Medical Corporation. The Fire Department is requesting that the City Council approve the execution of a purchase order for ALS ECG Monitor/Defibrillators with Zoll Medical Corporation.

ENVIRONMENTAL SUSTAINABILITY

The previous ALS ECG Monitor/Defibrillators will be recycled by the manufacturer. There are no other identifiable environmental effects associated with the subject of this report.

RATIONALE FOR RECOMMENDATION

The current cardiac monitors are at the end of their service life and require increased amounts of maintenance and upkeep. Since the introduction of the current monitors in 2009, there have been improvements in the technology of cardiac monitors. By purchasing these monitors the Fire Department will have new equipment built with updated technology that requires less maintenance, which will improve the quality and effectiveness of ALS services delivered to the Berkeley community.

ALTERNATIVE ACTIONS CONSIDERED

Select a different vendor or continue to use the current cardiac monitors and continue the increased maintenance and upkeep requirements.

CONTACT PERSON

Gil Dong, Fire Chief, (510) 981-3473

Attachments:

1: Resolution

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

PURCHASE ORDER: ZOLL MEDICAL CORPORATION FOR ADVANCED LIFE
SUPPORT CARDIAC MONITORS

WHEREAS, twenty-six advanced life support cardiac monitors are needed by the Fire Department to provide Advanced Life Support (ALS) services to Berkeley residents. The existing monitors have reached the end of their service life and are due for replacement; and

WHEREAS, on March 16, 2017 Philips Healthcare was determined to be unable fulfill the terms of the RFP and the next highest scoring bid from Zoll Corporation will be accepted based on criteria and requirements set forth in the RFP; and

WHEREAS, funds are available in the FY17 budget in the First Responder Advanced Life Support Fund (budget codes: 457-6405-420-7041, 457-6405-420-3044).

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 twenty-six advanced life support cardiac monitors for emergency response vehicles and a four-year service/maintenance contract in an amount not to exceed \$780,491.

