



Office of the City Manager

CONSENT CALENDAR
May 30, 2017

To: Honorable Mayor and Members of the City Council
 From: Dee Williams-Ridley, City Manager
 Submitted by: Sarah Reynoso, Director of Human Resources
 Subject: Referral Response: Contract: HES Heart Ready Inc. for the Purchase of Automated External Defibrillators (AEDs) and to Provide Third Party Administrative Services for the City's AED Program

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a contract and any amendments with HES Heart Ready Inc., to purchase Automated External Defibrillators (AEDs) and provide third party administration of the City's Public Automated External Defibrillator Program in buildings owned by the City of Berkeley for a total amount not to exceed \$125,000, for July 1, 2017 through June 30, 2021.

FISCAL IMPACTS OF RECOMMENDATION

The first year's estimated cost of \$98,000 includes the initial purchase of 38 individual units, 6 trainer units, installation, response accessories, signage, AED/CPR training classes, quarterly inspections and database management. Year two and three include regular maintenance costs of \$8,000 and \$7,000, respectively. Year four includes the replacement cost of major components (batteries and smart pads), estimated at \$12,000.

The initial cost of \$98,000 for the first year is budgeted in the First Responder Advanced Life Support (FRALS) Fund (Fund 457). It is appropriated as part of the Second Amendment to the FY 2017 Annual Appropriations Ordinance (budget code 457-6405-420-7041). Estimated costs for subsequent years totaling \$27,000 will be funded by the General Fund (budget code 010-6201-420-3038).

Contract Management System CMS No. QKNYF

CURRENT SITUATION AND ITS EFFECTS

This report responds to referral #2016-44 that originally appeared on the agenda of the October 21, 2014 Council meeting and was sponsored by Councilmember Worthington. Sudden cardiac arrest is one of the leading causes of death in the U.S. Each year, there are approximately 600,000 cardiac arrests assessed by Emergency Medical Services outside of a hospital setting. On average, less than 10% of those victims

survive. Early defibrillation with an AED can more than double a victim's chance for survival. An AED is the only effective treatment for restoring a regular heart rhythm during sudden cardiac arrest and is an easy to operate device for someone with no medical background.

Thus, the purchase and installation of 38 Philips FRx AED units in the City's most utilized buildings can save lives. The contract with HES Heart Ready Inc. will allow the City to purchase, place, and maintain the AED's in strategic locations within the City's network of owned and leased buildings (Attachment 1).

BACKGROUND

On April 1, 2014, Council requested that the City Manager consider the installation of automatic external defibrillators in the City's most utilized buildings. Currently, the City only has three (3) active public AED units which should be upgraded or replaced to meet Berkeley Fire Department compatibility requirements. The AED units are located in the following locations:

- West Campus Swim Center 2100 Browning Street
- King Swim Center 1700 Hopkins Avenue
- Willard Swim Center (closed) 2701 Telegraph Avenue

The history and efficacy of these units have obvious benefits to the community. AED placement throughout the City is ideal for keeping pace with the needs of our residents, employees, and growing population of businesses and visitors. It also increases public and private access to AEDs.

In October 2015, California enacted two new AED laws (Senate Bills 658 and 287). SB 658 amends section 1714.21 of the California Civil Code and section 1797.196 of the California Health and Safety Code to provide protection from civil liability for AED owners that follow certain maintenance and inspection requirements and to individuals who utilize an AED to provide emergency care not for compensation. Most notably, the new law removes AED/CPR Training requirements and eliminates the need for a physician to oversee a company's AED program. In addition, the new law reduces the frequency in the AED owners' needs to check their devices and pares back documentation rules. The City's AED program meets and exceeds the regulatory requirements, has a CPR/AED training component and requires AED units that are compatible with the City's EMS equipment.

In response to the Council's referral and changes in state laws, on February 16, 2017, the City issued a Request for Proposal (RFP) for third party administrative services for the City's Public AED Program. The City evaluated three (3) vendors' proposals based on the selection criteria which include: cost, qualifications and experience, training capacity and references). In addition, the vendors completed a mandatory walk-through of each proposed AED location with Berkeley Fire Department staff and the Occupational Health and Safety Officer. The selection committee found that HES Heart Ready Inc. fully meets all aspects of the RFP specification, convincingly demonstrated their ability to meet performance requirements,

has an excellent probability of success in achieving all objectives and specifications, as well as offers the highest expected value. The selection committee made a unanimous recommendation for HES Heart Ready Inc. to be the City's Public AED Program provider.

The units for purchase are easy to use; utilize voice commands; have pre-connected shock pads, long-lasting batteries, as well as voice-command CPR coaching. Moreover, each unit has a built-in computer that monitors the heart rhythm of the cardiac arrest victim to determine if a shock should be administered. This function minimizes or potentially eliminates user errors making it safe and reliable.

ENVIRONMENTAL SUSTAINABILITY

There are no identifiable environmental effects or opportunities associated with the subject of this report.

RATIONALE FOR RECOMMENDATION

A selection committee evaluated all vendors based on their responsiveness to the RFP, the price and associated costs to the City, probability to meet the requirements stated in the scope of services, and references. At the conclusion of the evaluation process, the selection committee unanimously recommended HES Heart Ready Inc. as the City's Public AED Program provider.

ALTERNATIVE ACTIONS CONSIDERED

Replace only the three (3) existing AED units located at West Campus Swim Center 2100 Browning Street; King Swim Center 1700 Hopkins Avenue; and Willard Swim Center (closed) 2701 Telegraph Avenue. This would result in limited access to life saving equipment to City residents, visitors, and employees.

CONTACT PERSON

Kevin Walker Occupational Health and Safety Officer, 981-6825
David Brannigan, Deputy Fire Chief, 981-5501

Attachments:

1. AED Locations and Quantity
2. Resolution

AED Locations and Quantity

| Category | Building Name | Address | Normal Use | Square Feet | # of AEDs |
|----------------------|---|------------------------|--|-------------|-----------|
| Animal Shelter | Animal Shelter | 1 Bolivar Drive | Animal Shelter | 11,000 | 1 |
| Corporation Yard | Ratcliff Building | 1326 Allston Way | | 16,480 | 2 |
| Key Civic Building | Civic Center Building Annex | 1947 Center Street | Public Works Engineering and Transportation Divisions | 116,500 | 3 |
| Key Civic Building | Martin Luther King, Jr. Civic Center | 2180 Milvia Street | City Hall | 89,075 | 3 |
| Key Civic Building | Public Safety Building | 2100 MLK Jr. Way | Police Department Headquarters, Fire Department Headquarters, 9-1-1 Headquarters | 60,108 | 3 |
| Leased by the City | Police substation. BPD traffic control | 841 Folger Ave | Offices | | 1 |
| Library | Library – South Branch and Tool Library | 1901 Russell Street | Library, public assembly | 8,656 | 1 |
| Library | Library – West Branch | 1125 University Avenue | Library, public assembly | 9,400 | 1 |
| Library | Library-Claremont Branch | 2940 Benvenue Ave | Library, public assembly | 7,640 | 1 |
| Public Health | Mental Health Offices | TBD | Mental Health Offices | | 2 |
| Recreation and Parks | Frances Albrier Center | 2800 Park Street | Recreation and public assembly | 13,260 | 1 |
| Recreation and Parks | Grove Recreation Center | 1730 Oregon Street | Recreation and public assembly - Young Adult Project (YAP) | 10,600 | 1 |
| Recreation and Parks | James Kenney Community Center | 1720 8th Street | Recreation and public assembly - MLK Jr Youth Service Center | 13,825 | 1 |
| Recreation and Parks | Live Oak Community Center | 1301 Shattuck Ave. | Recreation and Assembly | 14,860 | 1 |
| Senior Center | North Berkeley Senior Center | 1901 Hearst Avenue | Senior services | TBD | 1 |
| Senior Center | South Berkeley Senior Center | 2939 Ellis Street | Senior services | TBD | 1 |

| Category | Building Name | Address | Normal Use | Square Feet | # of AEDs |
|--------------------------------|-------------------------------------|-----------------------------|--|-------------|-----------|
| Solid Waste Transfer Buildings | Compressed Natural Gas Dispenser | 1199 2 nd Street | Compressed Natural Gas | | 1 |
| Echo Lake Camp and Cazadero | TBD | | TBD | TBD | 2 |
| Key Civic Building | Veterans Memorial Hall | 1931 Center Street | Public assembly and Homeless Shelter | 33,254 | 1 |
| Leased to Others | Harrison House for men (B.O.S.S.) | 711 Harrison Street | Residential shelter | | 1 |
| Leased to Others | Old City Hall | 2134 MLK, Jr. Way | Offices and Assembly | 38,400 | 1 |
| Marina | Shorebird Park/Adventure Playground | 1 Seawall Drive | Berkeley Yacht Club | 6,100 | 2 |
| Marina | Marina Administration Building | 201 University Ave. | Offices | 2,529 | 1 |
| Marina | Marina Corporation Yard | | Office/Storage/Meeting Rms | 3,170 | 1 |
| Public Health | Health Clinic | 830 University Ave. | Health Clinic | 7,362 | 1 |
| Recreation and Parks | Cedar Rose Park Building | 1300 Rose Street | Recreation and public assembly/ Child Care/ Center for disabled children | 5,814 | 1 |
| Recreation and Parks | Lawn Bowling Club House | 2270 Acton Street | | 2,304 | 1 |
| Solid Waste Transfer Buildings | Recycling Center | 1201 2 nd Street | | 18,326 | 1 |

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

CONTRACT: HES HEART READY INC.

WHEREAS, Section 1714.21 of the CA Civil Code and section 1797.196 of the California Health and Safety Code require Automated External Defibrillators (AEDs) in specified public buildings and reduces liability for employers and lay rescuers; and

WHEREAS, on October 21, 2014, the City Council recommended that the City Manager consider the implementation of a citywide AED program; and

WHEREAS, Article XI, Section 67.5 of the Charter of the City of Berkeley and Section 7.18.010 of the Berkeley Municipal Code requires City Council approval of contracts that exceed \$50,000; and

WHEREAS, on February 16, 2017, the City issued a Request for Proposal (Specification No. 17-11092) for third party administrative services for the City's Public AED Program; and

WHEREAS, a selection committee evaluated the proposals received based on specific selection criteria and three (3) vendors were invited to participate in interviews and a mandatory walk-through of 38 AED placement locations; and

WHEREAS, based on the ratings of the proposals and the vendors' performance during the interview and walk-through process, it is recommended that HES Heart Ready Inc. provide third party administrative services for the Public AED Program; and

WHEREAS, funds are available to in the First Responder Advanced Life Support (FRALS) Fund (budget code 457-6405-420-7041) (\$98,000) and General Fund (budget code 010-6201-420-3038) (\$27,000). The Contract has been assigned CMS No. QKNYF.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to execute a contract and any amendments with HES Heart Ready Inc., for the purchase of Automated External Defibrillators (AEDs) and to provide third party administrative services for the City's AED Program for the period July 1, 2017 through June 30, 2021, in an amount not to exceed \$125,000. A signature copy of the executed contract is to be on file in the Office of the City Clerk.