REPORT TO COUNCIL
City of Sacramento

915 I Street, Sacramento, CA 95814-2604
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Consent
September 27, 2005

Honorable Mayor and
Members of the City Council

Subject: APPROVE THE PURCHASE OF ZOLL DEFIBRILLATORS AND RELATED SUPPLIES IN THE AMOUNT OF $1,272,517 AND APPROPRIATE $650,000 FROM THE ADVANCED LIFE SUPPORT RESERVE

Location/Council District: Citywide

Recommendation:

Staff recommends that Council adopt the attached resolution that authorizes the $1,272,517 purchase of Zoll Defibrillators through the use of a cooperative purchasing agreement and release $650,000 from the Advanced Life Support (ALS) reserve to augment the current ALS budget to provide sufficient funding to complete the purchase of the defibrillators.

Contact: Ray Jones, Assistant Chief, 264-8100
Dennis Kerhulas, Senior Buyer, 808-6242

Presenters: N/A

Department: Fire Department

Division: Emergency Medical Services

Organization No: 2554

Summary:

The existing defibrillators utilized by the Fire Department for emergency response are at the end of their life cycle and require replacement. After an extensive evaluation, the Fire Department identified the Zoll M Series as the appropriate replacement. These defibrillators are available for purchase through a cooperative purchasing agreement. The Fire department anticipates purchasing 65 units with associated supplies through a cooperative agreement for $1,272,517. To complete this purchase, the department requires the use of $650,000 from the ALS reserve fund.

Committee/Commission Action: None.

Background Information:

The defibrillators currently being used are six plus years old. The technology used in these defibrillators is obsolete. Due to this fact, the parts used to manufacture these defibrillators are no longer made. The ability to find replacement parts to repair broken defibrillators has become difficult.

The fire department evaluated four manual defibrillators over a six month period. Firefighter/Paramedics on three medic companies evaluated the critical functioning areas of these four defibrillators. Each critical area was rated based on a predetermined set of criteria and the evaluator provided written feedback on each defibrillator. Based on the evaluation, two of the defibrillators deemed further consideration. The two top rated units were the MRX from Philips and the M Series from Zoll.

After completing the research on the two top rated units, the decision was made to go with the M Series from Zoll because of their proven track record. The Fire Department is currently using a Zoll product and it has proven to be a very reliable unit. Though the MRX from Philips also tested very well, there was not a lot of information on its reliability and durability. There was not enough background information to make an intelligent, well informed decision on the Philips MRX product.

The purchase of the Zoll M series defibrillator is available at a favorable price via a cooperative purchase agreement that would allow the City of Sacramento to piggyback on a Los Angles County Fire Department contact #41877. The Sacramento Fire Department will purchase 65 defibrillators and related supplies at a total cost of $1,272,517. Approximately 50% of the monies required to complete this purchase are available in the Fire Departments ALS FY06 budget, the remaining funds are requested to be allocated from the ALS reserve fund into the current budget. There are sufficient funds in the ALS reserve fund. The staff recommends that the City Council approve the attached resolution approving the funding and purchase of the Zoll M series defibrillators.

Financial Considerations:

The total cost for the purchase of the 65 defibrillators and related accessories is $1,272,517. The price reflects Los Angeles County pricing for Contract #41877 and includes an additional 3% discount for orders received by September 30, 2005. In the FY06 Fire Department ALS budget, $625,000 is available to utilize for the purchase of the requested defibrillators. Staff recommends the balance of the funds required, $650,000, be appropriated from the ALS reserve fund.

Environmental Considerations:

This is not defined as a project under the California Environmental Quality Act (CEQA), and, therefore, is exempt.

Policy Considerations:

This recommendation in this report is in accordance with provisions of the City Code, section 3.56.240, which allows for the use of legal contracts of other governmental jurisdictions of public agencies without separate competitive bidding by the City upon approval of the City Council.

The funding recommendation is consistent with policy direction that program costs for Advanced Life Support operations be funded from current operating budgets and the ALS reserve resulting from operations in prior years.

Emerging Small Business Development (ESBD):

ZOLL Medical Corporation is not certified as an Emerging or Small Business Enterprise (ESBE).

Reviewed/Approved by: _____
Christopher Stewart
Procurement Services Manager

Respectfully Submitted by: _____
Ray Jones

Approved by: _____
Julius J. Cherry
Fire Chief

Recommendation Approved:

_____
ROBERT P. THOMAS
City Manager

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RESOLUTION NO.

Adopted by the Sacramento City Council

September 27, 2005

APPROVE THE PURCHASE OF ZOLL DEFIBRILLATORS AND SUPPLIES IN THE AMOUNT OF $1,272,517 AND APPROPRIATE $650,000 FROM THE ADVANCED LIFE SUPPORT RESERVE

BACKGROUND

A. The existing defibrillators utilized by the Fire Department for emergency response are at the end of their life cycle and require replacement. The Fire Department needs to purchase 65 units with associated supplies.

B. After an extensive evaluation, the Fire Department identified the Zoll M Series as the appropriate replacement. These defibrillators are available for purchase through a cooperative purchasing agreement.

C. The Fire Department has $625,000 available in the FY06 operating budget to utilize for the purchase of the needed defibrillators. To complete this purchase, the department requires the use of $650,000 from the Advanced Life Support reserve fund.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

Section 1. In the best interest of the City and in accordance with City Code section 3.56.240, authorize the purchase 65 Zoll M Series defibrillators from Zoll Medical Corporation, 269 Mill Road, Chelmsford, Massachusetts, 01824-4105 and related supplies in the amount of $1,272,517 through the use of Los Angeles County, Contract #41877, cooperative purchasing agreement.

Section 2. Appropriate $650,000 from the ALS reserve fund to augment the Fire Department FY06 operating budget to fully fund the purchase of the defibrillators and related supplies as follows:

	Increase/ <Decrease>
ALS Reserve	<$650,000>
ALS Operations 101-250-2554-4399	650,000