



# City Council Report

**Date:** June 17, 2019  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** 14-Month Term Contract for Patient Gurneys for the Mesa Fire and Medical Department **(Funded by the Capital – General Fund) (Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical Department (MFMD) and Purchasing recommend authorizing the purchase using the National Purchasing Partners (NPP) cooperative contract with Ferno, at \$180,000.

## Background / Discussion

This purchase will provide patient gurneys for the MFMD's transport program. As MFMD expands their transport program, the gurneys will see higher usage for a more diverse range of crews, patients, and physical environments. Ferno's superior features such as the flexible positioning frame, wider surface expansion and better lift performance, will be needed more frequently. Higher usage will also cause MFMD to rely more on Ferno's self-maintenance certification that allows MFMD mechanics to maintain the gurneys in-house. Ferno also has a universal mounting system that would provide flexibility for MFMD to have a mixed gurney fleet or even switch gurneys in the future if necessary.

MFMD has been using a Ferno gurney and Stryker gurney side-by-side for approximately one year. No formal tests were performed or documented; however, management polled its maintenance employees and field crews at various points throughout the year on their preference. In addition, Ferno demonstrated its X1 gurney with our crews in March. The maintenance employees strongly recommended Ferno's self-maintenance certification and expressed disappointment with Stryker's customer service; the customer service concerns were also shared by Tempe Fire Medical Rescue Department. The field crews preferred Ferno's features, especially the flexible positioning frame, wider surface expansion, and better lift performance and some crew members also supported Ferno's claim/study that its gurney is more stable.

The initial purchase will be for three gurneys (additions) and others may be purchased as needed.

The NPP cooperative contract is the only cooperative contract available for the purchase Ferno gurneys and offers a 25% off the manufacturer price. MFMD has determined that the Ferno gurney better meets the City's needs in the long term. This NPP contract was competitively bid, meets City procurement requirements and allows for cooperative use.

**Purchase Information**

Action: Award

Procurement Type: Cooperative Contract Use

Contract Number: 2019219

Contracting Agency/Contract Number: National Purchasing Partners / VH11239

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Funding Source: Mesa Fire and Medical Department operating budget through the Capital-General Fund