



City Council Report

Date: December 2, 2019
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Purchase of (50) Twelve-Lead Heart Monitors/Defibrillators (Replacements) 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 and Purchasing recommend authorizing the purchase using the City of Tucson cooperative contract with Zoll Medical Corporation at \$2,000,000.

Background / Discussion

The Mesa Fire and Medical Department (MFMD) is in need of new cardiac monitors for its trucks. The trucks are currently equipped with Zoll monitors. Based on the replacement life cycle schedule, funding is in MFMD's budget to replace the monitors with new monitors.

Currently there are two FDA approved monitors on the market: Zoll X series; and Physio Control Life Pack 15. As a point of clarification, Phillips monitors are under an FDA recall and they are currently waiting for their new monitor to get FDA approval, so they are not included as monitors on the market. Because the market is limited to two monitors, MFMD formed a committee to discuss the procurement of new monitors and what options were available. The committee recommends, with approval, to forgo a Request for Proposal and purchase ZOLL X Series monitors through a cooperative agreement and get the monitors on the trucks as soon as possible. The decision was made collectively as a committee based on the following key points.

- MFMD has been in a trusted partnership with Zoll Medical Corporation since 2009 and have found the CPR feedback technology to be a great tool that assists with cardiac arrest management.
- Life Pack 15 does not offer audio and visual CPR feedback that MFMD crews are accustomed and trained to use and, has proven to improve compressions and patient outcomes.
- Life Pack 15 are used on AMR ambulances, which has given our crews opportunities work with these monitors on calls and have had challenges with not having CPR feedback.
- The City of Mesa has purchased and installed Zoll Plus AEDs in City Buildings for public use.

- The City currently has over 150 City-purchased AED's in City of Mesa facilities that have compatible defibrillation pads with Zoll X Series. When MFMD crews arrive on scene they will be able to plug the defibrillation pads being used from the City AED directly into the MFMD's defibrillator.
- Based on the data AZDHS reports every year, Mesa's survivability percentage of cardiac arrest is higher than the AZ average consistently for the last 5 years.
- MFMD believes that a Cooperative Agreement purchase would expedite getting new monitors on the response apparatus and reduce the ongoing maintenance needs our aged equipment requires.
- AZ OHS, University of Arizona, and Mesa Fire and Medical's Cardiac Arrest data was published in a study in the Annals of Emergency Medicine in 2013. The conclusion of the study was that implementation of resuscitation training combined with the real time audiovisual feedback that Zoll monitors provide was independently associated with improved CPR quality, an increase in survival, and favorable functional outcomes after out-of-hospital cardiac arrest.

The committee consisted of EMT/paramedic firefighters of all ranks, EMS educators, a QA manager, a resource manager that manages the maintenance and warranty work of the monitors as well as the City of Mesa AED program manager. The committee concluded based on its key points that purchasing Zoll X series through a cooperative contract would expedite the cardiac monitor purchase which will improve treatment to citizens of Mesa sooner.

Purchase Information

Action: Award

Procurement Type: Cooperative Contract Use

Contract Number: 2019118

Contracting Agency/Contract Number: City of Tucson/171769-01 – 9/18/2017 to 9/17/2020

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

AWARD RECOMMENDATION

Quantity 50 – Cardiac 12-Lead (X-Series) Monitor/Defibrillator, Accessories, Subscription (5-Year Hosted), 6-Year Extended Warranty, Ground Shipping at \$2,052,627.03 and Trade-In (\$300,000) per Contract Nos. 2020118, City of Tucson 171769-01 and Quotation 322797 V:2 dated 11/6/2019

Base	\$1,752,627.03
Estimated 8.3% Sales Tax	<u>\$133,822.67</u>
Total	\$1,886,449.70

Total Amount Requested ***\$2,000,000.00**

*MFMD has requested additional funding for the purchase of additional equipment if needed.