



# City Council Report

**Date:** March 17, 2025  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two-Year Renewal Options for Heart Monitors, Automated External Defibrillators (AEDs), and Ventilators for the Mesa Fire and Medical Department (MFMD) **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical Department and Procurement Services recommend awarding the contract to the lowest, responsive, and responsible bidder, Zoll Medical Corporation, at \$1,500,000 for Year 1 and \$700,000 annually for Years 2-5, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract is for the purchase, maintenance, and service of X Series Advanced 12 Lead Heart Monitors, AEDs, Ventilators, and Accessories. The heart monitors and AEDs are additional units, while the ventilators are a new brand due to the previous provider discontinuing their product line. MFMD uses standardized heart monitors across all apparatus for consistency in care and training. AEDs are installed in City buildings and paramount to the safety and survivability of the employees, residents, and visitors to the City in the event of a sudden cardiac arrest. The City is standardizing its ventilators and associated training to ensure that all end-users can operate the equipment for emergency operations.

## Purchase Information

Action: Award  
Procurement Type: Request for Bids  
Contract Number: 2025018  
Local Consideration: Not applicable as there were no Mesa responses  
Protests Received: None  
Initial Contract Term: Three (3) years  
Possible Renewals: Up to a maximum of two (2) years subject to Administrative review and approval  
Funding Source: General Capital Fund and Emergency Transportation Fund

## Bid Responses

Life Assist, Inc. Rancho Cordova, AZ	\$13,837.25 *6-line items were not bid
Nickel Distribution dba Cardio Care Scottsdale, AZ	\$2,231.25 *20-line items were not bid
Zoll Medical Corporation Chelmsford, MA	\$126,236.47 (Recommended)

Total awarded amount is based on estimated usage.