



City Council Report

Date: October 5, 2020
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Three-Year Term Contract with Two Years of Renewal Options for Patient Gurneys for the Mesa Fire and Medical Department **(Sole Source) (Initial Purchase is funded by the Ambulance Transport Fund) (Citywide)**

Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical Department and Purchasing recommend awarding the contract to the sole source vendor, Ferno-Washington, Inc., at \$166,000 annually, with an annual increase allowance of up to 5%, or the adjusted Producer Price Index.

Background / Discussion

The initial purchase will provide up to nine, Ferno Power X1 gurneys (additions) at \$165,504.93 for expanding Mesa Fire and Medical Department's transport program. Mesa Fire and Medical currently utilizes five Ferno gurneys, and one Stryker gurney. The department has standardized with Ferno equipment. MFMD has requested an annual contract amount for Years 2 and 3 at \$166,000 annually to allow capacity for as needed future purchases; funding for these purchases would be identified at that time.

MFMD has identified that the Ferno gurney continues to exceed the department's needs better than the alternative gurney, manufactured by Stryker. It offers superior features, including a flexible positioning frame, wider surface expansion, better lift performance, and a universal mounting system. Additionally, Ferno reduces costs as MFMD mechanics are able to continue maintaining the gurneys through Ferno's self-maintenance certification program.

Currently Ferno brand gurneys cannot be purchased from a cooperative contract; however, Ferno has agreed to provide 24% off the manufacturer price for this purchase and for the term of the contract.

Ferno-Washington, Inc., is the sole source manufacturer and distributor of Ferno gurneys.

Purchase Information

Action: Award

Procurement Type: Sole Source

Contract Number: 2021020

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three Years

Possible Renewals: Up to a maximum of two years subject to Administrative review and approval

Funding Source: Initial purchase is funded by the Ambulance Transport Fund. Funding for as needed future purchases will be identified at the time

AWARD RECOMMENDATION	
Initial Purchase for Quantity 9 – Power X1 Gurney including related equipment per Contract No. 2021020 and Quote No. 9218	
Base Price (includes 24%, \$47,779.20 discount)	\$151,300.80
8.3% Sales Tax	\$12,557.97
Estimated Shipping	<u>\$1,646.16</u>
Total (Nine Gurneys)	<u>\$165,504.93</u>