



# City Council Report

**Date:** October 18, 2021  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Acting Procurement Administrator  
**Subject:** Three-Year Term Contract with Three Years of Renewal Options for EZ-IO Needles and Video Laryngoscopes for the Mesa Fire and Medical Department **(Sole Source) (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, Teleflex, LLC at \$170,000 annually, with an annual increase allowance of up to 5% or the adjusted Producer Price Index.

## Background / Discussion

Mesa Fire and Medical (MFMD) has been using Teleflex EZ-IO needles for over ten years to establish intraosseous vascular access. Switching to a new product will require an implementation plan that would require evaluation of new products and training for over 400 firefighters. Teleflex has demonstrated that their vascular access tools are easy to use and effective for our providers. MFMD providers are trained and comfortable with the product.

The video laryngoscope blades are the only blades that work with the cameras the City is currently using for video laryngoscopy. These cameras do not work independently without the Teleflex blades. The EMS committee found the Teleflex blades and cameras to be effective for our service delivery model.

Teleflex, LLC is the sole manufacturer of the EZ-IO systems that use a proprietary patented needle and power driver technology.

## Purchase Information

Action: Award  
Procurement Type: Sole Source  
Contract Number: 2021235  
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 three years subject to Administrative review and approval  
Funding Source: Mesa Fire and Medical Department operating budget