

## A G E N D A



## Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	24902	Agenda Number	42.
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Meeting Date:	June 20, 2013
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Department:	Purchasing
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## Subject

Authorize award, negotiation, and execution of a 60-month requirements service and supply contract with ZOLL MEDICAL CORPORATION or the other qualified offeror to RFP No. CEA0114, to provide portable monitor-defibrillators, supplies, and maintenance and repair services for the Emergency Medical Services Department in an amount not to exceed \$10,000,000, with five 12-month extension options in an amount not to exceed \$2,000,000 per extension option, for a total contract amount not to exceed \$20,000,000.

## Amount and Source of Funding

Funding in the amount of \$1,792,000 is available in the Fiscal Year 2012-2013 Capital Budget of the Financial Services Department. Funding for the remaining 57 months of the original contract period and extension options is contingent upon available funding in future budgets.

## Fiscal Note

A fiscal note is attached.

Purchasing Language:	Best evaluated proposal received.
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Prior Council Action:	
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For More Information:	Erin D'Vincent, Buyer II, 512-972-4017
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Boards and Commission Action:	
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Related Items:	
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MBE / WBE:	This contract will be awarded in compliance with City Code Chapter 2-9D (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.
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## Additional Backup Information

This contract will provide for the purchase of portable monitor-defibrillators, supplies, and maintenance and repair services for the Emergency Medical Services Department (EMS). Cardiac monitor-defibrillators are deployed for use on all EMS ambulances and command response vehicles. These units assess a patient's cardiac rhythm, measure patient vital signs including blood pressure, blood oxygen, and carbon dioxide, and administer an electric defibrillation charge. These units also provide cardiopulmonary resuscitation (CPR) pacing and assessment and transmission of electrocardiogram (EKG) data to hospitals in advance of arrival.

In addition to the monitor-defibrillators, battery support systems will be purchased from the vendor as well as other equipment including disposable supplies such as blood pressure cuffs, electrodes, and oxygen sensors.

As part of this contract, Zoll will purchase the current EMS inventory of monitor-defibrillators, battery support systems, and AC power adapters.

A team approach was used in developing the specifications and selecting the portable monitor-defibrillator provider. The Evaluation Committee members included individuals with experience in the medical field within the Emergency Medical Services Department and the Office of the Medical Director. The evaluation team scored proposals based on the following: Proposed Solution, Cost, Demonstrated Company Experience, and Demonstrations and a Field Trial. EMS has chosen Zoll as the best proposal based on these criteria and specifically because of size and weight benefits making them easier for crews to manage while caring for patients in the field, WiFi communications capability leading to easy and reliable transfer of data from the monitor to the Department's electronic medical record system, field trial performance of equipment by personnel that had the opportunity to directly compare both systems under actual working conditions, as part of their patient care activities, and the Zoll system easily integrating with the Department's electronic medical record system, among other factors. Similar capabilities with other systems would incur additional costs for the City, and would not offer the level of integration that the Zoll system can provide.

This request allows for the development of an agreement with a qualified offeror that Council selects. If the City is unsuccessful in negotiating a satisfactory agreement with the selected offeror, negotiations will cease with that provider. Staff will return to Council so that Council may select another qualified offeror and authorize contract negotiations with this provider.

MBE/WBE solicited: 1/0

MBE/WBE bid: 0/0

#### **PRICE ANALYSIS**

- a. Adequate competition.
- b. One hundred and three notices were sent, including 1 MBE. Three proposals were received. The MBE did not respond. There are no known WBEs for this commodity code.
- c. Due to enhancements in technology advances from the old monitors to the new monitors, and the old contract being a lease contract instead of a purchase contract, a pricing comparison is not available.

#### **APPROVAL JUSTIFICATION**

- a. Best evaluated proposal.
- b. The Purchasing Office concurs with the Emergency Medical Services Department's recommended award.

c.     Advertised in the Austin American-Statesman and on the Internet.