



**Purchasing Contract
CITY OF AUSTIN
RECOMMENDATION FOR COUNCIL ACTION**

AGENDA ITEM NO.: 40
AGENDA DATE: Thu 01/26/2006
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SUBJECT: Authorize execution of a 60-month lease/purchase agreement with STRYKER, Portage, MI, for powered ambulance stretchers for the Emergency Medical Services Department in an amount not to exceed \$787,554.

AMOUNT & SOURCE OF FUNDING: Funding in the amount of \$83,590.60 is available in the Fiscal Year 2005-2006 Approved Operating Budget of the Emergency Medical Services Department. Funding for the remaining 53 months of the lease is contingent upon available funding in future budgets.

FISCAL NOTE: There is no unanticipated fiscal impact. A fiscal note is not required.

REQUESTING Purchasing **DIRECTOR'S**
DEPARTMENT: for Emergency Medical **AUTHORIZATION:** Vickie Schubert
Services;

FOR MORE INFORMATION CONTACT: Mick Osborne, Senior Buyer/974-2995

PRIOR COUNCIL ACTION: N/A

BOARD AND COMMISSION ACTION: N/A

PURCHASING: Only responsive bid of two bids received.

MBE / WBE: This contract will be awarded in compliance with Chapter 2-9 of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

This contract is for a 60-month lease/purchase of 54 powered ambulance stretchers. The contract will also allow for the lease/purchase of up to six additional units during the term of the contract, as new Emergency Medical Services (EMS) stations are built. As part of the contract, Stryker is purchasing the existing EMS inventory of 51 ambulance stretchers.

Powered ambulance stretchers are mobile beds that EMS patients are secured to at the scene of the emergency for transportation to the ambulance. The stretcher is then secured in the ambulance for transportation to the medical facility. Upon arrival at the hospital, the patient is then moved, via the stretcher, from the ambulance into the hospital emergency room.

These stretchers will be replacement units for the existing fleet of non-powered stretchers. The current fleet of stretchers requires the paramedics to manually lift the stretcher from its lowest position to its highest position.

The stretchers provided under this contract have battery powered hydraulics, which mechanically lower and raise the undercarriage of the stretcher from its lowest position to its highest position off of the ground. The stretcher is capable of mechanically lifting up to five hundred pounds. This feature prevents the paramedics from physically lifting the weight, thus minimizing potential back injuries, which have been common with the use of the non-powered stretchers. EMS has one of the highest injury rates among city departments, and back injuries from lifting are a common occurrence.

RCA Serial#: 10409 Date: 01/26/06 Original: Yes

Published:

Disposition:

Adjusted version published:



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The monthly lease price of each unit is \$221.15, which includes the trade-in allowance for the existing inventory. Under the terms of the contract, all maintenance, repair, and non-disposable accessories will be provided by Stryker at no additional charge to the City. The additional six units may be added to the contract at a lease price of \$11,830 per unit, which will be amortized over the remaining months of the lease from the time they are added to the contract. There is a \$1 buyout per unit at the end of the lease, should the City elect to retain these units.

Leasing ambulance stretchers is a new method for allowing EMS to stay current with changing technology and is a more cost-effective approach to acquiring these needed tools. It is estimated that a lease will save funds in future budgets due to the elimination of the need for capital replacement of existing stretchers. The contract will reduce overtime expenditures related to in-house stretcher maintenance being performed by EMS staff and may also contribute to reducing future worker's compensation claims due the reduction in back injuries.

MBE/WBE Solicited: 1/1

MBE/WBE Bid: 0/0

BID TABULATION

IFB No. MO06100016

Powered Ambulance Cots, 60-Month Lease/Purchase

<u>VENDOR</u>	<u>TOTAL BID - Lease*</u>	<u>TOTAL BID - One-time purchase**</u>
STRYKER	\$787,554	\$638,820
Portage, MI		
Ferno Washington	No bid	\$646,350 ***
Wilmington, OH		

* Lease bid includes all maintenance, repairs, parts, labor, and all non-disposable accessories for the term of the contract

** One-time purchase bid does not include maintenance, repairs, parts, labor, or non-disposable accessories

*** Non-responsive. Vendor did not submit its bid on the forms provided as required by the solicitation.

PRICE ANALYSIS

- Adequate competition.
- Twenty-eight notices were sent, including one MBE and one WBE. Three solicitations were issued. Two bids were received with no MBE/WBE responding.
- This is the first lease/purchase for this item; therefore, there is no pricing history available.

APPROVAL JUSTIFICATION

- Only responsive bid.
- Emergency Medical Services concurs with the recommended award.

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