



## Recommendation for Action

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**File #:** 20-2109, **Agenda Item #:** 41.

6/11/2020

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### **Posting Language**

Authorize negotiation and execution of a multi-term cooperative contract with Cornish Medical Electronics Corporation of Texas D/B/A Cornish Medical, to provide automated external defibrillators, bleed kits, accessories, and related services, for up to three years for a total contract amount not to exceed \$4,085,000.

(Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9D Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods and services required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

### **Lead Department**

Purchasing Office.

### **Client Department(s)**

All City departments.

### **Fiscal Note**

Funding in the amount of \$506,666 is available in the Fiscal Year 2019-2020 Operating Budget of various City departments. Funding for the remaining contract term is contingent upon available funding in future budgets.

### **Purchasing Language:**

Multiple vendors within this cooperative purchasing program were reviewed for these goods and services. The Purchasing Office has determined this contractor best meets the needs of the departments to provide the goods and services required at the best value for the City.

### **For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or [AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov) <<mailto:AgendaOffice@austintexas.gov>> or to Erin D'Vincent, at 512-974-3070 or [Erin.DVincent@austintexas.gov](mailto:Erin.DVincent@austintexas.gov) <<mailto:Erin.DVincent@austintexas.gov>>.

### **Council Committee, Boards and Commission Action:**

May 11, 2020 - Recommended by the Electric Utility Commission on an 8-0 vote, with Commissioner Wray absent and two vacancies.

### **Additional Backup Information:**

The contract is for the purchase of automated external defibrillators (AEDs), bleed kits, accessories, and related services for all city departments. The Austin Fire Department (AFD) and Austin/Travis County Emergency Medical Services Department (EMS) order AED units and supplies for use by emergency medical first-responder personnel. Other city departments order AED units and supplies for use in city facilities and designated public spaces.

AEDs are critical medical devices for first responders when treating a patient experiencing a sudden cardiac arrest incident. Likewise, non-emergency personnel may use an AED to provide defibrillation and cardiopulmonary resuscitation (CPR) to a cardiac arrest victim until emergency responders arrive. In 2017, the Department of Justice and Food and Drug Administration reached an agreement with Philips, the City's previous AED supplier, that resulted in the suspension of AED manufacturing at specific facilities and limited distribution of specific AEDs and accessories within the United States. As a result, the City has been replacing Philips units with non-Philips units that meet the Office of the Medical Director's specifications.

The Local Government Purchasing Cooperative, administered by Texas Association of School Boards, Inc. (BuyBoard) cooperative establishes competitively bid contracts that can be utilized by the State and other government agencies through a cooperative agreement. Cooperative agreements save taxpayer dollars by leveraging the State's volume-buying power to drive down costs on hundreds of contracts through a streamlined cooperative purchasing program.

**Contract Detail:**

<b><u>Contract Term</u></b>	<b><u>Length of Term</u></b>	<b><u>Contract Authorization</u></b>
Initial Term	1 yr.	\$2,112,000
Optional Extension 1	1 yr.	\$ 974,000
Optional Extension 2	1 yr.	\$ 999,000
<b>TOTAL</b>	<b>3 yrs.</b>	<b>\$4,085,000</b>

**Note:** Contract Authorization amounts are based on the City's estimated annual usage.

**Strategic Outcome(s):**

Safety.