



Legislation Details (With Text)

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Title: Approve the award of Cooperative Procurement 23-024, EMS Cardiac Monitors and Autopulses under a Zoll One Program, to Zoll Medical Corporation for an amount not to exceed \$3,063,333 for a ten-year term

Sponsors:

Indexes:

Code sections:

Attachments: 1. Naperville Fire Department - Q-46290 - Version 3, 2. Revised Zoll One Program Quote

Date	Ver.	Action By	Action	Result
3/21/2023	1	City Council	approved	Pass

CITY COUNCIL AGENDA ITEM

ACTION REQUESTED:

Approve the award of Cooperative Procurement 23-024, EMS Cardiac Monitors and Autopulses under a Zoll One Program, to Zoll Medical Corporation for an amount not to exceed \$3,063,333 for a ten-year term

DEPARTMENT: Fire Department

SUBMITTED BY: Mark Puknaitis, Chief

BOARD/COMMISSION REVIEW:

N/A

BACKGROUND:

One of the most important devices that are used by the Fire Department are Autopulses and Cardiac monitors. The Fire Department uses the Zoll Medical Monitor/Defibrillator device featuring Real CPR (Cardiopulmonary Resuscitation) Help Technology, which provides real-time coaching and CPR feedback on the rate and depth of chest compressions. This encourages Basic Life Support (BLS) responders to apply electrodes and delivery therapy if needed. This system is battery-operated and automatically helps restore normal sinus rhythm to the heart. The goal of a defibrillation shock is to deliver the appropriate amount of current at the right time.

The current auto pulse devices and cardiac monitors, which are utilized in support of advanced cardiac resuscitation protocols, are now at end-of-life and need to be replaced with current technology improvements. In addition, replacing parts such as batteries, compression devices, and maintenance of the current equipment has become challenging. The Fire Department works to

ensure there are enough devices in the rotation when current devices are sent out for servicing.

In 2022, Staff conducted research and identified a Zoll One Program that allows for a lease option, by which Zoll will provide the department with current equipment, technology upgrades, service support and maintenance, and disposables throughout the life of the contract.

Included in the agreement is the initial deployment of the below items:

X-Series Advanced Cardiac Monitors: Real CPR Help technology nearly triples the odds of the patient(s) surviving cardiac arrest. Open 12-lead capabilities reduce time-to-balloon by interfacing with all leading ECG management and STEMI systems. Cutting-edge open communication, including integrated Wi-Fi, simplifies transmission and charting. Remote view functionality allows clinicians to see real-time data from the X Series screen via a cellular or Wi-Fi connection.

AutoPulse Cardiac Compression Devices: The AutoPulse Resuscitation System provides high-quality automated CPR to victims of sudden cardiac arrest. Easy to use and battery-operated, AutoPulse squeezes the patient's entire chest to improve blood flow to the heart and brain. The only device of its kind, AutoPulse automatically sizes to the patient, and has shown improved outcomes in numerous clinical trials.

DISCUSSION:

The City has identified a cooperative with Zoll for the One Program for the Autopulse devices and cardiac monitors, that will allow for new equipment with an upgrade in equipment and technology within the first five years of the contract. All services, software, and non-disposable items associated are covered under the agreement. This comprehensive solution is aligned with protocols used via Edward hospital, EMS Region 8, and other agencies

The lease agreement includes a capital outlay for new equipment, service and technology upgrades, and replacement disposables for the first 5 years, as well as, full warranty, and annual maintenance costs for all equipment. Staff estimates this to be the most efficient option and anticipates the lease model will produce a savings of approximately \$200,000 when compared to the cost of purchasing the equipment and added disposables, maintenance, and service costs.

At the five-year mark, the Fire Department has the option to upgrade to the latest technology available and use that for the remainder of the term. The example to give is if a new cardiac monitor comes out in three years, we can choose to upgrade it then and use it for the remaining seven years, or we can wait until the five-year mark comes. This also includes all the chargers, cables, batteries, and accessories. The main point in this Zoll One Program is Naperville Fire will always have the latest equipment when we want over ten-years, and the pricing is locked-in for that ten years.

Staff has identified an approved cooperative contract that reflects GPO Npp 2020 - Contract No. PS20200. Vendor will provide equipment, products, and/or services in accordance with the pricing, terms, and conditions stated therein from the approved date of the award and for a period of 10 years after the first annual payment.

The amount requested will be divided equally over the ten-year term

FISCAL IMPACT:

CIP#: EQ056 - EMS Cardiac Monitors

EMS Cardiac equipment is budgeted in the account number listed below for a total of \$306,564 in FY23. Staff will budget the future years' costs accordingly during each budget cycle. The requested amount based on an equal value each year is within the budget for Year 1.

Account Number	Fund Description	Total Budget Amount
22252200-551504	Capital Projects Fund	\$306,564