



AGENDA MEMORANDUM

Action Item for the City Council Meeting September 20, 2022

DATE: September 20, 2022

TO: Peter Zaroni, City Manager

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Purchase of Lifepak Monitor Technology System Units for the Fire Department

CAPTION:

Resolution authorizing a five-year agreement for the purchase of 15 replacement Lifepak cardiac monitors and two new Lifepak cardiac monitors, software licenses, and preventative maintenance services with Stryker Sales, LLC., of Kalamazoo, Michigan, for the Corpus Christi Fire Department in an amount not to exceed \$1,344,900.00, with FY 2022 funding from the General Fund.

SUMMARY:

This resolution authorizes an agreement for the purchase of 15 replacement Lifepak cardiac monitors and two new Lifepak cardiac monitors, software licenses, and preventative maintenance services from Stryker Sales, LLC., to be used for the Fire Department (CCFD) during Emergency Medical Service (EMS) calls.

BACKGROUND AND FINDINGS:

The Fire Department currently has 15 cardiac monitors, of which 14 are located on front line medic units and one is utilized for training purposes. All the cardiac monitors are beyond their 10-year life expectancy. Additionally, the software included on the current cardiac monitors is considered outdated. With this purchase, CCFD will replace the cardiac monitors on all 14 frontline medic units with three additional monitors to keep in reserve for training purposes or to be used if a monitor is out of service for maintenance or repair.

The City of Corpus Christi received Texas Ambulance Supplemental Payment Program (TASPP) funds in the beginning of Fiscal Year 2022. CCFD was allocated \$1,344,900 specifically for the purchase of the Lifepak cardiac monitors so that all medic units will be adequately suited with the most up to date lifesaving equipment.

Cardiac monitors are used to monitor a patient's heart activity and assess their condition relative to their cardiac rhythm continuously or intermittently. Most EMS departments utilize cardiac monitors that include defibrillators which have the capabilities to both serve as a monitor as well as a defibrillator. Up-to-date software improves recording clarity and reduces artifact which can obscure the findings assessed during heart monitoring. Medics can share important patient information via clearly readable electrocardiogram strips and recordings with nearby hospitals so that doctors and nurses are able to provide adequate care. The new monitors also work with the web-based LIFENET System 5.0 which allows medics to share critical patient data with multiple patient care teams and includes CODE-STAT software which allows EMS personnel to review CPR statistics and provide training and feedback where it is most needed.

PROCUREMENT DETAIL:

This procurement is a direct purchase with Stryker Sales, LLC., of Kalamazoo, Michigan, under the Local Government Code, Section 252.022(a) (2), as this purchase is necessary to preserve or protect the public health or safety of the city's residents. Lifepak monitor technology system units are manufactured and available for purchase from Stryker Sales, LLC.

As part of the proposed agreement, after thirty-six months, the City will be eligible to upgrade the cardiac monitors if Stryker Sales, LLC., releases for sale a new product that replaces the cardiac monitors originally purchased by the City pursuant with the proposed agreement. If exercised, the applicable software also would be upgraded. At the sixtieth month of the agreement, if Stryker Sales, LLC., has not released a new product eligible for upgrade under the proposed agreement, the City shall have the option to exchange the original cardiac monitors it purchased for a new "Like-Kind Exchange Option" of the same make and model.

Compared to their cooperative listed pricing, the City is receiving an additional 12%, or \$155,724, savings on this negotiated purchase and service agreement.

ALTERNATIVES:

The alternative is to continue responding to EMS calls with the current equipment and cover the increasing costs of repairs and maintenance. Additionally, medics will be required to continue to use the current outdated models.

FISCAL IMPACT:

The fiscal impact for CCFD in FY 2022 is \$1,344,900 which will be funded through the General Fund.

FUNDING DETAIL:

Fund:	1020	General Fund
Organization/Activity:	35100	City Ambulance
Mission Element:	093	Emergency Calls
Project # (CIP Only):	N/A	
Account:	520090	Minor Tools & Equipment
Amount:	\$1,344,900.00	

RECOMMENDATION:

Staff recommends approval of the resolution authorizing the purchase of 17 Lifepak monitor technology system units for the Fire Department with Stryker Sales, LLC., of Kalamazoo, Michigan, as presented.

LIST OF SUPPORTING DOCUMENTS:

Price Sheet

Service Agreement