



## AGENDA MEMORANDUM

Action Item for the City Council Meeting April 9, 2024

**DATE:** April 9, 2024

**TO:** Peter Zanoni, City Manager

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### Emergency Medical Services Medications for the Corpus Christi Fire Department

#### **CAPTION:**

Motion authorizing execution of a one-year supply agreement with two one-year option periods with Life-Assist, of Rancho Cordova, California, for emergency medical services medications in an amount up to \$131,891.89 and a total amount up to \$395,675.67 if both one-year option periods are exercised, with FY 2024 funding in the amount of \$54,954.95 from the General Fund.

#### **SUMMARY:**

This motion authorizes the purchase of emergency medical services (EMS) medications for the Operations Division of the Corpus Christi Fire Department (CCFD). EMS medications are used during EMS calls and are critical for public health and safety. These medications are utilized by paramedics assigned to CCFD ambulances and fire apparatuses when responding to emergencies throughout the city.

#### **BACKGROUND AND FINDINGS:**

EMS Paramedics are the first and most crucial link in the EMS system. Not only are EMS paramedics one of the first responders on scene, but they are also the first line of medical care. EMS paramedics perform highly specialized medical services to patients in the field which include basic life-supporting, administering of medications and intravenous fluids, advanced airway care, and other advanced life-saving techniques.

CCFD currently has 14 licensed ambulances and operates its EMS services 24 hours a day, seven days a week. Approximately 78% of CCFD calls are requests for EMS assistance. In FY 2023, CCFD responded to 47,247 medical incidents. For FY 2024, over 20,000 medical incidents have been responded to year-to-date.

During EMS calls, various pharmaceuticals are needed to provide intervention and support to patients found with cardiac issues, diabetic emergencies, seizure activity, asthma, trauma, and overdoses. Some of the EMS medications that will be purchased through this supply agreement include epinephrine, morphine, albuterol, and naloxone. The EMS medications are carried by CCFD ambulances and fire apparatuses.

### **PROCUREMENT DETAIL:**

Finance & Procurement conducted a competitive request for bid process and received three responsible responses. Finance & Procurement is recommending the award to the lowest responsive, responsible bidder, which is Life-Assist, Incorporated.

The previous supply agreement was with Bound Tree Medical, LLC., of Dublin, Ohio. It was a one-year agreement with two one-year option periods in an amount up to \$122,222.28 and a total amount up to \$366,666.84 if both of the two one-year option periods were exercised. CCFD encountered numerous issues during the supply agreement with Bound Tree Medical, LLC., to include unexpected supply shortages and price increases. As a result, the agreement was terminated in November 2022, with CCFD having only spent \$61,240.26, or 50%, of the first year's value. Since the termination of the supply agreement, CCFD has outsourced its EMS medical supplies from Life-Assist and other suppliers. The market for medications as a whole was unable to guarantee stock or pricing as prices were changing daily. During this time Fire Department had smaller contracts with multiple suppliers using whoever had the meds in stock and best pricing at that given time.

Previous to the supply agreement with Bound Tree Medical, LLC., the City held a three-year supply agreement with Life-Assist. CCFD was very satisfied with the level of service and pricing provided by Life-Assist during that three-year agreement. Based on that experience and the more recent outsourcing for EMS medical supplies, CCFD recommends continuing to work with Life-Assist through the proposed supply agreement.

### **ALTERNATIVES:**

The alternative is not to approve the proposed supply agreement and instead purchase off-contract, which would be more costly and not as efficient for receiving the required medications in a timely manner.

### **FISCAL IMPACT:**

The fiscal impact for CCFD in FY 2024 is \$54,954.95. The remaining costs will be budgeted through the annual budget process.

### **FUNDING DETAIL:**

Fund:	1020	General Fund
Organization/Activity:	35100	City Ambulance
Department #:	10	Fire Department
Project # (CIP Only):	N/A	
Account:	520030	Chemical/Household Supplies
Amount:	\$54,954.95	

### **RECOMMENDATION:**

Staff recommends approval of this motion authorizing execution of a one-year agreement for the

purchase of EMS medications with Life-Assist, Incorporated, as presented.

**LIST OF SUPPORTING DOCUMENTS:**

Service Agreement  
Resolution  
Price Sheet  
Bid Tabulation