



AGENDA MEMORANDUM

Action Item for the City Council Meeting June 10, 2025

DATE: June 10, 2025

TO: Peter Zaroni, City Manager

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<p>Purchase of Lifepak Cardiac Monitors, Accessories, and Accompanying Software Licenses and Preventative Maintenance for the Corpus Christi Fire Department Corpus Christi Fire Department</p>
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CAPTION:

Motion authorizing the purchase of two additional LifePak cardiac monitors, accessory equipment, software licenses, and preventative maintenance services for \$142,623.70 from Stryker Sales, of Kalamazoo, Michigan, through the Sourcewell Cooperative, for the Corpus Christi Fire Department, with FY 2025 funding from the General Fund.

SUMMARY:

This motion authorizes an agreement for the purchase of two additional LifePak cardiac monitors, accessories and accompanying software licenses from Stryker Sales, LLC., to be used by the Corpus Christi Fire Department during Emergency Medical Service (EMS) Calls.

BACKGROUND AND FINDINGS:

The Corpus Christi Fire Department (CCFD) currently operates with 14 cardiac monitors designated for all of its frontline ambulances, along with four that support peak demand ambulances, two monitors utilized on CCFD's Ambus, and one monitor allocated to the Training Division for cadet instruction. All CCFD's fire apparatuses carry automated external defibrillators in place of LifePak cardiac monitors.

The purchase of the two additional cardiac monitors will support and enhance readiness for disaster deployments and accommodate special events such as the Mayor's Big Bang Celebration, Buc Days Parade, and other events that require additional ambulances. Furthermore, the two additional cardiac monitors will function as backup monitors in the event that any existing monitor requires repair.

CCFD's goal is to continue to ensure that all 14 frontline ambulances have LifePak cardiac monitors, but also to acquire and maintain between six to eight spare LifePak cardiac monitors for deployments, special events, and to quickly replace existing LifePak cardiac monitors that require repairs. CCFD's is seeking to acquire and maintain between six to eight spare LifePak cardiac monitors over the next two to three years.

Moving forward, future ambulance purchases will include these monitors as standard equipment, streamlining procurement and ensuring consistency across units. This year, the cardiac monitor is priced lower than in previous years. The decrease in cost is primarily due to the removal of the EMS Pro feature from the package. Additionally, the cost is lower because of the application of a Sourcewell discount, which contributed to more favorable pricing for the department.

The typical lifespan for LifePark cardiac monitors is between five to seven years. LifePak cardiac monitors are critical medical devices used in emergency settings to continuously observe and display patients' heart activity, including heart rate and rhythm. Cardiac monitors can identify abnormalities and deliver electrical shocks (defibrillation) to restore normal heart function when necessary.

These devices enhance patient care by providing real-time data to Emergency Medical Services (EMS) providers, facilitating timely interventions during cardiac emergencies (EMS providers refers to paramedics who operate ambulances or other response units. Their role encompasses assessing patients for emergency treatment and stabilization as well as providing patients with safe transport to healthcare facilities). EMS providers can also use the LifePark cardiac monitors to transmit patient electrocardiogram strips with hospitals ensuring that doctors and nurses can deliver appropriate care. Additionally, these monitors are compatible with the web-based LIFENET System 5.0, which allows EMS providers to share critical patient data with various patient care teams at the hospitals. They also include CODE-STAT software, which allows EMS providers to analyze CPR statistics and provide targeted training and feedback where it is most needed.

PROCUREMENT DETAIL:

This procurement is through the Sourcewell Cooperative. Contracts awarded through the Sourcewell Cooperative have been competitively procured in compliance with Texas Local and State procurement requirements.

This direct purchase is allowed 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, and Local Government Code 252.022(a) (7) (a) items that are available from only one source because of patents, copyrights, secret processes, or natural monopolies. Lifepak monitor technology system units are manufactured by and available for purchase from Stryker Sales, LLC.

By purchasing the LifePak cardiac monitors from Stryker Sales, LLC., through the Sourcewell Cooperative, the cost is lowered by 9.23%, or \$13,169.14. The table below shows the savings realized to the City by purchasing the LikePak cardiac monitors from Stryker Sales, LLC. through the Sourcewell Cooperative, as compared to purchasing them outside of the Sourcewell Cooperative.

Non-Cooperative Purchase Price	Sourcewell Cooperative	Variance \$	Variance %
\$155,792.84	\$142,623.70	\$13,169.14	9.23%

There are no local vendors that sale LifePak cardiac monitors. CCFD has previously purchased LifePak cardiac monitors from Stryker Sales, LLC. and is very satisfied with their service and product quality. CCFD recommends continuing to use Stryker Sales, LLC. as its provider of cardiac monitors.

ALTERNATIVES:

The alternative is to continue responding to EMS calls with the current equipment and cover the increasing

costs of repairs and maintenance. Additionally, the two additional cardiac monitors will allow CCFD to provide better EMS service to the community.

FISCAL IMPACT:

The fiscal impact for CCFD in FY 2025 is \$142,623.70, which will be funded through the General Fund.

FUNDING DETAIL:

Fund:	1020	General Fund
Organization/Activity:	35100	City Ambulance
Department:	10	Fire Department
Project # (CIP Only):	N/A	
Account:	520090	Minor Tools & Equipment
Amount:	\$142,623.70	

RECOMMENDATION:

Staff recommends approval of the motion authorizing the purchase of two Lifepak cardiac monitor technology system units for the Corpus Christi Fire Department with Stryker Sales, LLC., of Kalamazoo, Michigan, as presented.

LIST OF SUPPORTING DOCUMENTS:

Price Sheet