



City of Palo Alto

City Council Staff Report

(ID # 10972)

Report Type: Consent Calendar

Meeting Date: 2/24/2020

Summary Title: EKG Monitor Acquisition

Title: Approval to Acquire Replacement Pre-hospital Monitors/Defibrillators for Emergency Responses in a Not-to-Exceed Amount of \$709,644 for Fiscal Years 2020-2026

From: City Manager

Lead Department: Fire

Recommendation

Staff recommends that Council approve and authorize the City Manager or his designee to execute a purchase order for the purchase of 20 replacement cardiac monitors and 5 years of maintenance from Physio-Control/Stryker, for the Fire Department, in an amount not to exceed \$709,664 for Fiscal Years 2020-2026. Current monitors are at the end of life, and Physio-Control/Stryker is the sole source provider of new monitor equipment that meets the Department's operational needs.

Background

The Fire Department has continued requirements to provide Advanced Life Support ("ALS") services to the residents of the City of Palo Alto and Stanford Lands. In providing ALS services, the Fire Department is required by Santa Clara County Emergency Medical Services Agency ("SCCoEMS") to use manual monitors/defibrillators to treat adult and pediatric patients who are suffering from cardiac arrest and other cardiac system failure that require immediate defibrillation, transcutaneous cardiac pacing, cardioversion, and electrocardiogram 12-lead cardiac monitoring.

Cardiac monitor/defibrillators are therapeutic diagnostic devices which require FDA approval to be utilized for human medical assessment and treatment. Medical device technology is complex, which requires annual calibration and updates to maintain functionality when used for diagnostic level assessments of cardiac patients.

The Palo Alto Fire Department (PAFD) currently has eighteen (18) LifePak15 cardiac monitor/defibrillators (purchased in 2012) which are at the end of their anticipated serviceable life. Each of the monitors require a separate modem device for connectivity and transmission. PAFD worked in partnership with the Information Technology Department to investigate

product availability (FDA approved, EMS appropriate), evaluate product compatibility (seamless integration with our current software environment), evaluate the product's ability to transmit patient data to the receiving hospital, and conduct field trials to determine the most desirable product for Paramedic field use for replacement. Attachment B includes supporting documentation of the Department's specifications. Throughout the equipment evaluation process a needs assessment was conducted. Department monitor specifications were developed as a natural extension of this process.

Attachment A is the extended warrantee. Due to the nature of the devices, it is required to calibrate and service the monitors no less than once a year. This extended warrantee will pay for the extra services needed to maintain the monitors. The first year is covered with purchase. The warrantee would cover the monitors for an extra five years.

The department began evaluating monitor options early in 2019. Since that time all three (3) brands available in the US were considered. Three (3) manufacturers produce cardiac monitor/defibrillators for EMS field use compatible with our patient care report application (ESO-EHR). These are: Zoll Medical Corp., the maker of the Zoll X-Series monitor/defibrillator; Philips/RDT, the maker of the Tempus ALS monitor/defibrillator; and Physio-Control/Stryker, the maker of the LifePak 15 monitor/defibrillator. Department personnel evaluated the all the devices.

PAFD recommends awarding the agreement to Physio-Control/Stryker, to purchase twenty (20) new LifePak15 cardiac monitor/defibrillators. PAFD added two additional ambulances to the fleet for cross-staffed engines in 2017. PAFD would replace the current 18 monitors and add two (2) extra monitors with modems including updated accessories, to prepare the added ambulances for readiness in emergencies. This ensures the required equipment is available for response to emergency calls for service. There are no other current vendors that will seamlessly interface with our current system.

Discussion

The City Manager recommends sole source procurement from Physio-Control/Stryker in accordance with Palo Alto Municipal Code section 2.30.360(d). Attachment C is a letter from the manufacturer describing that they are the only provider in our area that sells this product, supporting the Department's recommendation for sole-source procurement. Staff found options for refurbished or used equipment during our research, but warranties may not apply, and on-site service wouldn't be available or replacement equipment, etc.

Because of the specialized nature of EMS, cardiac monitors/defibrillators that support our policies, procedures, transmissions and, quality improvement includes high performance CPR reports, 12 lead acquisition and transmission, along with a user-friendly interface require an intuitive and reliable monitor. Since the monitors need to last 6-8 years, we also looked at future needs in monitoring that are in process currently, e.g. carbon monoxide monitoring. Any purchase this significant must be reliable due to medical liability reasons. To purchase new and

not refurbished or used equipment, Physio-Control/Stryker is the only distributor on the West Coast.

LifePak 15 is the only product that meets the PAFD's operational needs: FDA approved, durable, and seamless data transmissions to patient care application(s). This includes Bluetooth and cellular modems to allow a seamless interface with our patient care report and redundancy for transmission to the receiving facilities with critical cardiac patients. In emergency situations, a three-step procedure vs a six-step procedure will make a significant difference in time and simplicity when working on the patient's behalf for a positive outcome. LifePak device and its accessories are exclusively available from Physio-Control/Stryker; thus, solicitations of bids or proposals would be impracticable. The current device in use is a LifePak 15, so all crews are familiar with and trained on this device. This allows for a seamless upgrade without further need for training.

The LifePak 15 Monitor is compatible with Stanford's existing LifeNet system. LifeNet is an FDA approved STEMI (Heart Attack) management system. This proprietary technology makes possible advance protocol activations and patient care decisions when time to treatment is critical to survival. This purchase will continue to allow the best use of the present system. LifePak 15 monitors are made and distributed exclusively by Physio-Control/Stryker.

The LifePak 15 monitor is subject to rigorous testing so that the device will be useful for many years. However, rapid technological innovation limits the useful life of all modern medical devices. The American Hospital Association suggests a 5-year useful life expectancy for monitor defibrillators. Physio-Control/Stryker, the manufacturer of the LifePak 15, recommends adopting a 6-8-year useful life expectancy for this device.

This purchase will include a 5-year service and maintenance contract to ensure reliable device operation for at least that length of time. The expected length of the contract would be from time of deployment for 6 years, to run from 2020-2026, including first year service with purchase and a 5-year service agreement.

Timeline

Attachment B shows the quote for purchase of the new monitors and trade-in of the old monitors is in effect until February 29, 2020. This would realize the best price for the trade-in of the older models at the price of \$5,000 each. This quote was extended an extra two months beyond December 2019 due to Palo Alto's internal process and allow enough time to create a PO. If the timeline passes without an issued PO, the trade-in value could be reduced to \$2,500 each. This would reduce the value by \$45,000. The current warranties on the older monitors will expire by the end of the year 2020 and would need to be extended. Staff recommends Council approve processing the PO before the end of February 2020 to retain the current value.

Resource Impact

Funds for this contract is available in the Cardiac Monitor Replacement Project (FD-20000). No further funding is necessary for this project.

Stakeholder Engagement

Stakeholder engagement for this project consisted of the request for quotations and bidding process described above. No public engagement was deemed necessary since the request is for purchase of equipment only.

Environmental Review

This purchase of equipment does not meet the definition of a project under Section 21065 of the California Public Resources Code since it will not result in a direct physical change in the environment, or a reasonably foreseeable indirect physical change in the environment.

Attachments:

- Attachment A: Palo Alto FD LP15 procure quote
- Attachment B: Palo Alto FD LP15 quote
- Attachment C: 2019.07.Sole source letter

**LP15s**

Quote Number: 10081020
 Version: 1
 Prepared For: CITY OF PALO ALTO FIRE DEPT
 Attn:

Remit to: P.O. Box 93308
 Chicago, IL 60673-3308
 Rep: Antonella Bondi
 Email: antonella.bondi@stryker.com
 Phone Number:

Quote Date: 12/10/2019
 Expiration Date: 02/28/2020

Delivery Address

Name: CITY OF PALO ALTO FIRE DEPT

Account #: 1200423

Address: 2675 HANOVER DR
 PALO ALTO
 California 94301

End User - Shipping - Billing

Name: CITY OF PALO ALTO FIRE DEPT

Account #: 1200423

Address: 2675 HANOVER DR
 PALO ALTO
 California 94301

Bill To Account

Name: CITY OF PALO ALTO

Account #: 1187037

Address: PO BOX 10250
 PALO ALTO
 California 94303

ProCare Products:

#	Product	Description	Years	Qty	Sell Price	Total
23.1	78000008	On Site Prevent for LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT.	5	20	\$7,650.00	\$153,000.00
ProCare Total:						\$153,000.00

Price Totals:

Prices: In effect for 60 days.

Terms: Net 30 Days

Ask your Stryker Sales Rep about our flexible financing options.

 AUTHORIZED CUSTOMER SIGNATURE



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Bill To Account

Name: CITY OF PALO ALTO

Account #: 1187037

Address: PO BOX 10250
PALO ALTO
California 94303

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99577-001957	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, NIBP, 12-Lead ECG, EtCO2, BT.	20	\$26,770.00	\$535,400.00
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	20	\$0.00	\$0.00
3.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	80	\$294.00	\$23,520.00
4.0	11140-000015	AC power cord	12	\$58.10	\$697.20
5.0	11140-000052	LP15 REDI-CHARGE Adapter Tray	12	\$152.60	\$1,831.20
6.0	11141-000115	REDI-CHARGE Base (power cord not included)	12	\$1,123.50	\$13,482.00
7.0	11160-000011	NIBP Cuff-Reusable, Infant	20	\$16.10	\$322.00
8.0	11160-000013	NIBP Cuff-Reusable, Child	20	\$18.20	\$364.00
9.0	11160-000015	NIBP Cuff-Reusable, Adult	20	\$22.40	\$448.00
10.0	11160-000017	NIBP Cuff -Reusable, Large Adult	20	\$25.20	\$504.00
11.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	20	\$35.70	\$714.00
12.0	11220-000028	LIFEPAK 15 Carry case top pouch	20	\$42.70	\$854.00
13.0	11260-000039	LIFEPAK 15 Carry case back pouch	20	\$60.90	\$1,218.00
14.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	20	\$235.90	\$4,718.00
15.0	11996-000474	4G Modem: Verizon Cellular (for use on customer data plan; purchased separately)	2	\$843.50	\$1,687.00



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#	Product	Description	Qty	Sell Price	Total
17.0	11171-000046	Masimo™M-LNCS® DCI, Adult Reusable SpO2 only Sensor. For use with RC Patient Cable.	40	\$210.70	\$8,428.00
18.0	11996-000339	Masimo™;Rainbow™; Adhesive SpO2, SpCO, SpMet Sensor - Adult. Box of 10. For use with RC Patient Cable.	5	\$500.50	\$2,502.50
19.0	11996-000341	Masimo™;Rainbow™; Adhesive SpO2, SpCO, SpMet Sensor - Neonatal/Adult. Box of 10. For use with RC Patient Cable.	5	\$500.50	\$2,502.50
20.0	11996-000081	FilterLine Set Adult/Pediatric (box of 25)	2	\$200.20	\$400.40
21.0	11996-000163	SmartCapnoLine Plus w/O2 delivery - Adult/Intermediate patients>44lbs, 25/box	2	\$249.90	\$499.80
22.0	11996-000128	SmartCapnoLine w/O2 delivery - Pediatric patients <44lbs (box of 25)	2	\$303.80	\$607.60
Equipment Total:					\$600,700.20

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
50994-000105	Trade in of LIFEPAK 15 4+ features towards the purchase of a Stryker device	18	-\$5,000.00	-\$90,000.00

Price Totals:

Estimated Sales Tax (9.000%):	\$45,963.02
Freight/Shipping:	\$0.00
Grand Total:	\$556,663.22

Prices: In effect for 60 days.

Terms: Net 30 Days

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DENDING APPROVAL

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.

Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.

Terms: Net 30 days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-Stryker.

In the event of any conflict between Stryker Medical's Standard Terms and Conditions and any other terms and conditions, as may be included in any purchase order or purchase contract, Stryker's terms and conditions shall govern.

Cancellation and Return Policy: In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.

Physio-Control, Inc. | Lifesaving starts here.™

ADDRESS

11811 Willows Road NE
Redmond, WA 98052

PHONE

GENERAL
425 867 4000

TOLL-FREE
800 442 1142

www.physio-control.com

Dear Customer,

Physio-Control, Inc. is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® Chest Compression Systems
- TrueCPR™ Coaching Devices

Physio-Control, Inc. is the sole-source provider in all markets for the following products & services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® System and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK® defibrillator/monitors

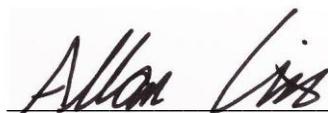
Physio-Control is also the sole source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH® MAC EMS Video Laryngoscope
- McGRATH® MAC Disposable Laryngoscope Blades
- McGRATH® X Blade™

Physio-Control does not authorize any resellers to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products. If you have questions, please feel free to contact your local Physio-Control sales representative at 800.442.1142.

Best regards,

PHYSIO-CONTROL, INC.



Allan Criss
Vice-President, Americas Sales