

REPORT TO THE CITY COUNCIL

City of Salinas, California

DATE: September 13, 2016

FROM: Edmond Rodriguez, Fire Chief

BY: Scott Houchin, EMS Officer

SUBJECT: **PURCHASE OF LIFEPAK 15 CARDIAC MONITORS**

RECOMMENDATION:

It is recommended that the City Council approve a resolution authorizing the cooperative purchase of two additional LIFEPAK® 15 cardiac monitor/defibrillators from American Medical Response (AMR) in the amount of \$54,257.06.

DISCUSSION:

The addition of a second Advanced Life Support (ALS) Truck Company, and the planned addition of a new ALS Squad, necessitates the purchase of two more LIFEPAK® 15 monitor/defibrillators. These devices will also support special event standbys, the Tactical Paramedic program, and out of county strike team responses.

Interoperability and equipment standardization are key elements in the provision of high quality prehospital care. The contracted ambulance transport provider, American Medical Response (AMR), exclusively uses the LIFEPAK®15 monitor/defibrillator and is required to make their discounted purchase price available to first-responder agencies in Monterey County. In specific, the ambulance service provider agreement between the County of Monterey and AMR provides, as follows:

Section 11.1.2.1 Cooperative Purchasing

CONTRACTOR shall allow public safety first-responder agencies participation in the County EMS system to purchase disposable and reusable clinical supplies, pharmaceuticals, equipment, and capital items through the CONTRACTORS purchasing material management system. The County shall not require CONTRACTOR to stock or provide items that it does not normally use in its contractual obligations. CONTRACTOR shall describe the procedures for first-response agencies to utilize the services, in a written policy submitted to the County. The policy shall include (if any) charges in the addition to the CONTRACTORS actual cost for purchasing and handling such transactions.

The purchasing power of AMR provides the City of Salinas with the opportunity to save approximately \$6,000 with the acquisition of two (2) LIFEPAK® 15 monitor/defibrillators. The manufacturer government contract price for a single LIFEPAK® 15 monitor/defibrillator is in excess of \$30,000. AMR has performed a nationwide RFP for monitors/defibrillators resulting in the a total per unit price of \$27,128.53 for the Salinas Fire Department specifications.

In accordance with the existing contract, these are being purchased through a cooperative purchasing process, though the City Council is being asked to utilize its authority under Salinas Municipal Code sections 12-27 and 12-28.080.

The complete AMR invoice price for two (2) LIFEPAK® 15 monitor/defibrillators including sales tax, shipping-handling, and required peripheral devices totals: \$54,257.06.

In addition to the discounted price offered by AMR, the City of Salinas also realizes free annual maintenance at a cost savings of \$6,000 per unit.

ISSUE:

Shall the City Council approve the purchase of two (2) LIFEPAK® 15 monitor/defibrillator using available CSA 74 funds?

FISCAL IMPACT:

There are sufficient funds in the CSA 74 account for this purchase. CSA 74 funds may only be utilized for training, education, supplies, equipment, equipment services, outside contracted EMS services, and the direct administrative support required for EMS programs per the signed MOU with the Monterey County EMS Agency.

TIME CONSIDERATIONS:

The contracted purchase price may escalate with new model specification.

ALTERNATIVES/IMPLICATIONS:

The City Council may choose to not approve the purchase as submitted. This action will limit the emergency medical response capability when only selected apparatus is capable of providing paramedic level services.

CITY COUNCIL GOALS:

The recommendation supports the goals of “Safe, Livable community” and “Quality of Life”.

CONCLUSIONS:

The purchase of two additional LIFEPAK® 15 monitor/defibrillators provides paramedic equipment for emergency response apparatus and other operational commitments requiring a paramedic unit, sustaining the highest level of prehospital care to the citizens of Salinas.

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Distribution:
City Attorney
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Back Up Pages:
Resolution
Quote – AMR

RESOLUTION NO. _____ (N.C.S.)

**RESOLUTION AUTHORIZING THE DIRECT PURCHASE OF
LIFEPAK 15 CARDIAC MONITORS THROUGH THE COUNTY OF MONTEREY
AMBULANCE SERVICE PROVIDER CONTRACT**

WHEREAS, the Fire Department is recommending the purchase of LIFEPAK® 15 cardiac monitors; and

WHEREAS, the LIFEPAK® 15 can be purchased from the RFP through the County of Monterey ambulance contract at a significant savings; and

WHEREAS, staff has found that it is in the best interest of the City to utilize the purchasing power of the ambulance contract; and

WHEREAS, Council has the authority under Salinas Municipal Code Section 12-27 to authorize purchases without notice, advertisement or competitive bidding and Salinas Municipal Code section 12-28.080 without application of the local purchasing preference; and

NOW, THEREFORE, BE IT RESOLVED that the Salinas City Council hereby authorizes the purchasing officer to purchase two LIFEPAK® 15 cardiac monitors at a cost of \$54,257.06 utilizing the Monterey County Ambulance Contract.

PASSED AND APPROVED this 13th day of September, 2016, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

APPROVED:

Joe Gunter, Mayor

ATTEST:

Patricia M. Barajas, City Clerk