



City of Grand Island

Tuesday, November 9, 2021

Council Session

Item G-8

#2021-306 - Approving Stryker Medical Equipment Maintenance Agreement

Staff Contact: Cory Schmidt, Fire Chief

Council Agenda Memo

From: Fire Chief Cory Schmidt

Meeting: November 9, 2021

Subject: Stryker Medical Equipment Maintenance Agreement

Presenter(s): Fire Division Chief Russ Blackburn

Background

The Grand Island Fire Department uses seven Stryker LifePak 15 vital sign monitors and three Stryker Lucas Devices on its ambulances and eleven Stryker LifePak 1000 automatic external defibrillators on the engines and staff cars to treat patients with cardiac problems or in cardiac arrest. State regulations of Licensure of Emergency Medical Services, 17 NAC 12 004.04 (C) mandates that equipment be maintained according to manufacturer's recommendations. As the manufacturer, Stryker's recommendation is their yearly inspection and maintenance program. Stryker is the sole provider of their service.

Discussion

The City Council has approved many of these maintenance agreements in the past. This agreement is the first one with all of the 'treatment' equipment in one document. The terms of the agreement are four years of annual inspections and maintenance for the twenty-one pieces of medical equipment for \$68,097.60 paid as yearly installments of \$17,024.40.

Alternatives

It appears that the Council has the following alternatives concerning the issue at hand. The Council may:

1. Move to approve
2. Refer the issue to a Committee
3. Postpone the issue to future date
4. Take no action on the issue

Recommendation

City Administration recommends that the Council approve the four year maintenance agreement with Stryker Corporation for the maintenance of the vital sign monitors, automatic cardiac defibrillators, and Lucas Devices at a total cost of \$68,097.60 for four years.

Sample Motion

Move to approve the four year maintenance contract with Stryker Corporation for the maintenance of the vital sign monitors, automatic cardiac defibrillators, and Lucas Devices at a total cost of \$68,097.60 for four years.

Sales Rep Name: Scott Pufahl
ProCare Service Rep: Jeremy Stevens

3800 E. Centre Ave
Portage, MI 49009

Date: 10/20/2021
ID #: 211020211546

PROCARE PROPOSAL SUBMITTED TO:

Billing Acc Num: 1071466
Shipping Acct Num: 1238849
Account Name: City of Grand Island Fir
Account Address: PO Box 1968
City, State Zip: Grand Island, NE 68802

Name: Russ Blackburn
Title: Chief
Phone: (308) 385-5444
Email: rblackburn@grand-island.com

PROCARE COVERAGE

Item No.	Model Number	Model Description	ProCare Program	Qty	Yrs		Total
1	LP1000	LifePak 1000	LP1000 PM Only Onsite	11	4		\$17,424.00
2	LP15	LifePak 15	LP15 Protect Ship In w Onsite PM	7	4		\$37,699.20
3	LUCAS	LUCAS	LUCAS Protect Ship In w Onsite PM	3	4		\$12,974.40

PROGRAM INCLUDES:**LP1000 PM Only Onsite:**

- Update software to the most current version
 - Check all batteries and battery pins
 - Inspect the integrity of accessories and recommend replacement as needed
 - Test the integrity of all cables and recommend replacement as needed
 - Electrical safety check in accordance with NFPA guidelines
 - Computer-aided diagnostics to verify the unit functions accurately, including waveform shape and defibrillation energy
 - Replace up to 1 battery pack in accordance with the device operating instructions or upon battery failure
 - Replace 1 set of expired adult therapy electrodes at scheduled time of service
- ** (Onsite PM or Depot Depending on Agreement) **

LP15 Protect Ship In w Onsite PM:

- Repairs (parts and labor) to restore equipment to manufacturer specifications
 - LIFEPAK battery-charger repair or replacement as deemed necessary by Stryker*
 - Power-adaptor repair or replacement
 - Replace up to 3 lithium-ion batteries in accordance with the device operating instructions or upon failure*
 - Replace up to 1 coin cell memory battery in accordance with the device operating instructions or upon failure*
 - Update software to the most current version
 - Check all batteries and battery pins
 - Inspect the integrity of accessories and recommend replacement as needed
 - Test the integrity of all cables and recommend replacement as needed
 - Electrical safety check in accordance with NFPA guidelines
 - Computer-aided diagnostics to test 30 device dimensions and verify the unit functions accurately, from waveform shape and defibrillation energy to pacing current and capnography readings (if present)
 - Check electrode expiration dates and recommend replacement as needed
 - Check printer operation and trace quality
- ** (Onsite PM or Depot Depending on Agreement) **

LUCAS Protect Ship In w Onsite PM:

- Repairs (parts and labor) to restore equipment to manufacturer specifications
 - LIFEPAK battery-charger repair or replacement as deemed necessary by Stryker*
 - Power-adaptor repair or replacement
 - Replace up to 3 lithium-ion batteries in accordance with the device operating instructions or upon failure*
 - Replace up to 1 coin cell memory battery in accordance with the device operating instructions or upon failure*
 - Update software to the most current version
 - Check all batteries and battery pins
 - Inspect the integrity of accessories and recommend replacement as needed
 - Test the integrity of all cables and recommend replacement as needed
 - Electrical safety check in accordance with NFPA guidelines
 - Computer-aided diagnostics to test 30 device dimensions and verify the unit functions accurately, from waveform shape and defibrillation energy to pacing current and capnography readings (if present)
 - Check electrode expiration dates and recommend replacement as needed
 - Check printer operation and trace quality
- ** (Onsite PM or Depot Depending on Agreement) **

Unless otherwise stated on contract, payment is expected upfront.

Annual Payments \$17,024.40

See below for complete payment schedule

ProCare Total \$68,097.60

FINAL TOTAL \$68,097.60

Start Date: 10/12/2021
End Date: 10/11/2025

Scott Pufahl 10/26/21
Stryker Signature Date

Customer Signature Date

The Terms and Conditions of this quote and any subsequent purchase order of the Customer are governed by the Terms and Conditions located at <https://techweb.stryker.com>

The terms and conditions referenced in the immediately preceding sentence do not apply where Customer and Stryker are parties to a Master Service Agreement.

Purchase Order Number

If contract is over \$5,000 please send hard copy PO

COMMENTS:

Please email signed Proposal and Purchase Order to procarecoordinators@stryker.com.

All information contained within this quotation is considered confidential and proprietary and is not subject to public disclosure.

**Quote pricing valid for 30 days.

PAYMENT SCHEDULE

<u>Date</u>	<u>Payment</u>		<u>Int Paid</u>		<u>Prin. Remaining</u>		<u>Balance</u>
Starting Balance						\$	68,097.60
10/1/2021	\$	17,024.40	\$	-	\$	51,073.20	\$ 51,073.20
10/1/2022	\$	17,024.40	\$	-	\$	34,048.80	\$ 34,048.80
10/1/2023	\$	17,024.40	\$	-	\$	17,024.40	\$ 17,024.40
10/1/2024	\$	17,024.40	\$	-	\$	-	\$ -

SERIAL NUMBER SHEET			
Item No.	Model	Serial Number	Program
1	LP1000	41644395	LP1000 PM Only Onsite
2	LP1000	41644396	LP1000 PM Only Onsite
3	LP1000	40696087	LP1000 PM Only Onsite
4	LP1000	40696088	LP1000 PM Only Onsite
5	LP1000	40486841	LP1000 PM Only Onsite
6	LP1000	40486842	LP1000 PM Only Onsite
7	LP1000	40486846	LP1000 PM Only Onsite
8	LP1000	40486847	LP1000 PM Only Onsite
9	LP1000	40486844	LP1000 PM Only Onsite
10	LP1000	40486843	LP1000 PM Only Onsite
11	LP1000	40486845	LP1000 PM Only Onsite
12	LP15	45070470	LP15 Protect Ship In w Onsite PM
13	LP15	45069521	LP15 Protect Ship In w Onsite PM
14	LP15	45069511	LP15 Protect Ship In w Onsite PM
15	LP15	45063700	LP15 Protect Ship In w Onsite PM
16	LP15	45063483	LP15 Protect Ship In w Onsite PM
17	LP15	43537943	LP15 Protect Ship In w Onsite PM
18	LP15	45074243	LP15 Protect Ship In w Onsite PM
19	LUCAS	35172804	LUCAS Protect Ship In w Onsite PM
20	LUCAS	3015D741	LUCAS Protect Ship In w Onsite PM
21	LUCAS	3015D739	LUCAS Protect Ship In w Onsite PM

Purchase Order Form



Account Manager _____
Cell Phone _____

Purchase Order Date _____
Expected Delivery Date _____
Stryker Quote Number 211020211546

Check box if Billing same as Shipping ☐

BILL TO		CUSTOMER #
Billing Account Num	1071466	
Company Name		
Contact or Department		
Street Address		
Addt'l Address Line		
City, ST ZIP		
Phone		

SHIP TO		CUSTOMER #
Shipping Account Num	1238849	
Company Name	City of Grand Island Fir	
Contact or Department	Russ Blackburn	
Street Address	PO Box 1968	
Addt'l Address Line		
City, ST ZIP	Grand Island, NE 68802	
Phone	(308) 385-5444	

Authorized Customer Initials _____

Authorized Customer Initials _____

DESCRIPTION	QTY	TOTAL
REFERENCE QUOTE <input type="text"/>	<input type="text"/>	<input type="text"/>

Accounts Payable Contact Information

Name _____
Email _____
Phone _____

Stryker Terms and Conditions
www.strykeremergencycare.com/terms

Authorized Customer Signature

Printed Name _____
Title _____
Signature _____
Date _____

Attachment Stryker Quote Number 211020211546

*Sales or use taxes on domestic (USA) deliveries will be invoiced in addition to the price of the goods and services on the Stryker Quote.

LIFEPAK[®] 15 service

Stryker has been notified by our global parts providers that some components used on certain LIFEPAK 15 monitor/defibrillator models (Part Numbers beginning with V15-2) are no longer available in the market. Service on the LIFEPAK 15 with Part Number beginning with v15-5 or v15-7 is unaffected.

Stryker will continue to offer service support for this subset of the LIFEPAK 15 as follows:

- All service parts with available inventory can be purchased by our end users
- Transactional service (time and material) is available for non-contract customers
 - o If a component has failed on your device, your local Sales Representative should be contacted for support
- Contractual service
 - o Stryker will continue to offer contractual service on a yearly basis only
 - o Preventive maintenance will continue to be done on devices less than eight (8) years old. After this point, we will cease to conduct preventative maintenance and shift to device inspections
 - o If a component fails on your device, please contact your local Sales Representative for support. A pro-rated credit for any pre-paid service will be provided should a unit become non-serviceable due to part availability

It is important to note that the LIFEPAK 15 has an expected life of eight (8) years from the date of manufacture. If you are uncertain of the manufacture date of your products, please contact your local Sales Representative for a full fleet assessment.

We want to ensure the highest quality products and services for our customers. As such, it is important to know that Stryker is the only FDA-approved service provider for our products. We do not contract with third party service providers, nor will we be providing them with any additional parts for these repairs. As such, we cannot guarantee the safety and efficacy of any device that is repaired by a third-party service agency.

RESOLUTION 2021-306

WHEREAS, the Grand Island Fire Department uses seven vital sign monitors, eleven automatic external defibrillators, and three Lucas Devices to treat patients with cardiac problems or that are in cardiac arrest; and

WHEREAS, state regulations of Emergency Medical Services mandate that equipment on be maintained according to manufacturer's recommendations; and

WHEREAS, Stryker Corporation of Portage, Michigan is the sole recommended maintenance provider, and

WHEREAS, the proposed four year maintenance agreement between Stryker Corporation and the City of Grand Island Fire Department has a total cost of \$68,097.60, with annual payments of \$17,024.40 per year.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND COUNCIL OF THE CITY OF GRAND ISLAND, NEBRASKA, that the service agreement between the City of Grand Island Fire Department and Stryker Corporation be approved.

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Adopted by the City Council of the City of Grand Island, Nebraska, November 9, 2021.

Roger G. Steele, Mayor

Attest:

RaNae Edwards, City Clerk

Approved as to Form	☐ _____
November 6, 2021	☐ City Attorney