



City of Grand Island

Tuesday, February 08, 2005

Council Session

Item G11

**#2005-39 - Approving Bid Award for Cardiac Monitors for the
Grand Island Fire Department**

Staff Contact: Terry Leslie, Jim Rowell

Council Agenda Memo

From: Terry Leslie, EMS Division Chief
Meeting: February 8, 2005
Subject: Cardiac Monitor Bid
Item #'s: G-11
Presenter(s): Terry Leslie, EMS Division Chief
Jim Rowell, Fire Chief

Background

Cardiac monitors are utilized at emergency medical scenes to evaluate the patient's heart activity and provide emergency defibrillation, synchronized cardioversion, and external pacemaker therapy, as needed. Cardiac monitors developed over the last several years have the capability of allowing one cardiac monitor to be used by emergency care providers with differing levels of training instead of each level of training needing a different cardiac monitor. These monitors also utilize an alternative technology which is purported to be more effective in correcting ventricular fibrillation, the most common heart rhythm associated with cardiac arrest. This technology is recommended by a cardiologist in Grand Island. The Grand Island Fire Department (GIFD) has an assortment of cardiac monitors on its Engine Companies, which are first response vehicles, and its ambulances. GIFD utilizes six different models of monitors from two different manufacturers. These six different models require three different battery types to operate, three different battery charging systems, and four different non-interchangeable styles of adult size electrodes, each of which have a specific shelf life.

Discussion

On December 22, 2004, the Fire Department advertised for bids for cardiac monitors. There were two potential bidders. Two bids were received and opened on January 4, 2005. Medtronic Physio-Control of Redmond, WA is in compliance with the specifications and with no exceptions. There are sufficient funds available to purchase a total of six cardiac monitors at a total cost of \$62,330.

The transition to one model of cardiac monitor will eliminate the necessity of more than one monitor on the same apparatus due to personnel having different levels of training. Patient care may be transferred from personnel on one apparatus to another quicker and with less cost by using the same electrodes. Further operational cost savings will be gained by having one style of battery and battery charging system.

The choice between the two bids has been difficult, as GIFD has both models. Both models provide similar features and preference is evenly divided between personnel using them in the field.

I recommend the bid from Medtronic Physio Control be accepted for two reasons:

1. Although the bids have been competitive, Medtronic appears to be consistently able to provide individual monitors less expensively.
2. The suction machines used by GIFD to clear airways of vomiting patients, also, use the same style of batteries and charging systems used by Medtronic monitors. This will allow GIFD to transition to one battery style and charging system for its monitors and suction machines, one style cardiac monitor and electrodes able to be used by EMT-Basics and EMT-Paramedics, alike.

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 purchase of six cardiac monitors from Medtronic Physio-Control of Redmond, Washington.

Sample Motion

Move to approve six cardiac monitors from Medtronic Physio-Control of Redmond, Washington in the total amount of \$62,330.00.



Dale M. Shotkoski, Assistant City Attorney

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BID OPENING

BID OPENING DATE: January 4, 2005 at 11:00 a.m.
FOR: (3) Cardiac Monitors
DEPARTMENT: Fire
ESTIMATE: \$63,000.00
FUND/ACCOUNT: 10022102-85615
PUBLICATION DATE: December 22, 2004
NO. POTENTIAL BIDDERS: 2

SUMMARY

Bidder:	<u>Medtronic Physio-Control</u> Redmond, WA	<u>Zoll Medical Corporation</u> Chelmsford, MA
Bid Security:	Safeco Ins. Co.	Western Surety Company
Exceptions:	None	None
Bid Price:		
Cardiac Monitor Item #1	\$7,145.00 per unit	\$8,859.60/\$10,277.50
Cardiac Monitor Item #2	\$16,245.00 per unit	\$18,718.80/\$24,634.50 (trade-in options additional)

cc: Jim Rowell, Fire Chief
Chris Hoffman, Fire Secretary
Dale Shotkoski, Purchasing Agent

Terry Leslie, EMS Division Chief
Gary Greer, City Administrator
Laura Berthelsen, Legal Assistant

RESOLUTION 2005-39

WHEREAS, the City of Grand Island invited sealed bids for at least Three Cardiac Monitors for the Fire Department, according to plans and specifications on file with the City Clerk; and

WHEREAS, on January 4, 2005, bids were received, opened and reviewed; and

WHEREAS, Medtronic Physio-Control of Redmond, Washington, submitted a bid in accordance with the terms of the advertisement of bids and plans and specifications and all other statutory requirements contained therein, such bid being in the amount of \$7,145 for a basic cardiac monitor unit and \$16,245 for a cardiac unit with additional features including 12 lead ECG capabilities, oxygen and carbon dioxide monitoring capabilities and an automatic blood pressure cuff.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND COUNCIL OF THE CITY OF GRAND ISLAND, NEBRASKA, that the bid of Medtronic Physio-Control of Redmond, Washington, in the total amount of \$62,330 for four basic cardiac monitor units and two premium cardiac monitor units as identified above is hereby approved as the lowest responsible bid.

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Adopted by the City Council of the City of Grand Island, Nebraska, February 8, 2005.

RaNae Edwards, City Clerk