



City of Grand Island

Tuesday, May 11, 2010

Council Session

Item G12

#2010-131 - Approving Bid Award for (3) Cardiac Monitors

Staff Contact: Troy Hughes

Council Agenda Memo

From: James Wohlers, Fire Division Chief (interim)

Meeting: May 11, 2010

Subject: Cardiac Monitors

Item #'s: G-12

Presenter(s): Troy Hughes, Fire Chief
James Wohlers, Fire Division 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. The Grand Island Fire Department (GIFD) has an assortment of cardiac monitors on its emergency response vehicles. GIFD has three different models of cardiac monitors of two different brands. This assortment of cardiac monitors require training on each brand and type, two different charging systems, and stocking of two different types of electrodes and defibrillator patches.

Discussion

On April 9, 2010 the Fire Department advertised for bids for cardiac monitors. The City of Grand Island received six bids. The bids were opened on April 28 at 2:00 pm with prices ranging from \$10,775.00 to \$23,558.30 for one unit. Foremost Equipment of Rochester, New York was the lowest responsive bidder at \$10,775 per unit that is in compliance with the specifications. Foremost also offered \$1,000 trade in value for each of the three Zoll cardiac monitors currently owned by GIFD. These three monitors will become surplus following this purchase, so trading them in is appropriate to lessen the overall cost. The total purchase price is \$32,325 less \$3,000 trade in value for a cash outlay of \$29,325. There are sufficient funds remaining in the current budget to complete this purchase.

The transition to multi-skill level use model of cardiac monitor will eliminate the necessity of carrying multiple monitors on the same apparatus. Patient care transferred from personnel on one apparatus to another will gain efficiency due to the interoperability of the same electrodes. Further operational cost savings will be gained by having one style of battery and one style of battery charging system. These proposed monitors are also equipped with capnography which the three being replaced do not have.

The bid from Foremost Equipment is recommended primarily for the following reasons:

1. Foremost Equipment is the least expensive of all the bids.
2. Added value is gained by having batteries interchange between cardiac monitors and suction devices.
3. In-service training demands related to cardiac monitors is lessened by only having to provide training on one cardiac monitor style versus three.
4. Capnography capability will be available on all GFD response units.

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 moves to approve the purchase of three (3) cardiac monitors to Foremost Equipment of Rochester, New York for \$32,325 less \$3,000 trade in value for a cash outlay of \$29,325.

Sample Motion

Move to approve.

Purchasing Division of Legal Department
INTEROFFICE MEMORANDUM



Dale Shotkoski, Purchasing Agent

*Working Together for a
Better Tomorrow, Today*

BID OPENING

BID OPENING DATE: April 28, 2010 at 2:00 p.m.
FOR: (3) Cardiac Monitors
DEPARTMENT: Fire
ESTIMATE: \$39,000.00
FUND/ACCOUNT: 10022102-85615
PUBLICATION DATE: April 9, 2010
NO. POTENTIAL BIDDERS: 6

SUMMARY

Bidder:	<u>Foremost Equipment</u> Rochester, NY	<u>Bound Tree Medical LLC</u> Dublin, OH
Exceptions:	Noted	None
Bid Price:	\$10,775.00 each	\$19,513.58 each
Less Trade In:	\$1000.00 each - Zoll "M" Series	None
Bidder:	<u>Zoll Medical</u> Chelmsford, MA	<u>Zoll Medical – Option 2</u> Chelmsford, MA
Exceptions:	Noted	Noted
Bid Price:	\$23,558.30 each	\$19,705.00 each
Less Trade In:	\$500.00 each – LifePak \$3,000.00 each – Zoll "M" Series	\$500.00 each - LifePak \$3,000.00 each – Zoll "M" Series
Bidder:	<u>Enerspect Medical Solutions</u> Henderson, NV	<u>Medtronic ERS</u> Redmond, WA
Exceptions:	None	Noted

Bid Price: \$20,692.47 each
Less Trade In: \$1,000.00 each - LifePak
\$2,500.00 each Zoll "M" Series

\$16,998.00 each
\$1,000.00 each – LifePak
\$1,000.00 each – Zoll "M" Series

cc: Troy Hughes, Fire Chief
Dale Shotkoski, City Attorney
Jeff Pederson, City Administrator

James Wohlers, EMS Division Chief
Chris Hoffman, Fire Admin. Assist.

P1410

RESOLUTION 2010-131

WHEREAS, the City of Grand Island invited sealed bids for three (3) cardiac monitors, according to plans and specifications on file with the City Clerk; and

WHEREAS, on April 28, 2010, bids were received, opened and reviewed; and

WHEREAS, Foremost Equipment of Rochester, New York, 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 \$32,325 and a \$1,000/monitor trade in for three Zoll cardiac monitors currently owned by the Grand Island Fire Department; and

WHEREAS, the bid of Foremost Equipment is less than the estimate for the three (3) cardiac monitors, and

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND COUNCIL OF THE CITY OF GRAND ISLAND, NEBRASKA, that the bid of Foremost Equipment of Rochester, New York in the total amount of \$29,325 after trade-in for three (3) cardiac monitors is hereby approved as the lowest responsible bid.

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Adopted by the City Council of the City of Grand Island, Nebraska, May 11, 2010.

Margaret Hornady, Mayor

Attest:

RaNae Edwards, City Clerk