



Office of the City Manager

CONSENT CALENDAR
October 29, 2024

To: Honorable Mayor and Members of the City Council
 From: Paul Buddenhagen, City Manager
 Submitted by: David Sprague, Fire Chief
 Subject: Purchase Order: ZOLL Medical Corporation for ECG Monitor/Defibrillators

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a Purchase Order and any amendments with ZOLL Medical Corporation to purchase a new fleet of 40 Advanced Life Support (ALS) Electrocardiogram (ECG) Monitor/Defibrillators, associated equipment and maintenance in an amount not to exceed \$2,832,950 for not more than seven (7) years.

FISCAL IMPACTS OF RECOMMENDATION

All funds required to pay for this purchase are in the Department's baseline operating budget. Funding sources include but are not limited to Measure GG, Measure FF, UC Settlement, and the General Fund.

CURRENT SITUATION AND ITS EFFECTS

The current fleet of Advanced Life Support (ALS) ECG Monitor/Defibrillators has reached the end of its service life and needs to be replaced. The fleet of apparatus that require monitors has expanded; the Department is running multiple entry level academies for the new City classification of Paramedic, each of which require the dedication of four monitors; and the Department is now outfitting all reserve apparatus with the equipment they need to be placed in-service. Each responding paramedic staffed apparatus (fire engine, fire truck and ambulance) is required by the Alameda County Local EMS Authority (LEMSA) to carry an ALS ECG Monitor / Defibrillator. The Department currently carries ZOLL ECG's on every piece of suppression and transport apparatus to meet this requirement. The Department has used the Zoll ALS ECG Monitor/Defibrillators since 2017.

The cooperative purchasing entity Sourcewell, a State of Minnesota local government unit and service cooperative, opened (RFP #041823) on April 18th, 2023 to procure "Critical Care and EMS Equipment" for use by its participating entities. The published Request for Proposal (RFP) allows for participating entities, such as the City of Berkeley, to utilize Sourcewell's RFP to "piggy-back" off the resulting agreement. A

contract was awarded to ZOLL on October 10th, 2023. The City will piggyback on the Sourcewell contract with ZOLL Medical for ECG Monitor/Defibrillators.

BACKGROUND

In 2017 the Fire Department (Department) conducted a comprehensive Request for Proposal (RFP) process and selected ZOLL Medical Corporation. On May 2, 2017 the City Council approved resolution #69-933-N.S. to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase and maintenance of twenty-six Advanced Life Support (ALS) ECG Monitor/Defibrillators for emergency response vehicles in an amount not to exceed \$780,491.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

There are no identifiable environmental effects or opportunities associated with the action requested in this report.

RATIONALE FOR RECOMMENDATION

A competitive process was conducted by Sourcewell. The Zoll monitors have performed well and there is no reason to conduct a separate solicitation.

ALTERNATIVE ACTIONS CONSIDERED

None.

CONTACT PERSON

David Sprague, Fire Chief, (510) 981-3473

Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

PURCHASE ORDER: ZOLL MEDICAL CORPORATION FOR ECG
MONITOR/DEFIBRILLATORS

WHEREAS, in 2017 the Fire Department (Department) conducted a comprehensive Request for Proposal (RFP) process and selected ZOLL Medical Corporation, and

WHEREAS, on May 2, 2017 the City Council approved resolution #69-933-N.S. to execute a Purchase Order and any amendments with ZOLL Medical Corporation for the purchase and maintenance of twenty-six Advanced Life Support (ALS) Electrocardiogram (ECG) Monitor/Defibrillators for emergency response vehicles, and

WHEREAS, the Fire Department's current fleet of ALS ECG Monitor/ Defibrillators have reached the end of their service life, thus necessitating replacement, and

WHEREAS, each responding paramedic apparatus is required by the Alameda County Local EMS Authority (LEMSA) to carry an ECG Monitor / Defibrillator, and

WHEREAS, Sourcwell opened RFP #041823 on April 18, 2023 to procure Critical Care and EMS Equipment, and

WHEREAS, the Sourcwell Request for Proposal (RFP) contained provisions that permitted all members of Sourcwell to "piggy-back" off the resulting agreement, and

WHEREAS, a contract was awarded to ZOLL on October 10th, 2023.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to execute a Purchase Order and any amendments with ZOLL Medical Corporation to purchase a new fleet of 40 Advanced Life Support (ALS) ECG Monitor/Defibrillators, associated equipment and maintenance in an amount not to exceed \$2,832,950 for not more than seven (7) years.

