

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

522



FROM: FIRE

SUBMITTAL DATE:

December 5, 2012

SUBJECT: Standardization and First Amendment with ZOLL Medical Corporation

RECOMMENDED MOTION: Move that the Board of Supervisors:

1. Rescind the Standardization of the ZOLL, E-Series Advance Life Support (ALS) Cardiac Monitor/Defibrillator for the Fire Department established on February 1, 2011; and
2. Approve the Standardization of the ZOLL brand of ALS Cardiac Monitor/Defibrillators to support Fire's Advanced Life Support (ALS) delivery program for total of three (3) years; and
3. Approve and execute amendment with ZOLL Medical Corporation to include all series of ALS Cardiac Monitors/Defibrillator(s), accessories, preventative maintenance and service; and
4. Approve the Purchasing Agent's authority to increase to the previously approved amount from \$400,000 to a maximum amount of \$800,000.

BACKGROUND: (Page 2)



John R. Hawkins, County Fire Chief

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 400,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 96,000	Budget Adjustment:	No
	Annual Net County Cost:	\$ 96,000	For Fiscal Year:	12/13

SOURCE OF FUNDS: General Funds 24%, Structural Fire Taxes 32%, Contract Revenue 44%	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION: APPROVE
BY: 
Tina Grande

County Executive Office Signature

FORM APPROVED COUNTY COUNSEL
BY: NEAL R. KIPNIS
DATE: 11/31/13

PURCHASING & FLEET SERVICES
Robert Howdysnell, Director
Departmental Concurrence

Consent Policy
 Consent Policy

Dep't Recomm.:
 Per Exec. Ofc.:

Prev. Agn. Ref.: 2/1/11 3.7 District: All Agenda Number:

ATTACHMENTS FILED WITH THE CLERK OF THE BOARD

3-31

BACKGROUND: (continued)

On February 1, 2011, Agenda #3.7, the Board of Supervisors approved the standardization and sole source contract with the ZOLL Medical Corporation for E-Series ALS Cardiac Monitor/Defibrillators for five (5) years renewable in one (1) year increments. The County is entering into year three (3) of a five (5) year contract. Due to continued improvements in technology, it is more advantageous for the Department to standardize on the ZOLL brand verses the E-Series model. This will allow the Department to take into account the advancement of technology and changes in Series. The Department is evaluating the X-Series, which is compatible with the County's Public Safety Enterprise Communication System.

In February 2011, it was determined by Fire Purchasing and Fire Emergency Medical Service Bureau that cost saving could be realized by moving towards a countywide standardization. Evaluation of training, maintenance, cost savings, and recalls from the FDA were all considerations of migrating to a single manufacturer. With the advancement of technology, the Department is requesting the flexibility to purchase the Series that best fits the technology without having to continually amend Fire's standardization.

The Riverside County Fire Department and its contracted cities currently have approximately 123 ZOLL defibrillators utilized by the Paramedic Program, a quantity of 61 that are owned by the County. The remaining 62 units are owned by contract cities partners within the County. The Fire Department is moving towards a defibrillator allocation and purchase process that would allow Fire to manage the life expectancy of each defibrillator according to use. The defibrillator allocation will require an increase to the contract because the County will purchase all defibrillators used by the Fire Department and allocate the cost to the County and City/District partners.

In an effort to save costs, Fire and its City/District partners will combine purchases as opposed to purchasing defibrillators separately. In addition, Zoll has agreed to provide trade-in value for current units that are estimated to be valued at \$154,000 which will reduce total expenditures. The contract value of \$800,000 is for the full cost of every defibrillator regardless of trade-in credits.

ZOLL has submitted their pricing for 2013 which has not changed since the commencement of the contract period. ZOLL will also continue to honor their discount price to the County of Riverside of 23% off the defibrillator price list 33% off accessories.

**COUNTY OF RIVERSIDE
AMENDMENT NO. 1 TO THE AGREEMENT
WITH
ZOLL® Medical Corporation**

CONTRACTOR: ZOLL® Medical Corporation

Contract Term: February 1, 2013 thru January 31, 2014

Effective Date of Amendment: Upon Date of Board of Supervisor approval

Annual Maximum Contract Amount: \$800,000.00

The Agreement dated February 1, 2011 between Riverside County, herein referred to as COUNTY and ZOLL® Medical Corporation herein referred to as CONTRACTOR, is amended as follows:

1. COUNTY has now adopted the Standardization of the ZOLL brand Advanced Life Support (ALS) Cardiac Monitor/Defibrillator for the Fire Department, not limited to the E Series as described in the Agreement. The applicable pricing and other terms are stated in the attached letter dated January 22, 2013 from ZOLL.

2. All other terms and conditions of the Agreement are to remain unchanged.

IN WITNESS WHEREOF, the Parties hereto have caused their duly authorized representatives to execute this Amendment.

County

County of Riverside
Purchasing and Fleet Services
Riverside, CA 92501

Contractor

ZOLL® Medical Corporation
269 Mill Road
Chelmsford, MA 01824

By: _____

Name: John. J. Benoit

Title: Chairman of the Board of Supervisor

Date: _____

By: Elizabeth McCaughey

Name: Elizabeth McCaughey

Title: Contracts & Bids Manager

Date: 2-6-13

FORM APPROVED COUNTY COUNSEL

BY: _____

NEAL R. KIPNIS

DATE



269 Mill Road
Chelmsford, Massachusetts 01824-4105
978-421-9655 (main)
978-421-0025 (fax)
www.zoll.com

January 22, 2013

Riverside County Fire
Patti Guerrero
Departmental Buyer II
Fire-Purchasing
Riverside County Fire/CAL-Fire RRU

Dear Ms. Guerrero:

ZOLL® Medical is pleased to enter into year three (3) of a five (5) year contract # FPAARC-46514-001-01/14 to include X Series defibrillators at a 30% discount and related X Series accessories at a 33% discount.

ZOLL® Medical would also like to include the following trade-in schedule for Riverside County's E Series:

- Year three (3) Period of Performance February 1, 2013 thru January 1, 2014 will be worth \$6,000.00
- Year Four (4) Period of Performance February 1, 2014 thru January 1, 2015 will be worth \$5,000.00
- Year Five (5) Period of Performance February 1, 2015 thru January 1, 2016 will be worth \$4,000.00

For cumulative purchases of hardware, accessories, warranty, repairs, Preventive Maintenance service, and disposables during the year (February 1, 2013 to January 31, 2014) over \$500,000.00, Riverside County will retain a 30% discount for the X Series unit. If the County does not reach this level of orders during the year noted, the discount level will revert to 23% for the X Series unit but remain unchanged for all other items for the following year.

There have been no changes to our items manufacturer, part numbers, packing quantity, or pricing. All other Terms and Conditions remain the same.

Please indicate your acceptance of the foregoing by signing in the space provided below and returning to via email (emccaughey@zoll.com), fax (978-421-0005), or mail:

ZOLL Medical Corporation
Elizabeth McCaughey, Contracts & Bids Manager
269 Mill Road
Chelmsford, MA 01824

If you have any questions, please do not hesitate to contact me at 800-242-9150 x 9568.

Regards,

Elizabeth McCaughey
Contracts & Bids Manager

AGREED AND ACCEPTED this ____ day of ____ 2013.

Signature: _____

Name (print): _____

Title: _____

Phone: _____