

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

512



FROM: Fire

SUBMITTAL DATE:
November 14, 2013

SUBJECT: Authorization of Standardization and Sole Source Purchase for ZOLL Automatic External Defibrillator (AED) Devices and Accessories from ZOLL Medical Corporation [\$43,000]; General Fund 47%, Prop 172 and Structural Fire Taxes 33%, Contract Reimbursement 20%

RECOMMENDED MOTION: That the Board of Supervisors:

1. Authorize Standardization of the ZOLL AED Devices to support Fire's (BLS) Basic Life Support delivery program for a total of five (5) years; and
2. Approve and authorize the Purchasing Agent to execute a one (1) year Agreement with ZOLL Medical Corporation for ZOLL AED Devices and accessories to be \$ 43,000 annually without seeking competitive bids, which include an option to renew the agreement for four (4) additional one (1) year periods; and
3. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise the renewal option, based on availability of fiscal funding, and to sign amendments to the compensation provision that do not exceed the annual CPI rates.

BACKGROUND:

Summary
Continued on Page 2

[Signature]

John R. Hawkins,
County Fire Chief

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 43,000	\$ 43,000	\$ 43,000	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 20,210	\$ 20,210	\$ 20,210	\$ 0	

SOURCE OF FUNDS: General Funds 47%, Prop 172 and Structural Fire Taxes 33%, Contract Reimbursement 20%
Budget Adjustment:
 For Fiscal Year: 13/14

C.E.O. RECOMMENDATION:

APPROVE

[Signature]
Tina Grande

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

Departmental Concurrence

Purchasing: *[Signature]*
Mark Seiler, Assistant Director

Positions Added
 Change Order

A-30
 4/5 Vote

Prev. Agn. Ref.:

District: ALL

Agenda Number:

3 - 12

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA
FORM 11: Authorization of Standardization and Sole Source Purchase for ZOLL Automatic
External Defibrillator (AED) Devices and Accessories from ZOLL Medical Corporation [\$43,000];
DATE: November 14, 2013
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BACKGROUND:

Summary (continued)

The Riverside County Fire Department is in the process of outfitting its entire fleet of administrative and chief vehicles with a standard trauma/airway bag; the only component missing is the Automatic External Defibrillator (AED). The Department will be purchasing AED's over the next few years to meet the needs of the department and provide a higher level of care for the citizens of Riverside County.

The Fire Department provides Advance Life Support (ALS) with paramedics on ambulances, engines, truck companies, and squads. The standard ALS (Paramedic) Cardiac monitor/defibrillator deployed is manufactured by ZOLL Medical Corporation.

The Purchasing Policy Manual, section 2.20, Equal Clause states that; "whenever reference to a specific brand name is used in the specifications of an RFP or RFQ, it is illustrative and to be construed as a specification which describes a component that has been tested or evaluated by the County as best meeting specific operational, design, performance, maintenance, quality and reliability standards and requirements of the County, thereby incorporating these requirements by reference within the specification. An equivalent ("or equal") may be offered by the bidder, subject to testing or evaluation by the County prior to award of contract." The Fire Department is requesting to standardize on the ZOLL AED Devices and sole source contract with the ZOLL Medical Corporation for these devices. The ZOLL Medical Corporation is the manufacturer of the ZOLL AED Devices.

The ZOLL AED's are directly compatible with our fire department ALS (Paramedic) monitors. Both the paramedic monitor and the ZOLL AED share the same defibrillation pads between both units. This will save time between switching sets of pads and time lost determining if defibrillation is needed. In addition, the Department may receive potential cost savings in using the same set of defibrillation pads in both types of devices; ALS monitors and AED's. The ZOLL AED pads would be placed initially on a patient and could be used as ALS defibrillation pads once the Fire Department paramedics arrive.

The ZOLL AED Devices have clinical capabilities that the other manufacturer's AED's do not have; such as Real CPR and See-thru-CPR. These clinical capabilities provide additional information to the rescuer during CPR to give the EMT/medic the best possible opportunity of saving the patient.

Impact on Citizens and Businesses

No impact on citizens and businesses.

SUPPLEMENTAL:

Additional Fiscal Information

The Department will expend approximately \$ 43,000 in FY 13/14 and approximately the same amount in all future fiscal years upon renewal of the contract. The AED Devices have a five (5) year warranty. There may be maintenance costs after the warranty period dependent on each AED Devices need at that time.

Contract History and Price Reasonableness

The Fire Department received three quotes from the major suppliers of AED equipment. The results below are vendor's base price for units:

Vendor Name	List Price	Discount	County Price
ZOLL Medical Corporation	\$ 2,521	44%	\$ 1,417
Phillips Healthcare	\$ 2,611	30%	\$ 1,828
Enerspect	\$ 2,675	42%	\$ 1,549

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The ZOLL AED Devices are a proprietary product. There are other manufacturers with similar products but they are not directly compatible to our paramedic monitors. Riverside County Fire has received significantly discounted pricing from ZOLL Medical Corporation because of the large size of our Department.

Date: 11/14/2013

From: John R. Hawkins Department/Agency: FIRE

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for Zoll Medical Automatic External Defibrillator (AED)

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

1. **Supply/Service being requested:** Zoll Medical Automatic External Defibrillator (AED)
2. **Supplier being requested:** Zoll Medical Corporation VC #12453
3. **Alternative suppliers that can or might be able to provide supply/service:** Philips and LifePak have similar products; however they are not compatible with our current Zoll Medical Advance Life Support (ALS) Defibrillators/Monitors (paramedic EKG).
4. **Extent of market search conducted:** All current vendors and manufacturers were evaluated.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Directly compatible with our current Advanced Life Support defibrillators/monitors (paramedic EKG). Both the paramedic monitor and the ZOLL AED share the same defibrillation pads between both units.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county: See reasons above.** Supplies and compatibility will render ease of transition between higher levels of care when paramedics arrive at scene of emergency. This will save time between switching sets of pads and time lost determining if defibrillation is needed. In addition, the Department may receive potential cost savings in using the same set of defibrillation pads in both types of devices; ALS monitors and AED's. The ZOLL AED pads would be placed initially on a patient and could be used as ALS defibrillation pads once the Fire Department paramedics arrive. Ultimately providing savings to the county.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Current bid prices show a lower cost to purchase; Zoll \$1,417, Enerspect \$1,549, Philips Corp \$1,828. Zoll is offering a 44% discount. Compatibility of Zoll will reduce the need to use additional defibrillation pads due to non-compatibility with ALS monitors.
8. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** No
9. **Period of Performance:** November 2013 through November 2014, with an option to renew for four (4) additional one year periods.

(Provide a defined period of performance. Please note multi-year terms require Board approval, unless renewable in one year increments and the Purchasing Agent approves the terms.)


Department Head Signature

11/14/13
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 43,000

One time

Annual Amount through 2014

M. A. D. L.

11-18-13

14-233

Purchasing Agent

Date

Approval Number

(Reference on Purchasing Documents)