

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

678



**FROM:** Fire

**SUBMITTAL DATE:**  
May 20, 2014

**SUBJECT:** Approve Increase of the Purchase Order with ZOLL Medical Corporation for Automatic External Defibrillator (AED) Devices [\$58,000 annually]; [\$290,000 Potential Total Cost]; City Partners Contract Reimbursement 100%

**RECOMMENDED MOTION:** That the Board of Supervisors:


1. Approve and authorize the Purchasing Agent to increase the purchase order with ZOLL Medical Corporation for AED Devices from \$42,000 to \$100,000 annually, which includes an option to renew for four (4) additional one (1) year periods; and
2. 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

Departmental Concurrence

  
John R. Hawkins,  
County Fire Chief

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
<b>COST</b>	\$ 5,000	\$ 58,000	\$290,000 (EST)	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
<b>NET COUNTY COST</b>	\$ 0	\$ 0	\$ 0	\$ 0	

**SOURCE OF FUNDS:** City Partners Contract Reimbursement 100%      **Budget Adjustment:** No  
For Fiscal Year: 13/14-16/17

**C.E.O. RECOMMENDATION:**

APPROVE

BY:   
Tina Grande

**County Executive Office Signature**

**MINUTES OF THE BOARD OF SUPERVISORS**

- Positions Added
- Change Order

- A-30
- 4/5 Vote

**Prev. Agn. Ref.:** 12/3/13 3-12

**District:** ALL

**Agenda Number:**

3-13

Purchasing:   
Mark Seiler, Assistant Director

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA  
FORM 11: Approve Increase of the Purchase Order with ZOLL Medical Corporation for Automatic  
External Defibrillator (AED) Devices [\$58,000 annually]; [\$290,000 Potential Total Cost];**

City Partners Contract Reimbursement 100%

Date: May 20, 2014

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**BACKGROUND:**

**Summary (continued)**

On December 3, 2013, Item #3-12, the Board of Supervisors approved the contract with ZOLL Medical Corporation for AED Devices for a period of one (1) year which included an option to renew annually for an additional four (4) years. The Riverside County Fire Department is requesting an increase to this contract to purchase additional AED Devices for our contract city partners. These additional devices will be funded 100% by our partners and used in various partner locations.

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.

As part of our cooperative, integrated, fire protection system, it is beneficial for our contract partners to utilize the same ZOLL AED Devices as used by the Fire Department. 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. 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.

**Impact on Citizens and Businesses**

The AED Devices located at city partner locations will be compatible with the Fire Departments ALS (Paramedic) monitors. The citizens in our contract partner cities may benefit from this compatibility in an emergency.

**SUPPLEMENTAL:**

**Additional Fiscal Information**

The Department will expend approximately an additional \$ 5,000 in FY 13/14 and approximately an additional \$ 58,000 in future fiscal years upon annual renewal of the contract. There is a total potential cost of \$ 290,000 over the next four years if the contract is renewed annually. The AED Devices have a five (5) year warranty. All maintenance costs will be the responsibility of the contract city partner.

**Contract History and Price Reasonableness**

The Fire Department established a contract with ZOLL Medical Corporation for AED Devices in December 2013, for \$ 42,000 with an option to renew annually for four (4) additional years. The Amendment will increase the total contract amount to \$ 100,000 annually. The additional amount of \$ 58,000 will be fully funded by the Department's contract city partner reimbursements. There is no cost to the County for this Amendment.

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

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

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.