

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



ITEM
3.66
(ID # 4869)

MEETING DATE:

Tuesday, August 29, 2017


FROM : FIRE DEPARTMENT:

SUBJECT: FIRE DEPARTMENT: Authorize the Purchasing Agent to issue a Purchase Order to ZOLL Medical Corporation (ZOLL) for Forty-Seven (47) ZOLL X Series Defibrillators purchased utilizing ZOLL's three-year financing option at 0% interest FY 17/18 through FY 19/20 [All Districts] [Total Aggregate Cost \$1,178,511] General Fund 23%, Prop 172 and Structural Fire Taxes 33%, Contract Reimbursement 43%

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the three year 0% financing with ZOLL Medical Corporation for the purchase of 47 each ZOLL X Series Defibrillators in an aggregate amount of \$1,178,510 paid in three equal annual payments of \$392,837.
2. Authorize the Purchasing Agent to issue a Purchase Order to ZOLL Medical Corporation for the purchase of forty-seven (47) ZOLL X Series Defibrillators.

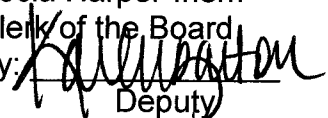
ACTION: Policy


John Adams, Chief Cal Fire Riverside County 7/29/2017

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Ashley, seconded by Supervisor Perez and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Washington, Perez and Ashley
Nays: None
Absent: Tavaglione
Date: August 29, 2017
xc: Fire

Kecia Harper-Ihem
Clerk of the Board
By: 
Deputy

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| FINANCIAL DATA | Current Fiscal Year: | Next Fiscal Year: | Total Cost: | Ongoing Cost |
|---|-----------------------------|--------------------------|---------------------------|---------------------|
| COST | \$ 392,837 | \$ 392,837 | \$ 1,178,511 | N/A |
| NET COUNTY COST | \$90,353 | \$ 90,353 | \$ 271,058 | N/A |
| SOURCE OF FUNDS: General Funds 23%, Prop 172 & Structural Fire Taxes 34%, Contract Reimbursement 43% | | | Budget Adjustment: | No |
| | | | For Fiscal Year: | 17/18 – 19/20 |

C.E.O. RECOMMENDATION: Approve

BACKGROUND:

Summary

Fire currently has one-hundred-thirty (130) ZOLL Cardiac Monitor/Defibrillators in service. The fleet of cardiac monitors is blended with ZOLL E-Series and ZOLL X-series platforms. The EMS Bureau supports both platforms; the preventive maintenance, support, and communication equipment needs. Since 2012, Fire has been replacing the E-Series monitors with the newer X-Series monitors. To date, eighty-three (83) E-Series monitors have been replaced with X-Series monitors. The balance of E-Series monitors is thirty (30) front-line monitors, and seventeen (17) in backup status in the field. Having two different platforms in the field simultaneously creates some challenges in the areas of training and “soft goods.” This purchase will allow Fire to eliminate all E-Series monitors to X-Series monitors. Eliminating the need for all personnel to be familiar with both platforms. Currently, battalions must maintain the necessary cables and “consumable supplies” for each platform. Preventive maintenance is required once per year on the X-Series monitor while the E-Series monitor requires two preventative maintenances per year. The X-Series platform exceeds the capabilities of the E-Series in many areas, primarily the capnography technology (which monitors respiratory gases) and its reliability, the intuitive functionality, NIBP (non-invasive blood pressure) monitoring, and the ability to transmit larger files via the modem attachment.

The requested Board action will approve the 0% finance purchase of forty-seven (47) ZOLL X Series Defibrillators financed over a 3-year period. The asset authority was approved as part of the FY 17/18 Recommended Budget on June 13, 2017.

Impact on Residents and Businesses

The citizens and businesses will benefit from this conversion to a 100% X Series Defibrillator platform through an increase in functional capabilities of the X Series Defibrillator and the reduction in possible operating errors.

SUPPLEMENTAL:

Additional Fiscal Information

The annual finance payments will be made in three (3) equal payments.

FY 17/18 = \$392,837

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FY 18/19 = \$392,837

FY 19/20 = \$392,837

The total aggregate cost is \$1,178,511. All costs are budgeted in the current fiscal year and will be budgeted in all future budget proposals for the Department. This amount also includes a trade-in credit of \$141,000 for the E-Series Defibrillator. As previously stated, there will be savings due to a reduction in the preventative maintenance requirements.

Contract History and Price Reasonableness

The Fire Department has been contracting with Zoll since 2005. On March 8, 2016, via Minute Order # 3-7, the Board of Supervisors approved the Agreement and standardization of ZOLL brand defibrillator devices and ancillary supplies. This purchase will transition the department to a 100% standardization of the ZOLL X Series Defibrillator platform.


The complete conversion of the department's cardiac monitor fleet to one platform (X-Series) is advantageous to the county as follows:

- The X-Series platform only requires one (1) Preventive Maintenance per year (\$215/yr.), whereas the E-Series platform requires two (2) Preventive Maintenance per year (\$430/yr.)
- The field would only have to stock X-Series "soft goods," rather than supporting two different platforms.
- One battery type rather than two different kinds.
- Training would only be required for one platform, rather than two.
- Trade-in credit of \$3,000 per E-Series Defibrillator (total credit for this order = \$141,000). This credit has been factored into the aggregate cost.
- All X Series will come equipped with modems for transmission of information into the e-PCR system at no cost (total saving = \$15,708). This discount has been factored into the aggregate cost.

Pricing and the above factors considered, staff concluded that converting to a 100% X Series Defibrillator platform represents the best value for maintaining the level of care for the residents of Riverside County.


Tina Grande, Principal Management Analyst

8/7/2017


Teresa Summers, Assistant Director of Purchasing

8/1/2017