



City of Rialto

Legislation Text

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For City Council Meeting [February 12, 2019]

TO: Honorable Mayor and City Council

APPROVAL: Sean Grayson, Interim City Administrator

FROM: Brian Park, Acting Fire Chief

Request City Council to Approve **Budget Resolution No. 7468** in the amount of \$207,902.64 and Issue a Purchase Order to Zoll Medical Corporation in the amount of \$200,852.15 and issue a Purchase Order to Handtevy Pediatric Emergency Standards in the amount of \$7,050.49 for Advance Life Support Medical Equipment.

(ACTION)

BACKGROUND:

As both a medical first responder and ambulance transport provider, the Rialto Fire Department uses a wide array of medical equipment. 12-lead ECG cardiac monitors (heart monitors) are required pieces of equipment used on almost every medical call for service. The AutoPulse cardiac support pump (mechanical CPR device) is a piece of equipment that research has shown is essential for maintaining and improving Rialto Fire Department's region-leading sudden cardiac arrest survival rates. Each Fire Department ambulance and fire engine has one cardiac monitor, one AutoPulse and related accessories needed to deploy the equipment in the field. The ResQCPR System is an active compression/decompression system utilized to improve cerebral perfusion (blood flow to the brain) in the critical first five minutes of cardiac arrest treatment.

The Handtevy Pediatric System is designed to improve the resuscitation process through a controlled systemic approach to our pediatric patient population while minimizing the potential for life-threatening medication and treatment errors common in this subset of our critical pediatric patients.

ANALYSIS/DISCUSSION:

The United States Food and Drug Administration regulates medical equipment used in the provision of healthcare. California Health and Safety Code, Division 25, Chapter 2, Section 1797.52 identifies the medical equipment required for provisions of emergency medical care. The requested medical equipment meets the identified requirements and are part of a phased approach to maintenance and replacement of capital items.

In 2015 Rialto Fire Department research was published by the United States Fire Administration's National Fire Academy. This research included an analysis of capabilities needed to maintain and improve outcomes for victims of heart attack, stroke, and sudden cardiac arrest in the City. The requested equipment meets the findings of this research.

In an effort to reduce costs through competitively bid processes, Fire Department staff researched several available options and determined that utilizing the buying power of a large cooperative purchasing group would provide the greatest savings to the City. In October of 2015, the City of Rialto entered into an Intergovernmental agreement with National Purchasing Partners (NPP) under the FireRescueGPO program to participate in their cooperative purchasing program. NPP is a Cooperative Purchasing Organization providing access to contracts created through a Request for Proposal (RFP) process conducted by a lead public agency. The FireRescueGPO program provides Fire Department specific items to the cooperative purchasing process. The benefits of utilizing this cooperative purchasing program is that it assists local governments in reducing costs by capitalizing on bulk purchasing power and pre-established competitive bids. NPP meets all the parameters for purchasing outlined in the Rialto Municipal Code Sec. 2.48.210, as confirmed by the City Purchasing Director and City Attorney.

Zoll Medical Corporation is the manufacturer and low-price vendor for the requested medical equipment under the NPP. The City has purchased other medical equipment from Zoll Medical Corporation in the past and has consistently received quality products with good customer service. Warranty and repairs for the requested medical equipment are available locally through Zoll Medical Corporation directly. All other similar medical equipment used by the Fire Department is manufactured by Zoll Medical Corporation which will allow a cost savings in a single point maintenance program.

Handtevy Pediatric Emergency Standards is a proprietary system that integrates with Zoll Medical and the Cardiac Survival Program. The requested items include:

Description	Total Price
Zoll X-Series 12-lead ECG cardiac monitors (2)	\$164,082.00
Cardiac Monitor accessories (batteries, chargers, cables)	\$13,984.75
Zoll ResQCPR System	\$11,655.00
AutoPulse accessories (batteries, chargers, etc.)	\$4,851.00
Handtevy Pediatric Emergency Standards and Training	\$7,050.49
Trade in old cardiac monitors and AEDs	(\$8,800.00)
Sub Total	\$192,823.24
Sales Tax	\$15,079.40
Total	\$207,902.64

The quoted price represents a 18% reduction in cost over non-competitively bid pricing for the same items. Additionally, Zoll Medical Corporation will provide a \$8,800.00 credit for the trade-in of five obsolete cardiac monitors and 13 AEDs. In total the City will realize a \$48,347.00 savings as compared to purchase of the same items through a vendor outside the NPP.

ENVIRONMENTAL IMPACT:

The request is not a Project as defined by Section 15378 of the California Environmental Quality Act (CEQA) Guidelines. A "Project" means the whole of an action, which has a potential for resulting in

either a direct physical change in the environment, or a reasonably foreseeable indirect physical change in the environment. By definition, a Project does not include: The creation of government funding mechanisms or other government fiscal activities which do not involve any commitment to any specific project which may result in a potentially significant physical impact on the environment according to Section 15378 (b)(4) of the CEQA Guidelines.

GENERAL PLAN CONSISTENCY:

Our City government will lead by example, and will operate in an open, transparent and responsive manner that meets the needs of the citizens and is a good place to do business. This action is also consistent with the following policy:

- 5-3.1: Provide for fire personnel, equipment and fire stations to have adequate and appropriate resources to meet the needs and serve all areas of Rialto.

This action is aligned with the Rialto Fire Department strategic goal, to provide excellent emergency services to the community members and visitors of Rialto, and is consistent with the following Rialto Fire Department strategic initiative:

- 1.1: Increase survival rate from sudden cardiac arrest to 50% or greater.

LEGAL REVIEW:

The City Attorney has reviewed and approved this staff report and Resolution.

FINANCIAL IMPACT:

Operating Budget Impact

The total cost for the required medical equipment is \$207,902.64 including tax and shipping. The budget resolution will increase appropriations in the Ground Emergency Medical Transportation (GEMT) Fund Account No. 209-500-5175-3030. These funds are Inter Governmental Transfer (IGT) funds restricted for use to the benefit of Emergency Medical Services.

Capital Improvement Budget Impact

This report does not impact the Capital Improvement Budget.

Licensing

This report does require a business license.

RECOMMENDATION:

Staff recommends that the City Council approve the attached Budget Resolution and issue a Purchase Order to Zoll Medical Corporation in the amount of \$200,852.15 and Handtevy Pediatric Standards in the amount of \$7,050.49 for Advance Life Support Medical Equipment.