

CITY OF SANTA ROSA  
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL  
FROM: STEVE SUTER, BATTALION CHIEF - EMS  
FIRE DEPARTMENT  
ANNA MCAULIFFE, RESEARCH AND PROGRAM  
COORDINATOR, FIRE DEPARTMENT  
BRANDALYN TRAMEL, PURCHASING AGENT, FINANCE  
DEPARTMENT  
SUBJECT: RATIFICATION OF PURCHASE ORDER FOR FIFTEEN 12-LEAD  
EKG MONITOR/ DEFIBRILLATOR UNITS AND ACCESSORIES

AGENDA ACTION: RESOLUTION

---

---

RECOMMENDATION

It is recommended by the Fire and Finance Department and City Manager that the Council, by resolution, ratify the Purchase Order, approved by the City Manager under emergency authority, with Stryker Sales Corporation of Portage, Michigan, for fifteen 12-Lead EKG Monitors/Defibrillator Units and Accessories, in an amount not to exceed \$529,750.46.

---

---

EXECUTIVE SUMMARY

This purchase of required safety equipment (fifteen 12-Lead EKG Monitor/Defibrillator Units) will bring the Fire Department's EKG monitor/defibrillator units up to safety standards and will provide essential equipment replacement.

BACKGROUND

The 12-lead EKG monitor is a key piece of equipment used by paramedics for the evaluation of patient illnesses and treatments. Using a 12-lead EKG monitor allows assessment of a patient's heart from multiple sides and determines which treatment is the most effective. Newer monitors also have additional capabilities to evaluate the patient's respiratory function and can identify severe illnesses such as sepsis. In cases of abnormal cardiac rhythms or cardiac arrest, the EKG monitor can be used to provide lifesaving electrical therapy.

In 2002, SRFD began providing advanced medical care to the citizens and visitors of Santa Rosa by adding paramedic firefighters. SRFD purchased the most advanced

PURCHASE ORDER AWARD – EKG MONITORS

PAGE 2 OF 4

12-lead EKG monitors available at the time. The paramedic program now provides advanced medical care on its front-line and cross-staffed apparatus. Ratification of the City Manager’s action pursuant to his emergency authority to purchase updated 12-lead EKG Monitors/Defibrillators ensures that our Firefighter/Paramedics can provide first response advanced life support equipment in our city and to the neighboring jurisdictions that are part of the franchise when they are on major wildfires or other significant events around the state, including the current novel coronavirus (COVID-19) response.

The current 12-lead EKG monitors provide reliable function daily; however, they are no longer supported by the manufacturer and do not have the ability to upgrade to the latest technology. Our current monitors were purchased between 2005 and 2009. 12-lead EKG monitor technology has advanced considerably since then to include automated vital signs, carbon monoxide (CO) monitoring, and end-tidal carbon dioxide (CO2) monitoring. CO monitoring has become an important topic for firefighters and fire victims exposed to smoke and the products of fire combustion. In addition, end-tidal CO2 can be used to determine if a sick patient is septic and needs more immediate treatment. In March 2017, the manufacturer of our monitors, Physio-Control Inc., announced a phased discontinuation process as the monitors reach their end of support life. The need for more technologically advanced monitors and the fact that our current monitors are no longer supported has made their replacement a high priority.

Due to a need to replace the 12-lead EKG monitors, SRFD applied for the 2018 FEMA AFG grant. SRFD was awarded grant funding in the amount of \$502,056.

PRIOR CITY COUNCIL REVIEW

Not applicable.

ANALYSIS

On January 8, 2020, Invitation for Bids (IFB) 19-91 for the purchase of fifteen 12-Lead EKG monitor/defibrillator units and accessories was opened by the Purchasing Division of Finance.

Of the eighteen (18) prospective bidders on the City’s bid list, two (2) bidders responded with written offers considered responsive and responsible to the bid requirements. See list below:

<u>Bidder</u>	<u>Total Amount</u>
Stryker Sales Corporation, Portage, MI	\$529,750.46
Zoll Medical, Chelmsford, MA	\$588,992.37

On March 20, 2020, Stryker Sales Corporation contacted the Fire Department to alert the Department that the Corporation’s supply of monitors was limited during the

PURCHASE ORDER AWARD – EKG MONITORS

PAGE 3 OF 4

COVID-19 pandemic. The Corporation further stated it might not be able to honor the original delivery timeline unless the order was confirmed quickly.

Based on the importance of these monitor/defibrillators for the Fire Department's emergency operations, the City Manager approved the purchase order on March 23, 2020, under his authority to take action pursuant to City Code section 2-24.050(A)(6)(b), which provides in relevant part that, in the event of the proclamation of a local emergency, the City Manager, acting as Director of Emergency Services, is empowered to "obtain vital supplies, equipment, and such other properties found lacking and needed for the protection of life and property and to bind the City for the fair market value thereof, and, if required, to immediately commandeer the same for public use."

The County of Sonoma confirmed two presumptive cases of COVID-19 in Sonoma County on March 2, 2020. The same day, the City Manager proclaimed the existence of a local emergency in his capacity as Director of Emergency Services. The Council took action to ratify the proclamation on March 3, 2020, pursuant to City Code section 2-24.050. Due to the limited availability of the 12-Lead EKG monitor/defibrillators, the Fire Department's vital need for the equipment and the fair market value price the City obtained for the equipment via solicitation, the City Attorney concluded that the City Manager could use his authority under City Code section 2-24.050(A)(6)(b) for issuance of the purchase order on March 23, 2020. In an abundance of caution and to avoid any possible concern about the purchase of the necessary equipment, the Fire Department requests Council ratification of the purchase of 12-lead EKG monitors by Purchase Order as provided herein.

FISCAL IMPACT

This purchase will be funded with a FEMA AFG Grant award that will cover 90% of the purchase, with the City required contribution of 10% share as identified in the grant requirements. The costs for this purchase are allocated as shown below:

FEMA AFG grant purchase 90%	JL Project Key 05102 (FEMA AFG EKG Defibrillators)	\$476,047.46 -10% City Contribution (\$43,277.04) <b>\$432,770.42</b>
City Contribution 10%	JL Project Key 05013 (Defibrillator Replacement)	\$ 43,277.04
Warranty Package	JL Project Key 05013 (Defibrillator Replacement)	\$ 53,703
	Total	\$529,750.46

Approval of this action does not have a fiscal impact on the General Fund.

ENVIRONMENTAL IMPACT

The Council finds that the proposed action is exempt from the provisions of the California Environmental Quality Act (CEQA) under section 15061(b)(3) and 15378 in that there is no possibility that the implementation of this action may have significant effects on the environment, and that no further environmental review is required.

BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable.

NOTIFICATION

Not applicable.

ATTACHMENTS

- Resolution

CONTACT

Steve Suter, [ssuter@srcity.org](mailto:ssuter@srcity.org), 707-543-3500  
Brandalyn Tramel, [btramel@srcity.org](mailto:btramel@srcity.org) 707-543-3706