



MOTION TO APPROVE THE LIFEPAK CARDIAC MONITOR / DEFIBRILLATOR FROM STRYKER CORPORATION, FORMERLY PHYSIO CONTROL, INC., AS THE CITY STANDARD, AND TO APPROVE THE PURCHASE OF SEVEN (7) STRYKER CORPORATION LIFEPAK 15 V4 AND RELATED ACCESSORIES FOR A TOTAL AMOUNT NOT TO EXCEED \$205,608.05, UTILIZING THE NATIONAL ASSOCIATION OF STATE PROCUREMENT OFFICERS (NASPO) CONTRACT # NASPO17 #OK-SW-300, PURSUANT TO SECTIONS 35.18(C)(3) AND 35.18(C)(5) OF THE CITY'S PROCUREMENT CODE.

**SUMMARY EXPLANATION AND BACKGROUND:**

1. On November 1, 2006, the City Commission approved the purchase of 5 new LifePak monitor/defibrillators for the Fire Department as a sole source purchase from Medtronic.
2. On August 17, 2011, the City Commission approved the award of FI-11-01 "Portable Cardiac Monitor / Defibrillators" to Physio Control, Inc. for the purchase of 17 LifePak monitor/defibrillators for the Fire Department.
3. On April 5, 2016 Stryker Corporation acquired Physio Control, Inc.
4. The Fire Department desires to utilize the LifePak Cardiac Monitor / Defibrillator from Stryker Corporation, as the City Standard for defibrillators due to more than a 25 year history of use with the equipment where dependability, ergonomics, and low maintenance costs have come to be expected. The 23 LifePaks currently in service by the Fire Rescue Department are no exception, with 6 of them being in service for the last 13 years.
5. Stryker Corporation, the sole source distributor for LifePaks, has provided a quote for the purchase and shipping of seven (7) Life Paks:

| Description                       | Qty | Cost        | Total               |
|-----------------------------------|-----|-------------|---------------------|
| LIFEPAK 15 V4                     | 7   | \$30,415.20 | \$212,906.40        |
| LIFEPAK 15 carry case             | 7   | \$272.00    | \$1,904.00          |
| Carry case top pouch              | 7   | \$48.45     | \$339.15            |
| LP 15 Lithium-ion Battery         | 21  | \$398.65    | \$8,371.65          |
| Rainbow DCI Adt Reusable          | 7   | \$544.00    | \$3,808.00          |
| M-LNCS DCI, Adult Reusable Sensor | 7   | \$255.85    | \$1,790.95          |
| LIFEPAK 15 Carry case back pouch  | 7   | \$69.70     | \$487.90            |
| <b>Total</b>                      |     |             | <b>\$229,608.05</b> |

6. Stryker Corporation has provided a quote for a trade-in credit of six (6) LifePak 12's which are 13 years old and no longer supported by Stryker Corporation, and one (1) 8 year old LifePak 15 which has physical damage and is beyond repair.

| Trade In            | Qty | Credit            | Total         |
|---------------------|-----|-------------------|---------------|
| LIFEPAK 12 Biphasic | 6   | (\$3,000.00)      | (\$18,000.00) |
| LIFEPAK 15          | 1   | (\$6,000.00)      | (\$6,000.00)  |
| <b>Total</b>        |     | <b>(\$24,000)</b> |               |

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7. Pursuant to Section 35.18(C)(3) of the City's Procurement Code: "City standard, single-source and sole-source commodities or services are exempt from the competitive bid and competitive proposal requirement."

8. Pursuant to Section 35.18(C)(5) of the City's Procurement Code: "Utilization of other governmental agencies' contracts. Commodities or services that are the subject of contracts with the state its political subdivisions or other governmental entities including the United States government, are exempt from the competitive procurement process;"

9. Request the City Commission to approve the LifePak cardiac monitor / defibrillator from Stryker Corporation, formerly Physio Control, Inc., as the City Standard, and to approve the purchase of seven (7) Stryker Corporation Lifepak 15 v4 and related accessories for a total amount not to exceed \$205,608.05, utilizing the National Association of State Procurement Officers (NASPO) Contract # NASPO17 #OK-SW-300, pursuant to Sections 35.18(C)(3) and 35.18(C)(5) of the City's Procurement Code.

**FINANCIAL IMPACT DETAIL:**

- a) **Initial Cost:** \$205,608.05
- b) **Amount budgeted for this item in Account No:** \$205,608.05 is currently available in account # 1-529-4003-64352 (Special Equipment - Rescue)
- c) **Source of funding for difference, if not fully budgeted:** Not Applicable.
- d) **5 year projection of the operational cost of the project** Not Applicable.
- c) **Source of funding for difference, if not fully budgeted:** Not Applicable.
- e) **Detail of additional staff requirements:** Not Applicable.