



## Cover Memorandum/Staff Report

File #: 19-290

Agenda Date: 3/12/2019

Item #: 6.S.5.

**TO:** Mayor and Commissioners  
**FROM:** Neal de Jesus, Fire Chief  
**THROUGH:** Chief Neal de Jesus, Interim City Manager  
**DATE:** March 12, 2019

APPROVAL OF RESOLUTION NO. 67-19 FOR THE PURCHASE OF CARDIAC MONITORS AND CARDIAC MONITOR PREVENTATIVE MAINTENANCE FROM ZOLL MEDICAL CORPORATION UTILIZING THE VOLUSIA COUNTY CONTRACT NO. RFP 16-P-64AK - \$525,000

### **Recommended Action:**

Motion to approve Resolution No. 67-19 for the purchase of cardiac monitors and cardiac monitor preventative maintenance from Zoll Medical Corporation utilizing the Volusia County Contract No. RFP 16-P-64AK for an estimated cost of \$525,000.

### **Background:**

In September 2016, Volusia County entered into Contract No. RFP 16-P-64AK, a three-year agreement with Zoll Medical Corporation ("Zoll") for cardiac monitors and cardiac monitor preventative maintenance ("Volusia Contract") pursuant to RFP No. 16-P-64AK. The Volusia Contract is valid through September 8, 2019, with the option to renew for up to two one-year periods.

The City of Delray Beach ("City") requests to utilize the Volusia Contract pricing, terms, and conditions for a one-time purchase in an estimated amount of \$520,000. Staff requests a contingency of \$5,000 for minor additions and changes to the purchase. Therefore, the total estimated cost of the one-time purchase is \$525,000. Fire-Rescue staff negotiated further savings totaling a discount of nearly \$81,000 off the Volusia Contract pricing.

This purchase includes 18 new cardiac monitors with all necessary components and some additional enhancements not included in the Volusia Contract monitor pricing, as well as a two-year extended warranty, a two-year preventative maintenance program, and a trade-in discount. A comparison between the unit prices negotiated by the City and the Volusia Contract pricing is below. Items not listed were consistent with Volusia Contract pricing and detailed on the attached draft quote.

<u>Item (per monitor)</u>	<u>Volusia Contract</u>	<u>City</u>
1. Monitor	\$29,995.63	\$28,506.86
2. Trade-in	Less \$2,000	Less \$3,000

The Fire-Rescue Department ("DBFR") uses the Zoll M-Series cardiac monitor/defibrillator to assess the medical condition of nearly every patient we respond to. The current monitors were purchased in 2006 and 2007 and have reached the end of their useful service life. DBFR routinely experiences critical failures on these units, potentially compromising accurate patient assessment and treatment. Additionally, Zoll is no longer manufacturing the M-Series monitor which makes obtaining parts

increasingly difficult to attain. In summary, the current monitors have served DBFR well but have become obsolete due to age, technology advancements, and reporting requirements, thus making them unable to meet the current and future needs of DBFR.

This motion is in accordance with the Code of Ordinances Chapter 36, Commission Approval Required and Purchasing Policies, Accessing Contracts from Other Government Agencies and Not-for-Profit Organizations.

**Attachments:**

1. Resolution No. 67-19
2. Legal Review Checklist
3. RFP No. 16-P-64AK
4. RFP Addendum No. 1
5. RFP Addendum No. 2
6. RFP Addendum No. 3
7. RFP Addendum No. 4
8. Volusia County Contract
9. City's Draft Quote from Zoll (terms and conditions of quote not applicable, quote is for reference of items and pricing only)

**City Attorney Review:**

Approved as to legal sufficiency.

**Funding Source:**

Funding is available from 334-22-000-522.46-20 - Repair and Maintenance Service Building Maintenance.