



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 8

Agenda Date: November 2, 2023

In Control: City Council A Session

DEPARTMENT: Finance Department

DEPARTMENT HEAD: Troy Elliott

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Annual Contract for ZOLL Medical Equipment and Service Plans for EMS Division

SUMMARY:

This ordinance authorizes acceptance of a contract with ZOLL Medical Corporation to provide the San Antonio Fire Department (SAFD), Emergency Medical Services (EMS) Division with ZOLL Medical Equipment and Service Plans for X-Series 12 Lead Defibrillators in an amount up to \$1,429,000 annually. Funded from the General Fund.

BACKGROUND INFORMATION:

Submitted for City Council consideration and action is the attached tabulation of one offer from ZOLL Medical Corporation to provide ZOLL Medical Equipment and Service Plans for X-Series 12 Lead Defibrillators for the Fire Department, EMS Division.

Equipment includes X Series Monitor/Defibrillators, Portable Ventilators, ResQPump, X Series Service Plans, and X Series Monitor Repairs. These items will be utilized by Fire Department, Emergency Medical Services (EMS) Division.

SAFD is an “All Hazards” fire department utilizing a fire-based EMS system. SAFD responds to over 170,000 medial incidents every year. Multi-functional cardiac defibrillator monitors are carried on essentially every SAFD emergency unit, medic units, fire engines, trucks and platforms.

ZOLL Medical Equipment has historically been procured as a sole sole/proprietary item. ZOLL does not allow for any distributors for ZOLL medical defibrillators equipment for X Series Monitors and the associated service plans including charging systems, and portable ventilators and associated service plan and AED Pro and related battery pack, and ResQCPR equipment. ZOLL equipment has been standardized across the San Antonio Fire Department since 2013 and includes 156 X Series Monitors units, 15 portable ventilators, and 75 ResQCPR units. The ZOLL medical equipment was tested and approved by EMS Tool and Equipment Committee in coordination with the SAFD Medical Director.

The associated accessories for the proprietary ZOLL Medical Equipment include items such as blood pressure cuffs, carrying cases, cables, power adaptors and cords and will be procured through the current contractor, by Council approval of Amendment of the current agreement through December 31, 2024.

In June 2017 Council awarded a contract to the ZOLL Medical Corporation by Ordinance 2017-06-22-0485 to provide proprietary ZOLL X-Series 12 lead defibrillators, extended warranty, service plans and accessories to the San Antonio Fire Department, EMS Division. Ordinance 2022-09-08-0662 for Amendment VI extended the term of the contract through March 31, 2023. Amendment VII extended the term of the contract nine months by Ordinance 2023-03-23-0169 and contract will expire December 31, 2023.

This new contract is being purchased as a Sole Source, according to the provisions of Texas Statutes Local Government Code 252.002.07 no other source can supply the items listed, nor can any comparable item fulfill the same requirements. This purchase of proprietary ZOLL medical equipment and service plans for X-Series 12 Lead Defibrillators will match and add to the existing ZOLL medical equipment that is currently utilized by the Fire Department, EMS Division and install in SAFD ambulances.

The City issued a Request for Offer (RFO) 6100016396 for “Annual Contract for ZOLL Medical Equipment and Service Plans for EMS Division” on October 4, 2023, with a submission deadline of October 9, 2023. One proposal was received. ZOLL Medical Corporation, is recommended for contract award based on published specifications.

The initial term of the agreement shall be January 1, 2024, through December 31, 2026. Two additional one-year renewals at the City’s option shall also be authorized by this ordinance.

ISSUE:

This ordinance approves a contract with ZOLL Medical Corporation for the purchase of proprietary ZOLL Medical Equipment and Service Plans for X-Series 12 Lead Defibrillators for the Fire Department, EMS Division.

This contract is exempt from the Small Business Economic Development Advocacy Program.

This contract is an exception to the Local Preference Program.

The Veteran-Owned Business Program does not apply to goods/supplies contracts, so no preference was applied to this contract.

ALTERNATIVES:

Should this contract not be approved, the Fire Department, EMS Division would be required to purchase supplies as requirements arise. Without operational monitors/defibrillators, the EMS Division will not be able to provide critical cardiac treatment on patients who are experiencing cardiac arrest symptoms.

FISCAL IMPACT:

This ordinance authorizes acceptance of a contract with ZOLL Medical Corporation to provide the San Antonio Fire Department, (SAFD) Emergency Medical Services (EMS) Division with ZOLL Medical Equipment and Service Plans in an amount up to \$1,429,000 annually. Funded from the General Fund.

Funds are not encumbered by this ordinance. All expenditures will be in accordance with the departments' adopted budget approved by City Council. Services are dependent upon available funds within adopted budget.

RECOMMENDATION:

Staff recommends approval of this contract.

This contract is procured by means of a sole source exemption and a Contracts Disclosure Form is not required.