

# **Briefing for Zoll Defibrillators Accessories for Fire/EMS**



**Audit Committee**

**March 12, 2024**

**Valerie Frausto, Interim Deputy Chief, San Antonio Fire Department**

# Background



- SAFD is an “All Hazards” fire department utilizing a Fire based EMS system
- SAFD responds to over 190,000 medical incidents every year
- Multi-function cardiac defibrillator monitors are carried on essentially every SAFD emergency apparatus (Medic Units, Fire Engines, Trucks and Platforms)
- SAFD currently has 156 defibrillators in service



# Background



Zoll Equipment contract approved by City Council on November 2, 2023



Zoll X-Series 12  
Lead Defibrillator



Zoll AED Pro 3 Lead  
Defibrillator



Zoll Portable  
Ventilator

# Background



SAFD uses the device (monitor/defibrillator) on almost all 170K+ emergency medical incidents.

- Blood pressure
- Pulse oximetry
- Heart rate

# Solicitation Overview Accessories



- The San Antonio Fire Department (SAFD) now requires an annual contract for the purchase and delivery of ResQCPR supplies and accessories. These products will be used by SAFD Paramedics during emergency medical responses.
- Solicitation will be issued to procure accessories available through third party distributors.

# Solicitation Overview Accessories



Cables



Monitors/Defibrillator Unit (with accessories)



Blood Pressure Cuff

- Solicitation will be issued to procure accessories available through third parties.

# **Background & Staff Recommendation**



**Troy Elliott, CPA, Deputy Chief Financial Officer  
Finance Department**

# Zoll Accessories Contract



- Originally solicited as Competitive Low Bid
  - 15% MWBE subcontracting goal with self-performance by prime
  - Local Preference Program
- Contract was awarded on June 22, 2017, to MedWheels Inc.
- Original contract term: 2 years initial term with 3 additional 1- year renewal options
- On November 2, 2023, City Council approved a contract extension until December 31, 2024

# Staff Recommendation



## Proprietary vs. Third Party Items

### RFO – Sole Source Proprietary

- November 2, 2023, awarded proprietary items to Zoll Medical Corporation
- Included defibrillators, ventilators, AED, service plans, upgrade kit, repair parts & labor.
- \$1,429,000 annually

### RFO – Competitive Third Party

- Competitively bid out third party accessories
- Include at a minimum 15% MWBE subcontracting requirement
- \$1,096,550 annually

- Award on a Line-Item Basis
- Local Preference up to 5%
- Inventory Requirements on High Volume usage items
- Promotes fair and open competition
- 15% M/WBE Subcontracting Goal (can be self-performed by Prime)

# Third Party Accessories

X-Series
Smart CapnoLine Plus O2 Adult *
Blood Pressure Cuff Adult *
Patient Sensor Adult Rainbow *
Patient Sensor Pediatric Rainbow
Patient Cable - 4' Rainbow
Filterline Set, Adult/Pediatric
Blood Pressure Cuff Large Adult
12 Lead One Step ECG Cable
ECG Plain White Paper - 80mm
Dual Lumen NIBP 10' Hose Propaq MD
X-Series Carry Case
Multifunction Therapy Cable
X-Series Carry Case Premium
Limb Lead ECG Cable (4 Lead)
CPR Connector
Blood Pressure Cuff Child 2 tube
AC Power Adapter
V Lead ECG Cable
Disposal BP Cuff - Soft Infant - 2-tube
Accuvent Flowtube
X-Series Power Extension Cable
Neonatal BP Cuff Kit (Size 1-5)
Blood Pressure Cuff Thigh
Cable Asssembly Flow Sensor Cntr Accuvent
US Power Cord

AED Pro
CPR STAT PADZ HVP MULTI-FUNCTION *
Pedi Padz II
AED Pro ECG Cable AAMI
AED Pro Soft Carry Case
ResQCPR
Suction Cup for ACD-CPR Device
ResQCPR Carrying Case
Vents
Adult Disposable Circuit AEV - 6 foot
Infant Disposable Circuit AEV - 6 foot
Ventilator Carry Case
Ventilator Test Lung

\*Inventory Requirements

Total Annually:

• \$1,096,550

Total for 5-year Term:

• \$5,482,750



# Solicitation Overview



## Outreach

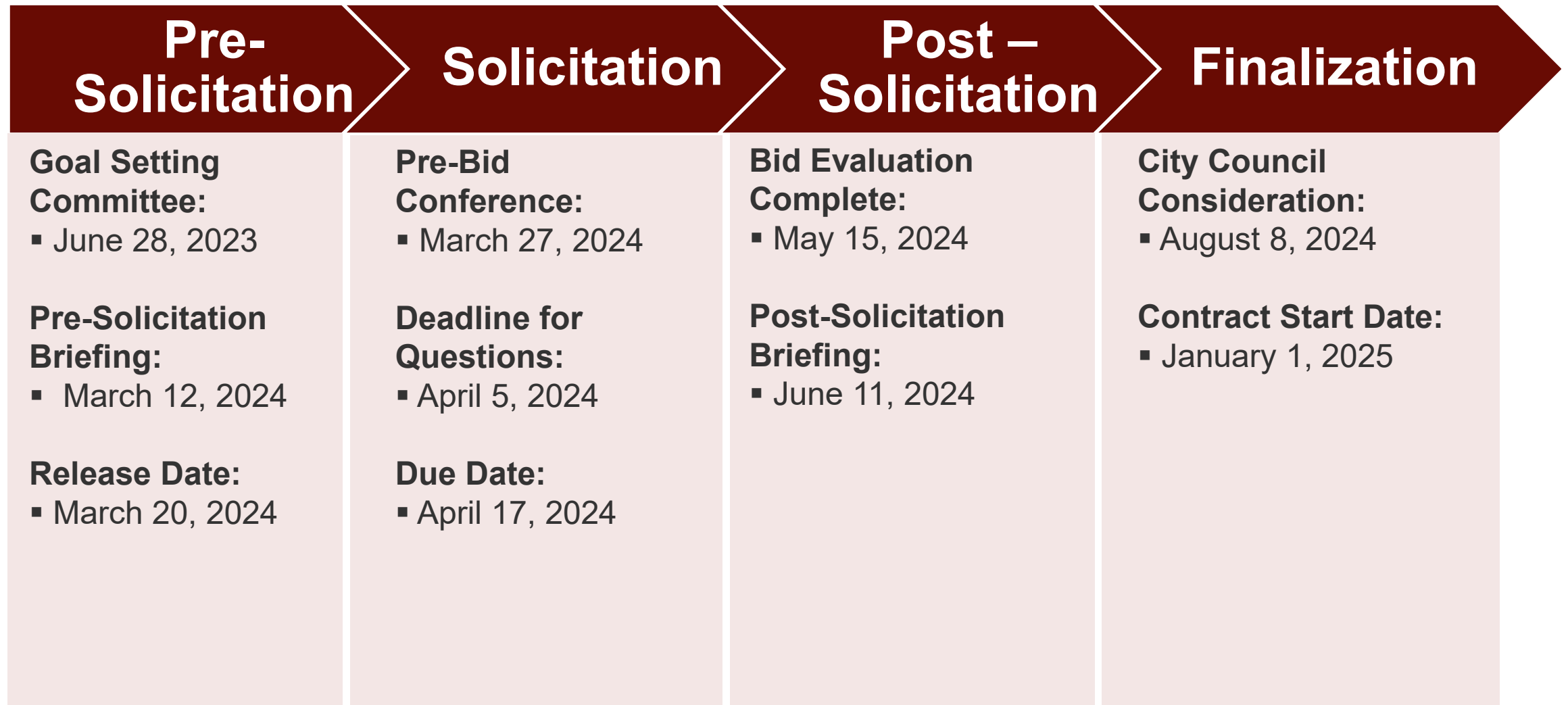
NIGP Codes Identified	46514: Cardiovascular Instrumentation: Defibrillators, Heart Pumps, Monitoring Equipment, etc. 46525: Diagnostic Equipment, Electronic 46530: Electrocardiographs (EKG) and Supplies 46548: Hospital and Surgical Equipment and Accessories
Number of Vendors to be Notified	Central Vendor Registry: 71 Veteran Owned Small Business (SBA/SCTRCA): 7,304 Targeted Vendor Outreach: 8
Advertising	TVSA Channel 21 COSA Bidding Opportunities website Hart Beat SAePS Portal

# Third Party Accessories Marketplace Availability



Vendor	SBEDA Certification	Local/Non-Local
B&E Medical Supply	SBE, MBE, WBE, ESBE, HABE	Local
BoundTree Medical LLC	No Certification	Non-Local
Con10gency Consulting LLC	SBE, MBE, HABE, VBE	Local
Henry Schien Inc.	No Certification	Non-Local
Life Assist Inc.	No Certification	Non-Local
McKesson Medical Surgical Inc.	No Certification	Non-Local
MedWheels Inc.	SBE, MBE, WBE, ESBE, HABE	Local
Zoll Medical Corporation	No Certification	Non-Local

# Project Timeline Third Party Accessories





**Thank You**