

Audit and Accountability Committee



Pre Solicitation Briefing for Zoll Defibrillators Equipment & Accessories for Fire/EMS

Date: June 3, 2022

Presented by: Fire Chief Charles Hood, Fire Department

Project & Solicitation Overview

Equipment

- SAFD is an “All Hazards” fire department utilizing a Fire based EMS system
- SAFD responds to over 170,000 medical incidents every year
- Multi-function cardiac defibrillator monitors are carried on essentially every SAFD emergency apparatus (Medic Units, Fire Engines, Trucks and Platforms)



Project & Solicitation Overview



San Antonio Fire Department uses the device (monitor/defibrillator) on almost all 170K+ emergency medical incidents.

- blood pressure
- pulse oximetry
- heart rate



Project & Solicitation Overview

Equipment

Zoll X-Series 12 Lead Defibrillator



Zoll AED Pro 3 Lead Defibrillator



Zoll Portable Ventilator

Project & Solicitation Overview

Accessories



Cables



Cables



Monitor/Defibrillator unit
(with accessories)



Blood pressure cuff



Project & Solicitation Overview

The San Antonio Fire Department requires an annual contract for the purchase and delivery of Zoll Medical Defibrillators, Ventilators and ResQCPR supplies and accessories. These products will be used by SAFD Paramedics during emergency medical responses.

Two separate solicitations will be issued to procure these items; one for Zoll proprietary equipment and another for the Zoll accessories available through distributorships or third parties.

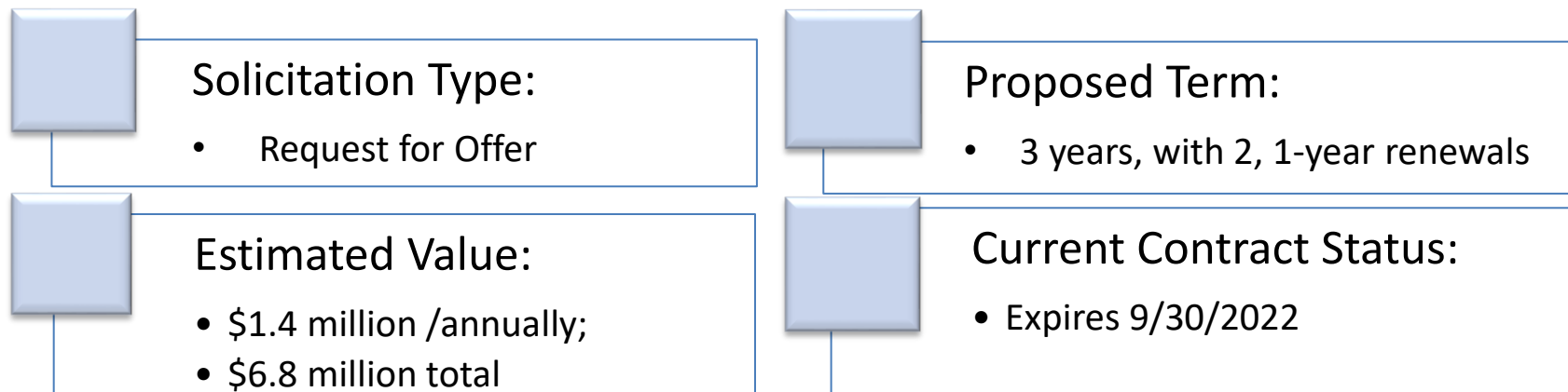


Project & Solicitation Overview

Zoll Proprietary Equipment

Zoll proprietary medical defibrillators equipment includes X Series Monitors and the associated service plans including charging systems, portable ventilators, associated service plans, AED Pro and related battery pack, and ResQCPR devices.

Zoll as the manufacturer, can only sell directly to EMS markets. Zoll's distribution agreements prohibit the sale of these specific defibrillators to EMS markets.



Project & Solicitation Overview

Zoll Proprietary Equipment List

X-Series
X Series Monitor
X Series Monitor Advanced
Worry Free Service Plan 5 yr - POS
Worry Free Service Plan 1 yr - POS
Worry Free Service Plan 5 yr - Aftermarket
Worry Free Service Plan 1 yr - Aftermarket
X-Series Advanced Upgrade Kit
Six hour Rechargeable Sure Power Smart Battery
Charging System Surepower (4 Bay)
Charging System Surepower (1 Bay)
Case Review Subscription 1 year X-Series
Case Review Subscription 3 year X-Series
Case Review Subscription 5 year X-Series
Repair Parts %
Repair Labor %
AED Pro
AED Pro Semi-auto/Manual
AED Pro non-rechargeable lithium battery pack
Ventilators
AEV Portable Ventilator - 731 Series
5 Year Service Plan
1 Year Service Plan
ResQCPR
ResQPump ACD-CPR Device
ResQPOD ITD 16

Total annually:

- \$1,358,000

Total for 5 - year term:

- \$6,790,000



Solicitation Requirements

Zoll Proprietary Equipment

Bid Requirements

Local Preference Program: Not Applicable

Veteran-Owned Small Business Preference Program: Not Applicable

SBEDA Program: Not Applicable

Additional Requirements

Audited Financial Statements: Not Required

Project & Solicitation Overview

Zoll Accessories

Zoll accessories, available through third parties or distributorships, will be competitively bid out to promote fair and open competition and may be awarded on a line item basis.

These accessories include items such as blood pressure cuffs, carrying cases, cables, power adaptors and cords.



Solicitation Type:

- Request for Offer



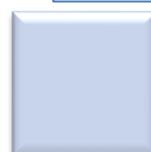
Estimated Value:

- \$1.1 million /annually;
- \$5.5 million total



Proposed Term:

- 3 years, with 2, 1-year renewals



Current Contract Status:

- Expires 9/30/2022

Project & Solicitation Overview

Zoll Accessories List

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

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 Test Lung
Ventilator Carry Case

Total annually:

- \$1,096,550

Total for 5 - year term:

- \$5,482,750



Solicitation Details

Zoll Accessories

- **X-Series**
 - \$911,800 annually; 4,555,000 total
 - 26 items
- **AED Pro**
 - \$173,250 annually; \$865,000 total
 - 4 items
- **ResQCPR**
 - \$1,250 annually; \$6,250 total
 - 2 items
- **Ventilators**
 - \$10,250 annually; \$51,250 total
 - 4 items



Solicitation Overview

Zoll Accessories

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: 157 Veteran Owned Small Business (SBA/SCTRCA): 0 Targeted Vendor Outreach: 2212
Advertising	TVSA Channel 21 COSA Bidding Opportunities website Hart Beat Express News

Solicitation Requirements

Zoll Accessories

Bid Requirements

Local Preference Program: Applicable

Veteran-Owned Small Business Preference Program: Not Applicable

Additional Requirements

Audited Financial Statements: Not Required

SBEDA Subcontracting Requirements: 15 % MWBE

SBEDA Goal Setting Overview

Zoll Accessories

Goal Setting Committee Members

Michael Sindon, Administrator, Economic Development Department
Nikki Ramos, Assistant Director, Parks and Recreation Department
Angelica Mata, Interim Assistant Director, Finance Department
Linda Lopez George, Goal Setting Committee Citizens Chair
Christopher Monestier, Deputy Fire Chief, Fire Department

API Applied

- SBEDA Subcontracting Requirements: 15% M/WBE Subcontracting
- Self-performance by Prime respondents will count toward subcontracting goals.
-

Availability Analysis

- APIs are supported by the following analysis on a contract-by-contract basis:
- Opportunities for S/M/WBEs within the scope of work
 - Percentage of S/M/WBEs available in the Central Vendor Registry
 - Utilization of S/M/WBEs on historic projects similar in nature

Bid Summary

Proprietary vs. Third Party Items

RFO-Sole Source

Proprietary

- Award proprietary items to Zoll
- Includes defibrillators, ventilators, AED, service plans, upgrade kit, repair parts & labor.
- \$1,358,000 annually

RFO- Competitive

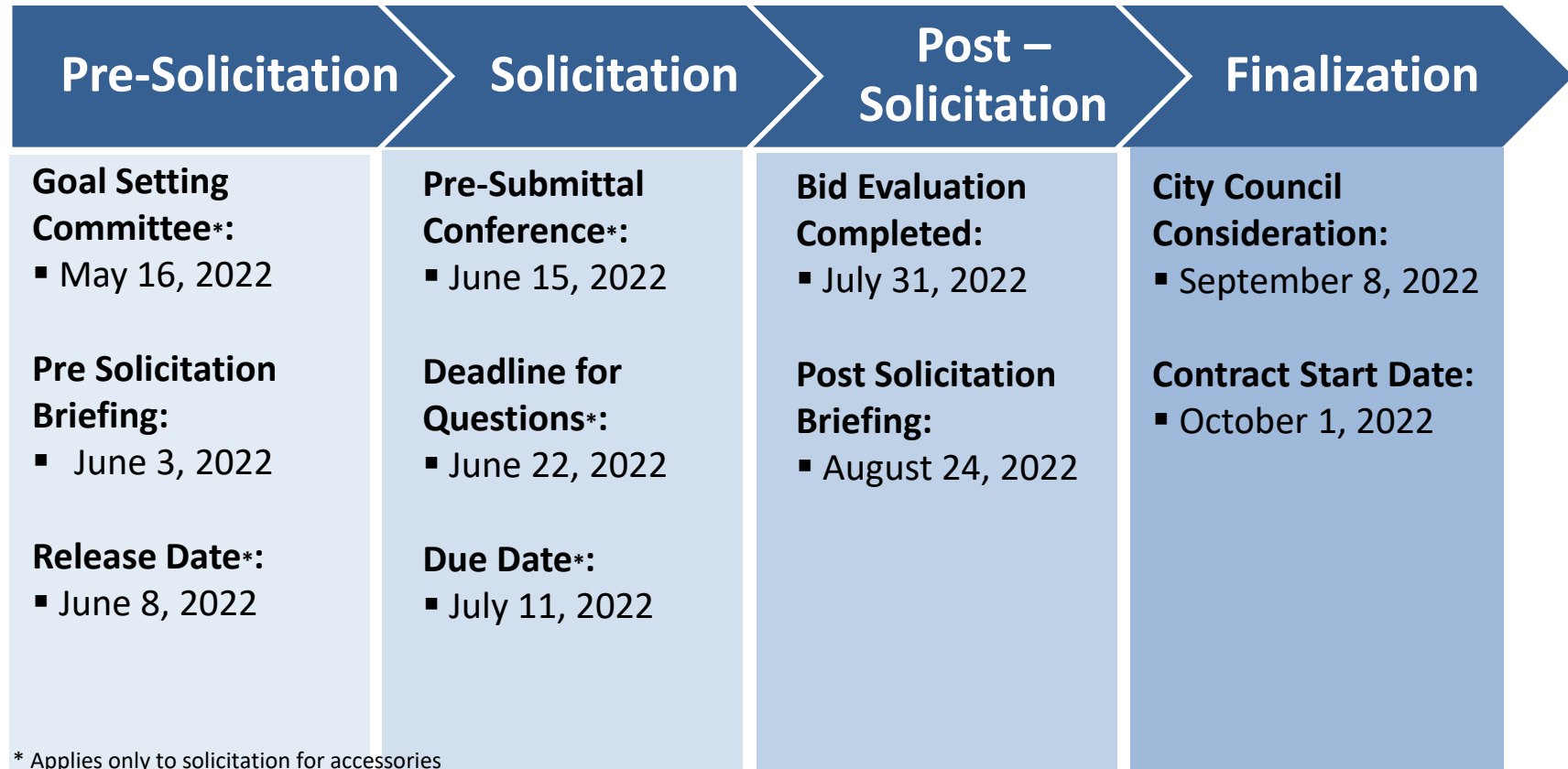
Third Party

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

- Award on a line item basis
- Inventory requirements on high volume usage items
 - Promotes fair and open competition
- 15% MWBE subcontracting goal can be self-performed by prime
 - Local preference up to 3%

Project Timeline

Zoll Equipment & Accessories



* Applies only to solicitation for accessories