

# MANATEE COUNTY GOVERNMENT

## AGENDA MEMORANDUM

<b>SUBJECT</b> Cardiac Monitors	<b>TYPE AGENDA ITEM</b> Consent
<b>DATE REQUESTED</b> December 8, 1998	<b>DATE SUBMITTED/REVISED</b> November 24, 1998
<b>BRIEFINGS?/WHO?</b> None	<b>CONSEQUENCES IF DEFERRED</b>
<b>DEPARTMENT/DIVISION</b> Financial Management/Purchasing	<b>AUTHORIZED BY TITLE</b> Jim Seuffert Director <i>JS</i>
<b>CONTACT PERSON TELEPHONE/EXTENSION</b> N. Barbosa, Purch/John Wilson, EMS Ext. 3006/Ext. 3300	<b>PRESENTER/TITLE TELEPHONE/EXTENSION</b> Karen Windon, Director, Public Safety Ext. 3559

**ADMINISTRATIVE APPROVAL** *[Signature]*

**ACTION DESIRED**

INDICATE WHETHER: \*REPORT or \*DISCUSSION, \*FORM OF MOTION, or \*OTHER ACTION REQUIRED:

Authorization for sole source purchase of thirteen each Physio-Control Lifepak 12 diagnostic cardiac monitors and defibrillators/pacemakers for Public Safety/Emergency Medical Services at a unit price of \$7,995; plus 12-lead ECG monitoring options @ \$7,250 each; and misc. accessories for each unit @ \$4,417 ea., less trade-ins totaling \$49,972, for a total not to exceed \$205,634.

**ENABLING/REGULATING AUTHORITY**

*Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)*

Ordinance 84-02, Procurement Code Section 3-105 governing sole-source procurements

**BACKGROUND/DISCUSSION**

- Manatee County Emergency Medical Services (EMS) has been using Physio-Control's cardiac equipment since 1982 because of its superior technology, reliability and service. Sole-source purchase of five Physio-Control Lifepak 11's was approved by the Board of County Commissioners on December 19, 1996.

Continued on Page 2.

**HAS COUNTY ATTORNEY REVIEW BEEN REQUESTED?** Indicate "NO" or "YES" @ right.

If "NO," proceed to 1A/1B below. If "YES," proceed to 2A/2B below

No

1) IF "NO" TO ABOVE,

A) PLEASE EXPLAIN BELOW: (see also following section 1B re: contract, agreement, lease, etc.)

Not required This is a pre-printed purchase order form using the County's terms and conditions

B) IF A CONTRACT, AGREEMENT, LEASE OR OTHER DOCUMENT WAS PREVIOUSLY APPROVED, STATE YEAR OF LAST USE & RATION

**APPROVED IN OPEN SESSION**

**DEC 08 1998**

2) IF "YES" TO FIRST QUESTION IN THIS SECTION,

A) HAS ENTIRE MATTER, OR ONLY A PORTION, BEEN REVIEWED? IF ONLY A PORTION, WHICH PORTION?

BOARD OF COUNTY COMMISSIONERS

MANATEE COUNTY, FLORIDA

B) HAVE ALL COMMENTS/SUGGESTIONS RAISED BY COUNTY ATTORNEY BEEN ADDRESSED/INCORPORATED; IF NOT, PLEASE EXPLAIN. A COPY OF FINAL COUNTY ATTORNEY MEMO RE THIS MATTER MUST BE ATTACHED (If comments were verbal, so indicate.)

**ATTACHMENTS:** (list in order as attached)

**INSTRUCTIONS TO BOARD RECORDS:**

1/ Sole Source Verification 2/ Dept Memo 3/ Physio Quote

None

**COST** NTE \$205634

**SOURCE (ACCT# & NAME)**

001.0007101.564000 (EMS Operations/Equip.)  
001.0007101.552000 (EMS Operation/Supplies)  
125.0015900.552000 (EMS Impact Fees/Sup's)

**COMMENTS** None

**AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)**

N/A

*Te*

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- Currently EMS's Lifepak inventory includes 3 ea. LP12's, 7 ea. LP11's, 14 ea. LP10's, 3 ea. LP5's and 1 ea. LP300. The ambulances are equipped with both Lifepak 10's and Lifepak 11's, creating confusion for the technicians who use them. EMS is attempting to standardize cardiac equipment on all of its ambulances to facilitate early, aggressive treatment of heart attack victims prior to their arrival at the hospital.
  - The following equipment will be traded in for a total credit of \$49,972: Ten LP10's @ \$3,732.20/ea.; three LP5's @ \$750/ea.; and miscellaneous auxiliary equipment @ \$10,400/lot.
  - Prices quoted are valid through the end of December. In January Physio Control will no longer accept the LP5's on trade-in.

# MANATEE COUNTY GOVERNMENT

## MEMORANDUM

**DATE:** November 6, 1998

**TO:** R. C. "Rob" Cuthbert, C.P.M.  
Purchasing Manager, Purchasing Department

**THRU:** Karen Windon, Director *Karen Windon*  
Public Safety Department

**FROM:** John Wilson, Captain *John Wilson*  
Emergency Medical Services

**SUBJECT: PHYSIO-CONTROL CORPORATION, SOLE SOURCE**

Emergency Medical Services recommends Physio-Control Corporation as sole source. Our employees have trained with Physio-Control equipment and use it on the job.

Attached is information from Physio-Control Corporation and Requisition #147164.

If you have any questions, please call me at extension #3300.

JW:kv

Attachments

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**MANATEE COUNTY PURCHASING  
WRITTEN DETERMINATION FOR  
SOLE SOURCE PROCUREMENT**

TM3016

**Date:** 11/24/1998

**CONTROL NO.:** 2239

**Buyer:** AA

**Using Department:**

**Authority is requested to make the following purchase under the provisions of the Procurement Code, Manatee County, Florida, Article 3, Source Selection and Contract Formation, Paragraph 3-105, Sole Source Procurement.**

**Description:** LP12 Heart Monitors/Defibrillators for EMS

**Account Number:** 0010007101564000

**Requisition Number:** 147164

**Price:** 205,634.00

**Vendor Name:** Physio Control

**Conditions/Circumstances of this Non-Competitive Purchase as a SOLE SOURCE:**

All of Public Safety/EMS's cardiac monitors/defibrillators are mfr'd. by Physio Control. Physio Control is the only source from which municipal entities can obtain the Lifepak family of products. It does not utilize the services of any dealers or authorized repair centers in the sale and maintenance of its products (ref. Attach. 1).

**I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.**

*Carla M. Conner*      11/25/98  
**Buyer**                                      **Date**

\_\_\_\_\_      \_\_\_\_\_      *K C Cull*      11/25/98  
**Contract & Buyer Manager**      **Date**      **Purchasing Manager**      **Date**

**List of attachments:**

1/ Physio Control's Fax

Physio Control Corporation  
Customer Support Center  
18111 Wilmer Road Northeast  
P.O. Office Box 37023  
Redmond, WA 98073 5723 USA  
Telephone: 800.442.1142  
Fax: 425.267.6146

FAX: 941-749-3034

LIFESAVING TOOLS FOR LIFESAVING TEAMS



November 24, 1998

Manatee County  
Attn: Anita Assha  
Purchasing  
1112 Manatee Avenue West  
PO Box 1000  
Bradenton, FL 34205

RE: Quotation for Defibrillator

Qty	Description	Unit Price	Total Price
13	LIFEPAK®12 defibrillator/monitor	\$7995.00	\$103,935.00
13	Pacing option	1500.00	19,500.00
13	SpO2 option	1250.00	16,250.00
13	Adult finger sensor	250.00	3,250.00
13	12 lead ECG Monitoring option	7250.00	94,250.00
13	AC power adapter	800.00	10,400.00
13	Internal modem	210.00	2,730.00
13	Modem door assy	40.00	520.00
13	Fax modem	210.00	2,730.00
13	Basic carry case	99.00	1,287.00
13	Left pouch	29.00	377.00
13	Back pouch - small	29.00	377.00
	Subtotal		\$255,606.00
	Less trade-in allowance (3) LIFEPAK 5 defib/mon	(750.00)	( 2,250.00)
	Less trade-in allowance 10 LIFEPAK 10P	(3,732.20)	( 37,322.00)
	Less credit for APS		( 10,400.00)
	TOTAL		\$205,634.00

Terms are net 30 days. Delivery is within 30 days ARO. Pricing is valid through December 22, 1998. Shipping is FOB Redmond, WA. - prepay and add. If you have questions, please contact me at 1-800-442-1142, ext. 2573.

Sincerely,

PHYSIO-CONTROL CORPORATION

*Gary Michel*  
Gary Michel  
Account Consultant



Physio-Control Corporation  
Customer Support Center  
11011 Wilkes Road Northeast  
Post Office Box 97023  
Redmond, WA 98073 9723 USA  
Telephone: 800.442.1142  
Fax: 425/367.4146

LIFESAVING TOOLS FOR LIFESAVING TEAMS



November 24, 1998

Anita Assha  
Purchasing  
Manatee County Purchasing  
1112 Manatee Avenue West  
Bradenton, FL 34205

Dear Anita:

This letter is to verify that Physio-Control Corporation is the only source from which municipal entities may purchase the LIFEPAK®12 family of products. Physio-Control does not utilize the services of dealers in sales of our products to EMS organizations in the United States. Additionally, all parts and supplies are available through factory-trained Physio-Control service technicians or direct from the company via Partsline at 1-800-442-1142.

Sincerely,

PHYSIO-CONTROL CORPORATION

  
Brooks Simpson  
Vice President  
North American Sales