

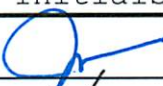





SUBJECT: Authorization to purchase five (5) Zoll X-Series Manual Monitor / Defibrillators and related accessories from Zoll Medical Corporation for the amount of \$158,746.05.00.

AGENDA OF: October 16, 2018

ASSEMBLY ACTION:

MANAGER RECOMMENDATION: Present to the assembly for consideration.

APPROVED BY JOHN MOOSEY, BOROUGH MANAGER:

Route To:	Department/Individual	Initials	Remarks
	Purchasing		
	Emergency Services Director		
	Finance Director		
	Borough Attorney		
	Borough Clerk		10/8/18 

ATTACHMENT (S) : Fiscal Note: Yes X No
Zoll Medical Corporation Quote: (3pp)

SUMMARY STATEMENT: On July 16, 1996, the Borough Assembly approved and adopted AM 96-126, whereby establishing a standard brand for future purchases of new cardiac defibrillators, monitors and associated proprietary accessories from Zoll Medical Corporation.

The purchase of the five (5) Zoll X-Series Monitors will upgrade the cardiac care capabilities of the EMS system. The X-Series monitors are currently being integrated into service to replace the older Zoll E-Series monitors currently in service. The E-Series equipment is aging, does not have all the capabilities of the X-Series model and will not be supported by Zoll in the future.

The original plan to acquire three (3) X-series monitors each fiscal year has been accelerated due to news from Zoll Medical

Corporation that the E-Series cardiac monitors may not be fully supported for the timeframe of 7-8 years, as previously estimated.

On July 2, 2018, Zoll Medical Corporation provided a quotation to the Department of Emergency Services for five (5) Zoll X-Series Manual Monitor / Defibrillators and related accessories.

Receipt of this equipment is expected within 90 days upon receipt of order.

RECOMMENDATION OF ADMINISTRATION: Authorization to **PURCHASE FIVE (5) ZOLL X-SERIES MONITOR / DEFIBRILLATORS** and **RELATED ACCESSORIES** from **ZOLL MEDICAL CORPORATION** in the amount of **ONE HUNDRED FIFTY-EIGHTT THOUSAND SEVEN HUNDRED FORTY-SIX AND 05/100 DOLLARS (\$158,746.05)**.

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: October 16, 2018

SUBJECT: Authorization to purchase five (5) Zoll X-Series Manual Monitor / Defibrillators and related accessories from Zoll Medical Corporation for the amount of \$158,746.05.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT (YES) NO
AMOUNT REQUESTED <u>\$158,746.05</u>	FUNDING SOURCE <u>AW Budget Approp</u>
FROM ACCOUNT # <u>425.000.000.4xx, 4xx</u>	PROJECT # <u>45225</u>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <u>Barbara Quengette</u>	CERTIFIED BY:
DATE: <u>9/26/18</u>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	<u>158.7</u>					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	<u>158.7</u>					
TOTAL	<u>158.7</u>					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY:

DEPARTMENT:

APPROVED BY:

Chesenne Denall

PHONE:

DATE:

DATE:

9/26/18

**ZOLL Medical Corporation**

Worldwide Headquarters
269 Mill Rd
Chelmsford, Massachusetts 01824-4105
(978) 421-9655 Main
(800) 348-9011
(978) 421-0015 Customer Support
FEDERAL ID#: 04-2711626

TO: Matanuska Suisitna Borough EMS

1911 S Terrace Court, Station 51
Palmer, AK 99645

Attn: Steve Heyano

email: -
Tel: 907-861-8012

QUOTATION 279396 V:1**DATE:** July 02, 2018**TERMS:** Net 30 Days**FOB:** Destination**FREIGHT:** Free Freight

**

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2231011-01	X Series ® Manual Monitor/Defibrillator \$14,995 with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5" (16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display. Accessories Included: <ul style="list-style-type: none">• MFC cable• MFC CPR connector• A/C power adapter/ battery charger• A/C power cord• One (1) roll printer paper• 6.6 Ah Li-ion battery• Carry case• Declaration of Conformity• Operator's Manual• Quick Reference Guide • One (1)-year EMS warranty Advanced Options: Real CPR Help Expansion Pack \$995 CPR Dashboard quantitative depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI) <ul style="list-style-type: none">• See - Thru CPR artifact filtering ZOLL Noninvasive Pacing Technology: \$2,550	5	\$40,020.00	\$30,815.40	\$154,077.00 *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which accompany this quote. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions shall have no force or effect except to the extent agreed in writing by ZOLL.

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015
OR EMAIL TO ESALES@ZOLL.COM.
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.

Jonathan Erickson
EMS Territory Manager
800-242-9150, x9242

Am 18-091

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		Masimo Pulse Oximetry				
		SP02 & SpCO \$4,540				
		• Signal Extraction Technology (SET)				
		• Rainbow SET (for SpCO & SpMet)				
		NIBP Welch Allyn Includes: \$3495				
		• Smartcuff 10 foot Dual Lumen hose				
		• SureBP Reusable Adult Medium Cuff				
		End Tidal Carbon Dioxide monitoring (ETCO2)				
		\$4,995				
		Oridion Microstream Technology:				
		Order required Microstream tubing sets separately				
		Interpretative 12- Lead ECG: \$8,450				
		• 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
2	8000-0341	SpO2/SpCO/SpMet Rainbow Resuable Patient Cable: Connects to Single Use Sensors (4 ft)	5	\$245.00	\$157.51	\$787.55 *
3	8000-000371	SpO2/SpCO/SpMet Rainbow DCI Adult Reusable Sensor with connector (3 ft)	5	\$845.00	\$319.55	\$1,597.75 *

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
4	8000-0895	Cuff Kit with Welch Allyn Small Adult, Large Adult and Thigh Cuffs	5	\$157.50	\$110.25	\$551.25 *
5	8000-0580-01	Six hour rechargeable Smart battery	5	\$495.00	\$346.50	\$1,732.50 *
*Pricing in this quotation is based on ZOLL'S Federal Supply Schedule Contract No. V797D-40135; expiration 04/30/2019.						
TOTAL						\$158,746.05

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