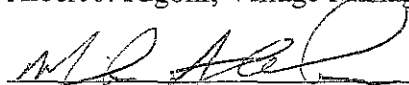
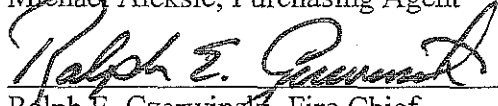


MEMORANDUM
Purchasing Division
Fire Department

TO: Albert J. Rigoni, Village Manager

FROM:


Michael Aleksic, Purchasing Agent


Ralph E. Czerwingki, Fire Chief

DATE: October 9, 2009

SUBJECT: AGENDA ITEM – October 19, 2009 Board Meeting
Proprietary Purchase of ECG Monitor/Defibrillator/Pacer

Budget Amount & Account Number: \$25,000 020-0420-418.07-50 #D33030

Tabulation:

Zoll Medical Corp., Chelmsford, MA. \$24,882.94

Background:

The current FY10 CIP budget provides funding for the replacement of one of five ECG Monitor/Defibrillator/Pacer units currently in use by Fire Department Paramedics. Replacement of the existing unit is part of an ongoing ECG Monitor/Defibrillator/Pacer replacement program designed to assist in maintaining quality medical equipment and taking advantage of the latest technologies available for today's paramedics.

All of the Fire Department's current ECG Monitor/Defibrillator/Pacer units are standardized to Welch Allyn (the manufacturer) equipment, which is branded and distributed by Zoll Medical Corporation. Zoll monitors are compatible with the Fire Department's existing Zoll EMS computerized patient care reporting software, which allows all patient information gathered through the Zoll unit during patient contact to be downloaded directly into the reporting software for the patient care report.

Recommendation:

It is recommended that the purchase of a new Zoll ECG Monitor/Defibrillator/Pacer Unit, and all required hardware and accessories, be awarded to Zoll Medical Corporation, the sole source provider of the specified equipment, in the amount of \$24,882.94. The cost of the ECG Monitor/Defibrillator/Pacer unit is \$18,346. The remaining \$6,536.94 is for the purchase of the necessary hardware and accessories such as battery pack, charging station, case, mounting brackets, monitoring cords and etc.

Comments:

The new ECG Monitor/Defibrillator/Pacer provides 12-lead ECG capability, which allows the new Zoll unit to send patient information transmissions directly to the hospital. Additionally, the unit has biphasic technology as well as pulse oximetry capability which significantly enhances the effectiveness of the unit under a wide variety of medical and cardiac related circumstances.

Paramedic personnel have researched and field tested other proprietary ECG Monitor/Defibrillator/Pacer units. Included were units manufactured by Philips and Physio Control. The results confirmed that the Zoll equipment was the most functional and feature rich while also being the most cost effective.

cc: Barry Liss