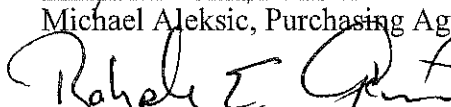


**MEMORANDUM**  
**Purchasing Division**  
**Fire Department**

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**TO:** Albert J. Rigoni, Village Manager

**FROM:**   
Michael Aleksic, Purchasing Agent

  
Ralph E. Czerwinski, Fire Chief

**DATE:** September 12, 2013

**SUBJECT:** AGENDA ITEM – October 7, 2013 Board Meeting  
Proprietary Purchase of ECG Monitor/Defibrillator/Pacer

Budget & Account Number: \$28,000 020-0420-418.07-50 #H33027

Tabulation:

Zoll Medical Corp., Chelmsford, MA. \$27,978.30

Background:

The current FY14 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 based on the manufacturer's recommendation not to exceed five years of useful life and is part of our 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.

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 be awarded to Zoll Medical Corporation, the sole source provider of the specified equipment, in the amount of \$27,978.30. The awarded amount includes the trade-in value of our oldest unit for \$5,000.00, initially purchased in 2009.

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.

cc: John Lockerby  
DC Barry Liss