

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

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**TO:** John T. Lockerby, Village Manager

**FROM:**   
Michael Aleksic, Purchasing Agent

  
James Walters, Fire Chief

**DATE:** September 24, 2015

**SUBJECT:** AGENDA ITEM – October 7, 2015 Village Board Meeting  
Proprietary Purchase of ECG Monitor/Defibrillator/Pacer

Budget & Account Number: \$34,000 020-0420-418.07-50 #J33021

Tabulation:

Zoll Medical Corp., Chelmsford, MA. \$27,920.68

Background:

The FY16 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 the Fire Department's ongoing replacement program designed to assist in maintaining quality medical equipment and taking advantage of the latest technologies available for today's paramedics.

Currently, the five ECG Monitor/Defibrillator/Pacer units are manufactured by ZOLL Medical Corporation. These monitors are compatible with the Fire Department's existing ZOLL EMS computerized patient care reporting software. This software, selected, approved and required through our paramedic medical system is also a ZOLL product. Subsequently, all patient information gathered through the ZOLL unit during patient contact can be downloaded directly into 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 \$27,920.68. The awarded amount includes the trade-in value of the oldest unit for \$6,900, which was originally purchased in 2009. The remainder of the budgeted funds will be used to purchase extra batteries, monitoring cords, mounting brackets and other miscellaneous equipment.

Comments:

The new ZOLL unit is able to send 12-lead ECG transmissions directly to the hospital via wireless connection for rapid interpretation and subsequent treatment in the field, and also features biphasic technology, pulse oximetry, bluetooth technology and carbon monoxide monitoring. These features enhance the effectiveness of the unit under a wide variety of medical and cardiac related circumstances.

cc: Jason Wicha  
DC Ken Borre