



City of Culver City

Mike Balkman
Council Chambers
9770 Culver Blvd.
Culver City, CA 90232
(310) 253-5851

Staff Report

File #: 20-395, Version: 1

Item #: C-4.

CC - (1) Approval of a Purchase Order with Zoll Medical Corporation for Nine Cardiac Monitors in an Amount Not-to-Exceed \$292,729.99; and (2) FOUR-FIFTHS VOTE REQUIREMENT: Approval of a Related Budget Amendment.

Meeting Date: November 18, 2019

Contact Person/Dept: Daniel Dobbs/Fire Department

Phone Number: (310) 253-5912

Fiscal Impact: Yes ☒ No ☐

General Fund: Yes ☒ No ☐

Public Hearing: ☐ **Action Item:** ☐ **Attachments:** ☐

Commission Action Required: Yes ☐ No ☒

Public Notification: (E-Mail) Meetings and Agendas - City Council (11/13/19)

Department Approval: David White, Fire Chief (10/16/19)

RECOMMENDATION

Staff recommends the City Council (1) approve a purchase order with Zoll Medical Corporation for nine cardiac monitors in an amount not-to-exceed \$292,729.99; and (2) approve a related budget amendment (***requires four-fifths vote***).

BACKGROUND/DISCUSSION

The Culver City Fire Department has been providing Advanced Life Support (ALS) through its paramedic program since 1973. Seventy-one percent (71%) of the Department's 911 calls are for Emergency Medical Services (EMS). Culver City's paramedic program delivers high quality patient care and is recognized in Los Angeles County as a progressive EMS provider.

The cardiac monitor is an essential tool that helps paramedics obtain vital signs and provides real time analysis of cardiac function. Cardiac monitors, coupled with specialized expertise, enable paramedics to help identify heart attacks, irregular heart rhythms, and deliver the crucial electrical shocks when a person's heart is no longer beating. Cardiac monitors are integral to the emergency medical services the Department provides to the Culver City community and truly help Culver City

paramedics save lives.

The recommended purchase order comprises seven replacement monitors and two new monitors for the new paramedic rescue ambulances. The Department's current cardiac monitors have been in service since 2013 and have reached the end of useful life. City Council approved the implementation of a third paramedic rescue ambulance, additional personnel, and necessary equipment as part of the City's Fiscal Year 2019/2020 Budget. The purchase of two new apparatus was approved by City Council at the October 14, 2019 City Council meeting. In the interest of operational consistency and maintenance standardization, the Department desires to purchase replacement monitors and monitors for new apparatus at the same time.

Zoll consistently tops the short list of cardiac monitors on the market with innovative features and advanced capabilities. The new monitors will be equipped with the latest technology that will improve integration with the Department's electronic patient care reporting system and provide real-time cardiopulmonary resuscitation (CPR) and bag valve mask (BVM) feedback to paramedics.

This procurement is exempted from formal bidding procedures per Culver City Municipal Code Section 3.07.055.G, which exempts bidding requirements where competitive bid procedures have already been utilized by the City, public agency or joint power agency and the goods or supplies are supplied to the City at the same or better price. Because cardiac monitors as supplied by Zoll Medical Corporation have previously undergone competitive solicitation procedures through National Purchasing Partners (NPP) and Zoll Medical Corporation will supply the same goods or supplies at the same or better rate, this procurement meets this requirement.

FISCAL ANALYSIS

Staff is requesting to purchase the monitors from accounts as follows:

30770500.732120	\$227,678.88
10145300.732120	\$65,051.11
Total Purchase	\$292,729.99

Asset Replacement Fund (Fund 307)

The Asset Replacement Fund (Fund 307), has accrued sufficient funding to replace seven monitors. Staff is requesting a budget amendment of \$227,678.88 from Fund 307 fund balance to account #30770500.732120 to purchase seven replacement monitors. Zoll is providing a trade in-value for the seven monitors currently in use to offset total purchase costs.

Department Budget

The purchase of two new monitors was accounted for in the Approved FY 2019/2020 Budget and funds were allocated in account 10145300.732120 for such purchase. At the October 14, 2019 City Council meeting, account #10145300.732120 was referenced in Staff Report 20-334 (i.e., Purchase of Two New Paramedic Rescues). By reference to account 101453.732120 in Staff Report 20-334, funds were in effect allocated to the purchase of the new rescues. Staff has since determined that the full contingency amount for the new rescues will no longer be necessary. Thus, \$65,051.11 (i.e., two-ninths of the total purchase price) from account 10145300.732120 is available for the purchase of the two new monitors as initially intended.

ATTACHMENTS

None

MOTION

That the City Council:

1. Approve a budget amendment to appropriate \$227,678.88 from Fund 307 fund balance to Account #30770500.732120 (**requires four-fifths vote**); and
2. Approve a purchase order for cardiac monitors in an amount not-to-exceed \$292,729.99; and
3. Authorize the Purchasing Officer to issue such purchase order to Zoll Medical Corporation.