



City of Olathe

COUNCIL AGENDA ITEM

MEETING DATE: 6/18/2019

DEPARTMENT: Resource Management

STAFF CONTACT: Jeff DeGraffenreid/Amy Tharnish

SUBJECT: Acceptance of bid and consideration of award of contract with Zoll Medical Corporation for Cardiac Monitors for the Olathe Fire Department.

ITEM DESCRIPTION:

Acceptance of bid and consideration of award of contract with Zoll Medical Corporation for Cardiac Monitors for the Olathe Fire Department

SUMMARY:

The current fleet of Phillips cardiac monitors used by the first responders throughout the county and in Olathe are no longer supported and replacement parts are no longer available. Johnson County held the previous cooperative contract for the metro area for cardiac monitors and have since had to competitively issue a new RFP to find a new company to provide the necessary equipment and services. Johnson County's MedAct awarded the new cooperative contract to Zoll Medical Corporation (HGAC contract# EE08-17).

An effort to standardize on equipment throughout the county will ensure inter-operability, as well as, information transference in a more seamless and efficient manner and will potentially save more lives. Currently patients will experience at least one transfer between first responders to MedAct before finally being transferred to the nearest hospital. During each transfer, citizens have to be fully detached from one cardiac monitoring system (including cables) to be hooked up to the next monitor and reattached with new cables. Precious time and data are lost between each transfer. With the new Zoll cardiac monitors, patients can keep their cables attached to them and simply be connected to the next monitors. Additionally, there are Bluetooth and cellular data transference capabilities between the Zoll monitors so that no data is lost between any of the transfers. The data is real-time and can also be sent directly to the hospitals. Hospitals now have a chance to anticipate the needs of the patients before they even make it to the front doors of the emergency rooms.

Added benefits of the Zoll monitors are carbon monoxide and oxygen saturation detection. Whole families can be tested to determine if they need to be sent to the hospital immediately and firefighters can be easily and quickly monitored during their rehab. The monitors are portable devices and can be used to determine vitals, cardio vert or to defibrillate patients. These devices will be used for each and every medical call.

The current fleet of monitors have a trade-in value of \$170,000.

The monitors will be an addition to the VERF. VERF fund balance will cover the initial purchase, and the department will pay a double lease fee back into the VERF.

Staff recommends award of contract with Zoll Medical Corporation.

FINANCIAL IMPACT:

Estimated expenditure will be \$640,000 and is supported by the Vehicle Equipment Fund.

ACTION NEEDED:

Award of contract to Zoll Medical Corporation for cardiac monitors for the Olathe Fire Department.

ATTACHMENT(S):

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None.