

OMB Granicus Review

Granicus Title	Agreement with Stryker Sales LLC d/b/a Stryker Medical for Electro-Cardiograph monitor/defibrillators and services.				
Granicus ID#	23-0660A	Reference #		Date	05-17-23

Mark all Applicable Boxes:

Type of Review									
CIP		Grant		Other		Revenue		Project	

Fiscal Information:

New Contract (Y/N)	N	Original Amount	
Fund(s)	1006	Amount of Change (+/-)	
Cost Center(s)	344410	Total Amount	\$6,893,429.94
Program(s)	1815	Amount Available	
Account(s)	5460001	Included in Applicable Budget? (Y/N)	Y
Fiscal Year(s)	FY23 – FY28		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

This is a request for approval by the Chair of the Board of County Commissioners for the agreement with Stryker Medical for Electro-Cardiograph (EKG) monitor/defibrillators and services. This contract provides EKG monitor/defibrillators and maintenance, repair, and warranty services for the Department of Safety & Emergency Services, EMS & Fire Administration Division, and the Department of Administrative Services, Risk Management. The agreement has a term of five years with a total expenditure not to exceed \$6,893,429.94. It allows for two additional three-year extensions beyond the initial five-year contract period. Term extensions allow for annual price adjustments based on the Producer Price Index with a maximum increase of 5%.

The County specifies that the ambulance contractor purchase, own and maintain identical EKG monitors/defibrillators for all ambulance services. There are 160 EKG monitor/defibrillators currently in service at various fire rescue agencies in Pinellas County. Further, there are approximately 80 EKG monitor/defibrillators currently in service for the ambulance service.

Total 5-year expenditures of \$6,893,429.94 are split between the EMS Fund (\$6,737,224.60) and DAS Risk Management (\$156,205.30). Funds were originally budgeted in the EMS Fund in FY22. \$3,424,537 was requested to be carried forward to the FY24 EMS Fund Budget. \$1,306,760 was refunded from the Phillips (the original vendor awarded the contract that was subsequently terminated) to the EMS Fund and will need to be re-appropriated. A budget amendment may be necessary to appropriate remaining needed funds of \$2,005,924.60 from EMS Reserves. Funds from the Department of Administrative services have been appropriated in the FY23 adopted budget for this purpose.

and execution by the Board of County Commissioners of the agreement with ZOLL Data Systems, Inc. (ZOLL) for RescueNet Software Maintenance and Support. Approval is also requested also for the indemnity resolution. Safety and Emergency Services is satisfied with ZOLL’s performance and requests a new contract with updated terms and conditions in line with current County policy. Current contract expired March 31, 2023. The contract provides continued maintenance and support for RescueNet software, used as a patient care records and billing system. The RescueNet software is a vital patient care

records and billing system for SES. ZOLL maintains proprietary interest as the sole developer, distributor, and maintenance and support provider which includes all software enhancements and upgrades.

The estimated annual expenditures are as follows: Year 1 \$249,744.53, year 2 \$241,688.95, year 3 \$253,531.41, year 4 \$266,105.61, year 5 \$279,434.28 for 5 years not to exceed expenditure of \$1,290,484.78. Funding for the ZOLL contract is included and consistent with the FY23 Adopted budget, FY23 Estimate, and in the FY24 Request. Due to the size of the increase, revisions will be needed to the FY23 Estimate and FY24 Request. The original contract from 2018 was for \$777,241.06 over 5 years.

Analyst: John Ondrovic

Ok to Sign:
