



# Pinellas County

## Staff Report

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**File #:** 21-635A, **Version:** 1

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### **Subject:**

Ranking of firms and agreement with Philips North America LLC for Electro-Cardiograph Monitor/Defibrillators and Services.

### **Recommended Action:**

Approval of the ranking of firms and agreement with Philips North America LLC (Philips) 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.
- Additionally, this agreement extends equipment pricing to the County Ambulance Service contractor for the term of this contract.
- The agreement has a term of five years with a total expenditure not to exceed \$6,534,848.50.
- This contract replaces the current contract currently held by Philips since 2015.
- Three firms submitted proposals; following written evaluation and oral presentations, Philips was selected as the highest ranked firm and is recommended for award by the Safety & Emergency Services Department.

Contract No. 21-0422-P(JJ) for a total amount of \$6,534,848.50, with a five-year contract term; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Ensure Public Health, Safety, and Welfare

2.1 Provide planning, coordination, prevention, and protective services to ensure a safe and secure community

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations

### **Summary:**

The Department of Safety & Emergency Services - EMS & Fire Administration ("EMS") purchases, owns, and maintains all EKG monitors/defibrillators for Fire Rescue Advanced Life Support (ALS) First Responders in Pinellas County (County). The County further 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.

The safe useful life of the equipment is eight (8) years and may be extended by the manufacturer through maintenance and calibration.

The negotiated agreement with Philips' offers the following:

- One hundred sixty (160) Philips Tempus Pro ALS EKG Monitor/Defibrillators which include cardiac monitoring, 12 lead EKG, defibrillation, cardioversion, external pacing, pulse oximetry, capnography, and telemetry.
- Advanced synchronized dual device design will maximize patient care during cardiac arrest resuscitation using our "pit crew" approach (i.e., the monitor and defibrillator are separate devices).
- Philips Corium Software and Connectivity to connect real-time EKG and biomedical patient data with EMS physicians, hospitals, cardiologists, EMS quality assurance, and EMS patient records.
- 5-year fixed price agreement with a 3% annual inflation cap during any extensions.
- Guaranteed pricing of future equipment, cables, accessories, and disposable supplies (i.e. EKG electrodes) at a 35% discounted rate.
- Guaranteed pricing for the ambulance contractor.
- On-site repair and maintenance including twenty (20) dedicated loaner EKG Monitor/Defibrillators on-site at no cost for the equipment. The only cost will be connectivity and the on-going maintenance.
- Purchase fifteen (15) Video Laryngoscopes to field test and selectively deploy video laryngoscopy in the EMS System.

#### **Background Information:**

A request for proposal, on behalf of the Safety & Emergency Services Department, was released on April 16, 2021 resulting in three (3) responsive submittals. Following written evaluation on June 10, 2021 and oral presentations on August 11, 2021; Philips' was selected as the highest ranked firms.

This contract replaces a current contract currently held by Philips since 2015.

#### **Fiscal Impact:**

Total 5-year expenditures not to exceed: \$ 6,534,848.50 to be funded from the Emergency Medical Services Fund (1006).

#### **Equipment:**

EKG Monitor/Defibrillators with Connectivity & Accessories = \$4,975,112.50

Funding for this Agreement is derived from the Emergency Medical Services (EMS) Fund - ALS First Responder Program - Machinery & Equipment. Appropriations are included in the FY22 Adopted Budget.

#### **Maintenance:**

5-Year Maintenance = \$1,262,764.80

Year 1 = \$74,880

Year 2 through 5 = \$296,971.20 annually

Funding for this agreement is derived from the FY21-22 - Emergency Medical Services (EMS) Fund - ALS First Responder Program - Repair & Maintenance. Appropriations are included in the FY22 Adopted Budget.

The not to exceed cap of \$6,534,848.50 includes the capital plus years 1 - 5 of maintenance leaving a balance of \$296,971.00 that should not be expended in years 1-5.

**Staff Member Responsible:**

Jim Fogarty, Bureau Director, Safety and Emergency Services

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

18 ALS First Responder Agencies - Clearwater, Dunedin, East Lake, Gulfport, Largo, Lealman, Madeira Beach, Oldsmar, Palm Harbor, Pinellas Park, Pinellas Suncoast, Safety Harbor, Seminole, South Pasadena, St. Pete Beach, St. Petersburg, Tarpon Springs, and Treasure Island.

Paramedics Logistics Florida - Sunstar Paramedics

**Attachments:**

Agreement

Ranking Spreadsheet