



Pinellas County

Staff Report

File #: 23-0558A, **Version:** 1

Subject:

Agreement with ZOLL Data Systems, Inc. for RescueNet software maintenance and support.

Recommended Action:

Approval of the agreement with ZOLL Data Systems, Inc. (ZOLL) for RescueNet software maintenance and support.

- This agreement provides continued maintenance and support for RescueNet software, used as a patient care records and billing system by the Safety and Emergency Services (SES) Department.
- The County has been doing business with ZOLL since 2003 with the current contract expired as of March 31, 2023 and has taken six months to negotiate the legal terms and conditions with this new agreement. RescueNet software is a vital patient care records and billing system for the using department. ZOLL maintains proprietary interest as the sole developer, distributor, maintenance, and support provider which includes all software enhancements and upgrades.
- SES is satisfied with ZOLL's performance and requests a new contract with updated terms and conditions in line with current County policy. Funding is available in the Safety and Emergency Services Department, EMS Fund.
- This agreement replaces the current agreement and contains a maximum price increase capped at 6%, year over year, for the duration of the sixty-month contract. The agreement allows for two twelve-month extensions.
- Funding for the ZOLL contract is included and consistent with the Fiscal Year (FY) 2023 Adopted budget, FY23 Estimate, and in the FY24 Request.
- The County has standard indemnification requirements which ZOLL has taken exception to that conflict with County Resolution No. 06-70. The County Attorney's Office and SES have reviewed the proposed indemnification language and do not consider the revised language to be a considerable level of risk. This disclosure is set forth in accordance with the requirements of County Resolution No. 06-70.

Contract No. 22-0668-A in the estimated annual expenditure: 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 a sixty-month not to exceed expenditure of \$1,290,484.78; 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 create and enhance a safe, secure, and healthy community

Deliver First-Class Services to the Public and Our Customers

5.3 Ensure effective and efficient delivery of county services and support

Summary:

The purpose of this Agreement is to provide continued maintenance and support of the RescueNet software, used as a patient care records and billing system by the Safety and Emergency Service Department.

ZOLL maintains proprietary interest as the sole developer, distributor and provider of the product and is the only firm that can provide maintenance and support, including software upgrades.

Background Information:

The County has been doing business with ZOLL since 2003 with the current contract expiring on March 31, 2023. The RescueNet software provides vital patient care records and a billing system for the using department. ZOLL maintains proprietary interest as the sole developer, distributor and provider of the product which includes all maintenance, support and upgrades.

Fiscal Impact:

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| Sixty (60) month expenditure not to exceed: | \$1,290,484.78 |
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| Year 1 annual average not to exceed: | \$ 249,744.53 |
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| Year 2 average annual not to exceed: | \$ 241,668.95 |
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| Year 3 average annual not to exceed: | \$ 253,531.41 |
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| Year 4 average annual not to exceed: | \$ 266,105.61 |
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| Year 5 average annual not to exceed: | \$ 279,434.28 |
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Funding is derived from the Safety and Emergency Services Department, EMS Fund.

Staff Member Responsible:

James Fogarty, Bureau Director, Safety and Emergency Services

Merry Celeste, Division Director, Purchasing & Risk Management

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Agreement