



Pinellas County

Staff Report

File #: 23-0660A, Version: 1

Subject:

Agreement with Stryker Sales LLC d/b/a Stryker Medical for the purchase of Electro-Cardiograph monitor/defibrillators and services.

Recommended Action:

Approval of the agreement with Stryker Medical for the purchase of Electro-Cardiograph (EKG) monitor/defibrillators and services.

It is further recommended the Board of County Commissioners (BCC) cancel the contract with Phillips awarded by the BCC January 11, 2022, due to their inability to provide equipment due to supply chain issues.

- 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 AED devices for the Department of Administrative Services, Risk Management. 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 \$6,893,429.94. and has provision for two three-year extensions beyond the initial five-year contract period. Term extensions provide for annual price adjustments based on the Producer Price Index with a maximum increase of 5%.
- Three firms submitted proposals; following written evaluation and oral presentations, Philips was originally selected as the highest ranked firm and was recommended for award by the Safety & Emergency Services Department and subsequently award was made by the BCC on January 11, 2022.
- Philips was unable to provide the agreed upon EKG monitors/defibrillators due to market derived supply chain delays.
- Stryker was the second highest ranked firm and can deliver the EKG monitor/defibrillators.
- Funding for this contract is divided between the Safety & Emergency Services Department and the Department of Administrative Services. Funds from the Risk Management fund in the Department of Administrative Services have been fully appropriated in the FY23 Adopted Budget for this purpose in the amount of \$156,200.00.
- Contract costs are \$6,893,429.94 of which the EMS fund portion is \$6,737,224.60
- Project originally budgeted in EMS Fund in FY22 at \$5 million with Phillips who defaulted in FY23 and has refunded payments which may need to be re-appropriated.

- Project exceeds FY22 projected budget of \$5 million and a budget amendment may be needed in FY23 from EMS reserves to complete the purchase with new vendor.

Contract No. 21-0422-P for a total amount of \$6,893,429.94, 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 Division ("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 Stryker offers the following:

- One hundred sixty (160) Physio Pro ALS EKG Monitor/Defibrillators which include cardiac monitoring, 12 lead EKG, defibrillation, cardioversion, external pacing, pulse oximetry, capnography, and telemetry.
- Stryker 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 two (2) additional three (3) year terms to extend.
- Guaranteed pricing of future equipment, cables, accessories, and disposable supplies (i.e. EKG electrodes) ranging from 14% to 35% discounted rate.
- Guaranteed pricing for the ambulance contractor.

Background Information:

A request for proposal, on behalf of the Safety & Emergency Services Department, resulting in three (3) responsive submittals. Following written evaluation, and oral presentations, Philips' was selected as the highest ranked firm resulting in award of contract by the Board of County Commissioners on January 11, 2022.

Philips is unable to fulfill the contracted order due to market derived supply chain delays and is therefore unable to provide the required EKG Monitor/Defibrillators.

Fiscal Impact:

Total 5-year expenditures not to exceed: \$6,893,429.94 to be funded as follows:

- \$6,737,224.60 from the Emergency Medical Services Fund (1006).
- \$156,205.30 from the Department of Administrative Services, Risk Management Budget

Contract components:

160 EKG Monitor/Defibrillators with Connectivity (EMS Fund) = \$6,274,704.98

EKG accessories and supplies (EMS Fund) = \$162,775.62

Year 5 Maintenance (EMS Fund) = \$299,744.00

EKG Equipment for Risk Management (Risk Management Budget) = \$156,205.34

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.

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