COUNTY AGENDA REQUEST

Department:	Fire and Emergency Services	Presenter(s):	M. Allen McCullough
Meeting Date:	Thursday, May 10, 2012	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #829 to purchase a Lifepak 15 heart monitor with accessories in the amount of $24,808.20 and dispose of a Lifepak 11 as a trade-in allowance.

Background/History/Details:

In Emergency Medical Services (37230600) capital improvement project 9600E a heart monitor was identified for purchase. This monitor allows the Paramedic to monitor current heart rhythm, obtain multiple lead EKGs, monitor oxygen saturation, and provide other diagnostic medical information.

Bid #829 is for a Physio Control Lifepak 15. This is a sole source bid with no other vendors capable of submitting a bid for this equipment. The Lifepak 15 will be the standard monitor purchased in the future. This standardization will allow the department to use “like items” for the Physio Control product such as batteries, accessories, and give the ability to integrate with other existing peripheral equipment.

Staff would also like to close out Project 9600E after this purchase is made. There would be a balance left in the account of about $2749 which would be transferred back to EMS's fund balance.

What action are you seeking from the Board of Commissioners?

Accept Bid #829 and authorize the disposal of one (1) Physio Control Lifepak 11 as a trade-in; including approval to close the existing project 9600E after purchase is made and transfer the remaining $2,749 back to EMS's fund balance.

If this item requires funding, please describe:

Project 9600E has $27,558 in available funding. After the purchase for $24,809, the remaining funding balance of $2,749 would be transferred to EMS's fund balance.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	Yes
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval	Yes		

Staff Notes:

Fayette County GEORGIA

Where Quality Is A Lifestyle

To: Jack Krakeel

From: Ted L. Burgess

Date: April 24, 2012

Subject: Bid #829 – Emergency Medical Defibrillator

On March 26, 2012 the Purchasing Department released Invitation to Bid #829 for a Physio Control Lifepak 15 emergency medical defibrillator. Invitations were direct-mailed to 17 vendors. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace (www.glga.org), and Channel 23.

Three vendors responded to the invitation to bid (please see the attached spread sheet). However, while a number of vendors sell the Lifepak 15, Physio Control, Inc. was the only one which offered a bid on that specific item. It was subsequently established that the manufacturer does not allow retailers to sell to government entities. That is done only through the corporate office.

Emergency Medical Services specified the Physio Control Lifepak 15 for a number of reasons. While the Department currently has defibrillators from more than one manufacturer, they are working to standardize their equipment to the extent possible. The data transmission software they use is manufactured by Physio Control, so equipment from the same source would be beneficial for technology compatibility.

Arguably the most important reason to specify the brand is that Physio Control currently offers new technology, while Philips' (the lower priced bid) technology is 8-9 years old. Physio Control's equipment provides up-to-date technology for emergency personnel to use in critical situations.

For the reasons stated above, Fire / EMS has recommended accepting the bid of $24,808.20 from Physio Control, Inc. I concur with their recommendation.

Attachment

BID: #829 EMERGENCY MEDICAL DEFIBRILLATOR

OPENING DATE: 3:00PM, THURSDAY, APRIL 12, 2012

COMPANY NAME	PRODUCT OFFERED	BID PRICE	ACCESSORIES, SHIPPING & HANDLING	TRADE-IN AMOUNT FOR LIFEPAK 11	TOTAL BID PRICE
PHILIPS HEALTHCARE A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORP.	Philips HeartStart MRx	$18,463.36		($1,500.00)	**$16,963.36**
PHYSIO-CONTROL, INC.	Physio Control Lifepak 15	$23,996.00	$1,812.20	($1,000.00)	**$24,808.20**
ZOLL MEDICAL CORPORATION	Zoll X Series	$30,352.00		($25.00)	**$30,327.00**

FOR 2012 13 JOURNAL DETAIL 2009 1 TO 2012 13

	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD ACTUAL	ENC/REQ	AVAILABLE BUDGET	PCT USED
37230600 EMERGENCY MEDICAL SERVICES							
390100 TRANSFER FROM GENERAL FUND							
9600E EMS/CARDIAC MONITOR DEFIBRILLATORS							
37230600 390100 9600E TRANSFER FROM	-27,558	27,558	0	.00	.00	.00	.0%
2009/01/000859 07/01/2008 GRV 27,558.00 REF							
2009/01/000862 06/30/2009 BUA 27,558.00 REF REVERS					REVERSE 767-BUA ENTRY		
2009/01/000784 07/01/2008 GEN -27,558.00 REF FY09					FY09 FUNDING CAPITAL PROJECTS		
2009/01/000767 07/01/2008 BUC -27,558.00 REF PROJEC					TRANSFER FROM GENERAL FUND		
542520 SAFETY EQUIPMENT							
9600E EMS/CARDIAC MONITOR DEFIBRILLATORS							
37230600 542520 9600E SAFETY EQUIPM	27,558	0	27,558	.00	.00	27,558.00	.0%
2009/01/000753 07/01/2008 BUC 27,558.00 REF					ORIGINAL BUDGET 2009		
TOTAL EMERGENCY MEDICAL SERVICES	0	27,558	27,558	.00	.00	27,558.00	.0%
TOTAL REVENUES	-27,558	27,558	0	.00	.00	.00	
TOTAL EXPENSES	27,558	0	27,558	.00	.00	27,558.00	
GRAND TOTAL	0	27,558	27,558	.00	.00	27,558.00	.0%

** END OF REPORT - Generated by Tammy Lackey **