



## Legislation Details (With Text)

|                       |  |                      |   |                               |  |
|-----------------------|--|----------------------|---|-------------------------------|--|
| <b>File #:</b>        | 19-0713  | <b>Version:</b>      | 1 | <b>Name:</b>                  |  |
| <b>Type:</b>          | Consent Item   | <b>Status:</b>       |   | Agenda Ready                  |  |
| <b>File created:</b>  | 11/19/2019   | <b>In control:</b>   |   | Board of County Commissioners |  |
| <b>On agenda:</b>     | 12/10/2019   | <b>Final action:</b> |   |                               |  |
| <b>Title:</b>         | Supplemental Agreement and Purchase Order more than \$50K with Zoll Medical Corporation to purchase cardiac monitors   |                      |   |                               |  |
| <b>Sponsors:</b>      |  |                      |   |                               |  |
| <b>Indexes:</b>       |  |                      |   |                               |  |
| <b>Code sections:</b> |  |                      |   |                               |  |
| <b>Attachments:</b>   | 1. Zoll Quote Alachua County Fire Rescue 320386Version 3 121019.pdf, 2. Supplemental Agreement with Zoll Medica 20191113 ATF by CAO 121019.pdf, 3. Zoll Exhibit 1 Volusia County Agreement 121019.pdf, 4. Zoll Exhibit 2 Alachua County Fire Rescue 320386Version 3 121019.pdf, 5. Engagement Survey - Zoll 121019.pdf |                      |   |                               |  |

| Date | Ver. | Action By | Action | Result |
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### Agenda Item Name:

Supplemental Agreement and Purchase Order more than \$50K with Zoll Medical Corporation to purchase cardiac monitors

### Presenter:

Harold Theus, Chief 352-384-3101

### Description:

Agreement with Zoll Medical Corporation to purchase cardiac monitors

### Recommended Action:

Approve and sign the Supplemental Agreement and Purchase Order #2020-1259 with Zoll Medical Corporation, in the amount not to exceed \$431,742.30 (does not include trade-in), for the purchase of fifteen (15) X Series Manual Monitor/Defibrillators and Accessories. Prices per Volusia County RFP 6-64AK.

### Prior Board Motions:

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### Fiscal Consideration:

The FY20 budget includes funding to replace the remaining cardiac monitors of \$413,589 and \$35,000 for the purchase of a cardiac monitor for the new rescue unit. Funds are budgeted in 001.54.5450.526.64.00.

### Background:

Alachua County Fire Rescue (ACFR) utilizes Zoll E-series monitors on its front-line ALS units. Manufacturer life expectancy for the Zoll E-series monitors is 8-years and ACFR units have reached that benchmark. Zoll

no longer manufactures the E-series and will no longer provide software updates.

The FY19 budget included funding to replace half of the Zoll E-series monitors with the Zoll X-series. The FY20 budget includes funding for the remaining units (\$413,589) and the additional rescue unit (\$35,000). The new technology offers WiFi connectivity for transmission of electrocardiograms (ECGs) to the hospital rather than Bluetooth connection used by E-series.

Volusia County currently has an agreement with Zoll that ACFR is able to utilize and save over \$1,100.00 per unit. In addition, Zoll has offered a credit as trade-in values for \$1,000.00 of the E-series units. A supplemental agreement is necessary to utilize the Volusia County agreement and pricing.

On November 12, 2019, the Board approved a purchase order to Zoll, however, the pricing did not comply with the Volusia County agreement and the required supplemental agreement was not included in the recommended action.

On September 24, 2019, the Board Adopted the FY20 Budget which included funding for the replacement of the cardiac monitors for the fire units.

On November 13, 2018, the Board approved the Supplemental Agreement for the replacement of the cardiac monitors for the rescue units.