



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
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www.rochesterhills.org

Legislative File No: 2015-0188

TO: Mayor and City Council Members
FROM: Sean Canto, Fire Chief
DATE: May 18, 2015
SUBJECT: Purchase of Cardiac Monitors

REQUEST:

City Council is requested to authorize the purchase of three (3) Life Pak 15 Cardiac Monitors and required accessories from Physio Control, Inc. Redmond, Washington in the amount of \$92,834.06.

REASON FOR PURCHASE:

With the improved development of the Rochester Hills Fire Department from three Advanced Life Support (ALS) units to five in 2016, the department is adding to the three present cardiac monitors which are Physio-Control Life Pak 15 cardiac monitors.

In addition to the continuation of care for patients in the Physio-control Lifenet system, a hospital based monitor integration program, allows the Rochester Hills Fire Department to transmit cardiac diagnostic readings to local hospitals including Crittenton Hospital Medical Center, William Beaumont Troy, and St. Joseph Mercy Hospital in Pontiac, displaying for the hospital a heart patient electro cardio gram (EKG) allowing the hospital to work with Rochester Hills Fire Department in the pre-hospital environment and preparing the hospital for a cardiac patient's arrival and more efficient care and speedy transfer to a cardiac catheterization lab.

Due to an evaluation of the present monitors and maintenance history of those items it was determined that the additional three monitors were needed and not a replacement of all monitors for the department.

The Rochester Hills Fire Department has standardized its cardiac monitoring equipment to Medtronic, providing uniform operable heart monitors/defibrillators throughout the City and with local area hospitals. Physio Control is the sole source provider of Medtronic equipment. As sole source provider, the City negotiated with Physio-Control to achieve a 19% discount off of list price for the products.

PROCESS:

Vendor Name and Address:

Physio-Control, Inc.
11811 Willows Road NE
P.O.Box 97023
Redmond, Washington 98073

Reason for Selection:

Sole Source Provider for cardiac monitors that are compatible with other existing equipment such as AED's in all City Buildings and local area hospitals.

Method of Purchase:

Purchase Order

BUDGET:

Funding is included as part of the 2015 Adopted Budget.

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Capital	402.977000	Capital Equipment	\$163,900.00	\$92,834.06	\$71,065.94

RECOMMENDATION:

It is recommended that the Rochester Hills City Council authorize the purchase of three (3) Life Pak 15 cardiac monitors and accessories from Physio Control, Inc., Redmond, Washington in the amount of \$92,834.06.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Finance Director		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		