



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

1000 Rochester Hills Dr.  
Rochester Hills, MI 48309  
248.656.4630  
[www.rochesterhills.org](http://www.rochesterhills.org)

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Legislative File No: 2022-0257

**TO:** Mayor and City Council Members  
**FROM:** Sean Canto, Fire Chief  
**DATE:** June 6, 2022  
**SUBJECT:** Purchase Authorization for AEDs and Cardiac Monitors

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**REQUEST:**

City Council is requested to authorize the purchase of twelve (12) Automated External Defibrillators (AED) and Two (2) Cardiac Monitors to Stryker Medical, Redmond, Washington in the amount of \$129,603.30.

**REASON FOR PURCHASE**

The purchase of the twelve (12) AED units is scheduled replacement/upgrade of AEDs. The City is trading in twelve (12) of its AEDs that are being replaced. These units will replace the rest of the department's outdated LIFEPAK 500 AED's. These units will be placed on the Administration, Community Risk Reduction, and support vehicles, such as the bike teams and gator, to have better coverage of AED's in the community.

The City will be replacing the two (2) oldest Cardiac Monitors from a 2009 purchase. Cardiac Monitors usually have a service life of eight (8) years and these units have been in service much longer. This will replace our last two (2) 2009 monitors, making our oldest units from a 2015 purchase.

The Rochester Hills Fire Department has standardized its cardiac monitoring equipment to Physio Control, providing uniform operable heart monitors/defibrillators throughout the City and with local hospitals. 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 Ascension Providence Rochester, William Beaumont Troy, and St. Joseph Mercy Hospital in Pontiac, displaying for the hospital a heart patient electro cardio gram (EKG/ECG) 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.

The Fire Department will receive a trade-in value of \$13,200 for two (2) LIFEPAK 15 and (12) twelve LIFEPAK 500 removed from service for a net purchase cost of \$116,403.30.

Stryker is the sole source provider of LIFEPAK equipment. The City receives a 15% - 18% discount off of list price for the products.

**Vendor Name and Address:**

Stryker Medical  
11811 Willows Road NE  
Redmond, Washington 98073

**Reason for Selection:**

Sole source provider for equipment that is compatible with other existing equipment in all City buildings and local area hospitals.

**Method of Purchase:**

Purchase Order

**BUDGET:**

Funding is included in the FY 2022 Adopted Budget

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Capital	402.977000	Capital Equipment (2 Heart Monitors)	\$99,770.00	\$89,977.26	\$9,792.74
Fire Capital	402.748000	Operating Equipment (12 AEDs)	\$40,000.00	\$39,626.04	\$373.96
Fire Capital	402.673001	Trade-In Revenue	\$0	+\$13,200.00	\$13,200.00
<b>Total:</b>			<b>\$139,770.00</b>	<b>\$116,403.30</b>	<b>\$23,366.70</b>

**RECOMMENDATION:**

City Council is requested to authorize the purchase of twelve (12) Automated External Defibrillators (AED) and Two (2) Cardiac Monitors to Stryker Medical, Redmond, Washington in the amount of \$129,603.30.

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

Contract Reviewed by City Attorney       Yes       N/A