



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

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

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Legislative File No: 2018-0224

**TO:** Mayor and City Council Members  
**FROM:** Sean Canto, Fire Chief  
**DATE:** June 4, 2018  
**SUBJECT:** Purchase Authorization for AEDs, Chest Compression Device and Cardiac Monitor

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**REQUEST:**

City Council is requested to authorize the purchase of twelve (12) Automated External Defibrillators (AED), One (1) Automatic Chest Compression Device and One (1) Cardiac Monitor to Physio-Control, Inc., Redmond, Washington in the amount of \$91,987.72.

**REASON FOR PURCHASE**

The Rochester Hills Fire Department is equipping a reserve ambulance as an Advanced Life Support (ALS) unit with the purchase of the cardiac monitor and chest compression device. The purchase of the twelve (12) AED units is scheduled replacement/upgrade of the defibrillators. The City is trading in seven (7) of the AEDs being replaced. The remaining five units will be transferred to Fire Department administrative vehicles.

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 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.

Physio Control is the sole source provider of Lifepack/Lucas equipment. As sole source provider, the City negotiated with Physio-Control to achieve a 17-18% discount off of list price for the products.

**Vendor Name and Address:**

Physio-Control, Inc.  
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 2018 Adopted Budget

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Capital	402.977000	Capital Equipment (Heart Monitor)	\$46,000.00	\$39,431.14	\$6,568.86
Fire Capital	402.977000	Capital Equipment (Chest Compression Device)	\$18,500.00	\$18,669.58	(\$169.58)
Fire Capital	402.748000	Operating Equipment (12 AEDs)	\$35,000.00	\$33,887.00	\$1,113.00
		<b>Total:</b>	<b>\$99,500.00</b>	<b>\$91,987.72</b>	<b>\$7,512.28</b>

**RECOMMENDATION:**

It is recommended that the Rochester Hills City Council authorize a purchase order to Physio-Control, Inc., Redmond, Washington for the purchase of twelve (12) Automated External Defibrillators (AED), One (1) Automatic Chest Compression Device and One (1) Cardiac Monitor in the amount in the amount of \$91,987.72.

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