



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)

Legislative File No: 2019-0019

**TO:** Mayor and City Council Members  
**FROM:** Sean Canto, Fire Chief/Emergency Services Director  
**DATE:** January 28, 2019  
**SUBJECT:** Maintenance Agreement for LifePak 15

**REQUEST:**

City Council is requested to authorize the purchase of a three-year service agreement for Life Pak 15 (heart monitors/defibrillators) to Physio-Control, Inc., Redmond, Washington in the amount of \$30,164.40.

**REASON FOR 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. Physio Control is the proprietary provider of all maintenance services for the LifePak 15 cardiac monitors. Physio Control is offering a 5% discount on maintenance service costs with a three-year contract. The savings to the City would be \$1,587.60 to enter a three-year contract versus contracting on a year-to-year basis. As part of the service plan, the City would receive a 15% discount on accessories and consumables.

**PROCESS:**

**Vendor Name and Address:**

Physio-Control, Inc.  
11811 Willows Road NE  
Redmond, Washington 98073

**Reason for Selection:**

Sole Source Provider

**Method of Purchase:**

Purchase Order

**BUDGET:**

Funding is included in the FY 2019 Adopted Budget and the projected 2020 and 2021 Budgets.

Fund Name	Department Account No	Account No. Description	3-Year Budget Amount	3-Year Cost	Remaining Budget
Fire - Operating	339.932000	Maintenance Equipment	\$38,500	\$30,164.40	\$8,335.60

**RECOMMENDATION:**

It is recommended that the Rochester Hills City Council authorize a purchase order to Physio-Control, Inc., Redmond, Washington for the purchase a three-year service agreement in the amount of \$30,164.40.

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