



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
248.656.4630
www.rochesterhills.org

Legislative File No: 2023-0143

TO: Mayor and City Council Members
FROM: Sean Canto, Fire Chief/Emergency Services Director
DATE: June 19, 2023
SUBJECT: Purchase Authorization for Four (4) Lucas Chest Compression Devices

REQUEST:

City Council is requested to authorize the purchase of four (4) Lucas 3 chest compression devices, required accessories, and preventative maintenance program to Stryker, Redmond, Washington in the amount of \$105,527.48.

REASON FOR PURCHASE:

The Rochester Hills Fire Department's seven ambulances are equipped with automatic chest compression devices along with a device located in the Battalion Chief's vehicle. These devices supply automatic chest compressions to adult patients suffering cardiac arrest in a pre-hospital situation. The Rochester Hills fire Department has standardized its cardiac equipment to Lucas, providing uniform operable chest compression devices through the City.

Stryker is the sole source provider of Lucas Equipment. As sole source provider, the City negotiated with Stryker to achieve a 15% discount off list price for the products, along with being provided a trade-in value for its older units. It is the city's opinion that the trade-in value provides more value than what would be obtained through the City's surplus auction process and recommends trading in the units.

** Please note:

If this purchase is approved, Stryker will offer a \$12,000 trade-in credit for City's the four (4) older units, which will reduce the net cost to the City for the replacement of four (4) Chest Compression Devices to \$93,527.48.

PROCESS:

Vendor Name and Address:

Stryker
11811 Willows Road NE
Redmond, Washington 98073

Reason for Selection:

Sole Source provider for equipment that is compatible with other existing Fire Department equipment.

Method of Purchase:

Purchase Order

BUDGET:

Partial funding is included in the FY 2023 Adopted Budget.

If approved by City Council, a 2nd Quarter Budget Amendment will be presented to increase the expense to cover the purchase, which is offset by the trade-in value.

Fund Name	Department Account No	Account No. Description	Budget Amount	Revenue / (Cost)	Remaining Budget
Fire Capital	402.673001	Sale of Assets - Revenue	\$0.00	\$12,000.00	+\$12,000.00
Fire Capital	402.977000	Equipment: Capitalized	\$94,210.00	(\$105,527.48)	(\$11,317.48)
		Total	\$94,210.00	(\$93,527.48)	+\$682.52

RECOMMENDATION:

It is recommended that City Council authorize the purchase of four (4) Lucas 3 chest compression devices, required accessories, and preventative maintenance program to Stryker, Redmond, Washington in the amount of \$105,527.48.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney Yes N/A