

Honorable Mayor and Members  
of the Torrance City Council  
City Hall  
Torrance, California

Members of the Council:

**SUBJECT: Fire – Authorize purchase order for ten monitor defibrillators. Expenditure: \$192,464.56.**

### **RECOMMENDATION**

Recommendation of the Fire Chief that the City Council authorize a purchase order to ZOLL Medical Corporation in the amount of \$192,464.56 (including sales tax, trade-in, and shipping cost) for ten E Series 12-lead monitor defibrillators as a cooperative purchase with Los Angeles County.

### **Funding**

Funding is available in the Capital Improvement Fund (FEAP-775).

### **BACKGROUND**

The cardiac monitor defibrillator is a critical piece of equipment in the delivery of prehospital emergency medical services: it allows paramedics to monitor a patient's heart rhythm and to provide life saving defibrillation to patients in cardiac arrest or to patients with severely abnormal heart rhythms. Prompt recognition and rapid intervention is crucial for the survival of patients experiencing heart attack. Using defibrillators with 12-lead electrocardiogram (EKG) monitoring capability, which allows twelve different views of the heart's electrical function, in the prehospital care is a key component to the early diagnosis and treatment of patients experiencing heart attack.

Due to the life and death application situations with cardiac monitor/defibrillators, the same brand and type of monitor/defibrillators must be used throughout the 911 Advanced Life Support (ALS) program in the City of Torrance to avoid confusion and possible user errors.

On September 5, 2006, recognizing the importance of the early diagnosis of 9-1-1 patients with acute myocardial infarction (heart attack), the Los Angeles County Board of Supervisors approved the ST Elevation Myocardial Infarction (STEMI) Receiving Center Program. The goal of this program is to identify 9-1-1 cardiac patients experiencing a STEMI in the prehospital setting and transport them to an approved STEMI Receiving Center (SRC) for definitive diagnosis and treatment. Each advanced life support (ALS) unit must be equipped with 12-lead EKG capability and staffed with paramedics trained in its use.

In order to ensure 12-lead EKG capability in prehospital care for 9-1-1 patients in Los Angeles County, the Board of Supervisors approved the Cardiac Care Program Equipment Agreements to provide reimbursement for the initial purchase of the equipment and training costs for paramedic first responders in local fire departments. A total of \$4 million in Measure B Trauma Property Assessment (TPA) funding was approved to reimburse the paramedic service provider agencies for the initial equipment purchase and for the initial training of paramedic and EMT personnel.

### **ANALYSIS**

Most of the Fire Department's current monitor defibrillators were purchased in 2006 and 2007 as part of an Agreement with Los Angeles County to provide reimbursement for the initial purchase of the equipment and training costs for paramedic first responders in local fire departments. (10 were

purchased in November 2006 and 2 in August 2007). The initial cost included 4-year warranty with 1 Preventative Maintenance check per year.

In our research of other Fire Departments, maintaining a warranty and preventative maintenance agreement is the standard of care in Los Angeles County. The liability associated with a defibrillator is very large as a failure may be the singular difference between life and death. It is the desire of most Advanced Life Support Providers in Los Angeles County to maintain both a warranty and a preventative maintenance program and replace monitor defibrillators every 5 years to meet both the industry recommendations of acceptable service life and to stay current with the latest available technologies for heart related diagnostic and defibrillating equipment.

The Torrance Fire Department has fourteen (14) Zoll monitor/defibrillators in service for 911 Advanced Life Support. The monitor defibrillators are used on all front-line rescue units (5), reserve rescue units (3), and assessment engines (6). Ten (10) of these monitor defibrillators have been in service for 5 years. Their warranty expired on November 30, 2011 and was renewed through February 29, 2012. With this purchase, the ten defibrillators will be replaced (and traded-in). On September 30, 2012, two (2) additional Zoll monitor defibrillators will be out of warranty and no longer on a preventative maintenance contract and on November 30, 2013, the last two (2) Zoll monitor defibrillators will be out of warranty and preventative maintenance. These four defibrillators will be replaced after five years in service when their warranty and preventative maintenance contract expire.

Los Angeles County went through a formal bid process and ZOLL Medical Corporation was awarded the contract. The company has offered to extend to the City of Torrance the Los Angeles County contract prices for purchases through the calendar 2013. The approximate cost of a single Zoll monitor defibrillator with all the features required by the Torrance Fire Department is \$19,247 (LA County Contract Price). This price reflects a trade-in allowance (\$4000 each), an extended 4 year warranty, 4 year preventative maintenance, and shipping. It also includes 8.75% sales tax.

It is staff's opinion that this purchase falls under the Cooperative Purchases Exception of Torrance Municipal Code Section 22.3.15:

**SECTION 22.3.15. - EXCEPTION; COOPERATIVE PURCHASES.**

a) The provisions of this Article will not apply to purchases made pursuant to any cooperative governmental purchase program, which purchases will be made in accordance with such procedures and regulations as will be established by the City Manager.

b) For the purposes of this Section, the term cooperative governmental purchase program means any combination between the City of Torrance and any other public agency or public agencies for the joint purchase of property or services.

Respectfully submitted,

WILLIAM RACOWSCHI  
Fire Chief

  
By Neli Mileva  
Sr. Administrative Analyst

CONCUR:

  
William Racowski  
Fire Chief

  
LeRoy J. Jackson  
City Manager