



**PURCHASING ITEM  
FOR  
COUNCIL AGENDA**

1. Agenda Item Number:

32

2. Council Meeting Date:

November 8, 2007

**TO: MAYOR & COUNCIL**

3. Date Prepared: October 18, 2007

**THROUGH: CITY MANAGER**

4. Requesting Department: Fire

**5. SUBJECT:** Approve the purchase of 15 HeartStart Portable Monitor Defibrillators using the City of Phoenix Agreement #P-08351-12 from Philips Medical Systems in an amount not to exceed \$309,290.00.

**6. RECOMMENDATION:** Recommend approval of the purchase of 15 HeartStart Portable Monitor Defibrillators using the City of Phoenix Agreement #P-08351-12 from Philips Medical Systems in an amount not to exceed \$309,290.00.

**7. HISTORICAL BACKGROUND/DISCUSSION:** Manufacturers of EKG Monitor Defibrillators estimate usable service life of this equipment at 5 to 7 years. Chandler Fire Department EKG Monitor Defibrillators have been in actual service for about seven years. A budget request was approved this year to replace all 15 EKG Monitor Defibrillators, which allows the fire department to take advantage of an opportunity to impact public health. Chandler Regional Medical Center's physician group has approached the Chandler Fire Department with a request to start performing 12 lead EKGs in order to facilitate patients rapidly accessing the heart catheterization lab.

This request rolls the need to replace the technology with an upgrade to 12-lead technology. Our paramedics would alert the hospital to a possible myocardial infarction occurring in a patient in the field. The hospital would read the transmitted 12-lead EKG and make the heart catheterization lab ready to immediately receive the patient. The doctors have provided literature on the improved outcome of patients who are admitted to the heart catheterization lab directly.

**8. EVALUATION PROCESS:** Portable monitor defibrillators have been competitively bid by the City of Phoenix. The use of this agreement eliminates the cost of issuing a bid and results in greater discounts due to the volume of defibrillators being purchased by Phoenix. This agreement also provides for a trade-in allowance for existing portable monitor defibrillators resulting in even lower costs. Council has approved an intergovernmental agreement with the City of Phoenix.

**9. FINANCIAL IMPLICATIONS:** Funds are currently appropriated for this purchase in 101.2220.0000.6318. On-going costs are already managed within the fire department's budget. Purchasing these Monitor Defibrillators through the City of Phoenix Agreement represents a savings that the city could not otherwise negotiate with the vendor.

**10. PROPOSED MOTION:** Authorize the purchase of 15 HeartStart Portable Monitor Defibrillators from Philips Medical Systems, utilizing the City of Phoenix Agreement #P-08351-12, in an amount not to exceed \$309,290.00.

**APPROVALS**

**11. Requesting Department**

*Tom Carlson*  
Tom Carlson, Asst. Fire Chief

**12. Department Head**

*Jim Roxburgh*  
Jim Roxburgh, Fire Chief

**13. Procurement Officer**

*Carolee Stees*  
Carolee Stees, CPPB

**14. City Manager**

*W. Mark Pentz*  
W. Mark Pentz