

Kenai Peninsula Borough  
Kachemak Emergency Service Area

---

**MEMORANDUM**

**TO:** Wayne Ogle, Assembly President  
Members, Kenai Peninsula Borough Assembly

**THRU:** Charlie Pierce, Borough Mayor *CP*

**FROM:** Bob Cicciarella, KESA Fire Chief *BC*  
John Hedges, Purchasing and Contacting Director *JH*  
Brandi Harbaugh, Finance Director *BH*

**DATE:** July 25, 2019

**RE:** Resolution 2019- 043, Authorizing the Sole Source Award of Two Zoll X-Series Defibrillators for Kachemak Emergency Service Area (Mayor)

---

Kachemak Emergency Services ("KESA") is respectfully requesting authorization to sole source the purchase of two Zoll X-Series Defibrillators as approved in the Fiscal Year 2020 Budget. Defibrillators are a key part of KESA's life-saving equipment, not only as an essential tool but also providing critical information to KESA medics, the hospital emergency room doctors and the nursing staff. KESA is the only fire department on the peninsula and possibly in the State of Alaska that transmits telemedicine to the ER doctors while on scene and/or in route to the hospital with the patient. Zoll has the capability to send telemedicine data in the X-Series version of the product.

This purchase has an urgency to it as the current defibrillator at KESA (Philips MRX) was abruptly discontinued due to violations of federal manufacturing practices. The MRX can no longer be serviced and replacement parts such as rechargeable batteries are permanently out of stock.

The South Peninsula Hospital recently found themselves in a similar predicament replacing 30 of their Philips MRX units with the Zoll X-Series. It is imperative that KESA and SPH maintain seamless compatibility in order to maintain a high level of patient care as well as comfort during the transfer of care. SPH and KESA also utilize this compatibility for standard of care through the Zoll Quality of Cardio Pulmonary Resuscitation (Q-CPR) feature including training feedback.

KESA is asking that Zoll Medical Corporation be authorized as the sole source vendor for this purchase. Zoll only sells this new equipment through distribution and therefore only sells direct. A quote has been obtained from National Purchasing Partners (NPP) Government Cooperative Contract with shipping for \$69,375.71.

July 25, 2019

Page -2-

Re: R2019- 043

We respectfully request your approval and support for this purchase. Funding for this project is in account number 212.51810.00000.48515

**FINANCE DEPARTMENT  
ACCOUNT / FUNDS VERIFIED**

Acct. No. 212.51810.48515

Amount: \$69,375.71

By: pp Date: 7/26/19