

# Kenai Peninsula Borough

## Western Emergency Services

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### MEMORANDUM

**TO:** Charlie Pierce, Mayor

**THRU:** John Hedges, Purchasing & Contracting Director *JH*

**FROM:** Jon Marsh, Fire Chief *JM*

**DATE:** January 26, 2022

**RE:** Purchase of Cardiac Monitors/Defibrillators, Under the National Association of State Procurement Officials (NASPO) Contract

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Western Emergency Services (WES) has Phillips heart monitor/defibrillators that are nearing their end of service life and will soon need to be replaced. These monitors are in service in Anchor Point and Nikolaevsk. The heart monitors in Ninilchik are newer LIFEPAK 15 cardiac monitors that were acquired in the merger with Ninilchik Emergency Services. Replacing the existing Phillips monitors in Anchor Point and Nikolaevsk with LIFEPAK 15 monitors insures interoperability, improves supply/purchasing efficiencies and standardizes training for all medical providers throughout the new larger service area. The priority for our Code Blue grant application last year was the purchase of 4 LIFEPAK 15 monitor/defibrillators. WES has been awarded Code Blue grant funding in the amount of \$60,000 to assist in the purchase of these monitors. \$142,000 was budgeted for this purchase in a capital improvement project in the FY2022 budget.

Stryker Medical is the manufacturer of LIFEPAK 15 cardiac monitors and the only vendor that can supply them. Western Emergency Services has received a proposal from Stryker Medical that includes group purchasing organization (GPO) involvement, specifically the National Association of State Procurement Officials (NASPO) Contract. The Stryker proposal meets our needs and is nearly \$17,000 less than our original anticipated cost.

Utilizing the established NASPO pricing structure, Stryker Medical has provided a quotation for the sum of \$185,350.33, to provide LIFEPAK 15 cardiac monitors and defibrillators. For reasons stated above, Western Emergency Services would like to award Stryker Medical with the contract to purchase our cardiac monitors and defibrillators. The main qualifiers restated: replacement of non-serviceable cardiac monitors that have reached the end of their useful life, standardization of equipment, supplies and training throughout the service area, as well as the satisfaction of procurement code through NASPO involvement.

Your approval is hereby requested. Funding for this project is in account number 444.51410.22442.49999.

*Charlie Pierce*

Charlie Pierce, Mayor

1/27/2022

Date

FINANCE DEPARTMENT FUNDS VERIFIED	
Acct: <u>444.51410.22442.49999</u>	
Amount: <u>\$125,350.33 - WES portion</u>	
By: <u><i>CJ</i> <i>BT</i></u>	Date: <u>1/27/2022</u>
NOTES: COBE BLUE GRANT - \$60,000	
Finance Notes: NA	