



## INTEROFFICE MEMORANDUM

January 23, 2017

TO: Mayor Teresa Jacobs  
And Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Anthony Rios, Division Chief, Fire Rescue Department  
407-836-9037

SUBJECT: Approval of Contract Y17-623-TA, Stryker Power-LOAD Cot  
Fastener Systems

### ACTION REQUESTED:

Approval of Contract Y17-623-TA, Stryker Power-LOAD Cot Fastener Systems, with Stryker Sales Corporation, in the amount of \$1,663,569.35.

### PROCUREMENT:

This contract is for the purchase of 60 Power-LOAD Cot Fasteners used by Fire Rescue EMS vehicles to transport injured or incapacitated citizens and visitors to area hospitals. The purchase includes a seven year service coverage program.

### FUNDING:

Funding will be made available in account numbers 1009-034-0630-6410 and 1009-034-0630-3820.

Initially, \$20,000 will be paid upon delivery, followed by five annual payments of \$328,713.87.

### APPROVALS:

The Fire Rescue Department concurs with this recommendation.

### DISCUSSION:

On September 9, 2014, the Board approved the purchase and standardization of Stryker stretchers used for patient transport and care. The standardized Stryker stretcher has proven reliable and safe for the high-level usage required by Fire Rescue. The next step in the stretcher project is the procurement of 60 retention stretcher adjuncts that protect patients during a rollover crash, and assists in the loading/offloading process of a transport.

The retention cot requirement was borne out of recent changes to the ambulance [Rescue/Medic Units] standards. The National Institute of Occupational Safety and Health (NIOSH) recently completed a research project and developed crash standards for ground ambulances. The final product of NIOSH was adopted by the Society of Automotive Engineers (SAE) and has become the new design standard for the production and equipment requirements of an ambulance.

A retention cot system is required for compliance with SAE J3026 Ambulance Patient Compartment Guidelines. The Power-LOAD cot fastener system meets this standard. Independent of meeting this regulation, the technological performance of the Power-LOAD enhances operator and patient safety by supporting the weight of the patient throughout the loading and unloading process. A segment of the research used to create the standard focused on human factors and ergonomics. These elements are critical to pre-hospital care. It reduces claims and lawsuits associated with injuries.

The Power-LOAD cot fastener system is proprietary equipment to the department's standardized stretchers.

Stryker Sales Corporation has offered a step payment plan over a five-year period for the purchase of the 60 retention cots. The entire Rescue/Medic fleet will be outfitted with the Power-LOAD system beginning Fiscal Year 16-17. The first payment of \$20,000 would be due upon delivery of the units. Thereafter, the next step payment will be due the first quarter of Fiscal Year 17-18, followed by four annual payments [first quarter of subsequent fiscal years] of \$328,713.87, each. Payments will be made free of interest charges.

Included in the cost per unit is a seven-year warranty and servicing protection agreement. The Protect Power-LOAD Plan is required for the benefit of long-term ownership. Fire Rescue will oversee the installation of the system.

There is an existing General Services Administration (GSA) contract for Stryker equipment; however, the price quoted for this transaction is greater than the discounted rate based on order volume. As such, Fire Rescue considers the offer directly through Stryker to be of superior value.