



## INTEROFFICE MEMORANDUM

April 3, 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 to Purchase of Power-LOAD Stretcher Fastener Systems

### ACTION REQUESTED:

Approval to Purchase Power-LOAD Stretcher Fastener Systems from Stryker Sales Corporation for \$1,660,506.60.

### PROCUREMENT:

This procurement is for the purchase of 60 Power-LOAD stretcher fasteners used by Fire Rescue EMS vehicles to transport injured or incapacitated citizens and visitors to area hospitals. The purchase of the 60 units will be procured between FY16-17 and FY17-18.

### FUNDING:

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

Initially, 20 units will be procured in FY16-17 and then 40 more units will be procured in FY17-18.

### APPROVALS:

The Orange County Fire Rescue Department concurs with this recommendation.

### DISCUSSION:

On September 9, 2014, the Orange County Board of County Commissioners approved the purchase 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 retention stretcher adjuncts that protect patients during a rollover crash, and assists in the loading/offloading process of a transport.

## Approval of the Purchase of Power-LOAD Stretcher Fastener Systems

The retention stretcher 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 Engineers, and has become the new design standard for the production and equipment requirements of an ambulance.

The Power-LOAD stretcher fastener system meets the SAE J3026 standard. Independent of meeting 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 stretcher fastener system is proprietary equipment to the department's standardized stretchers.

On February 21, 2017, the Board approved a financing contract related to the acquisition of 60 Power-LOAD stretcher fastener systems. However, since approval, the payment terms have changed. The updated payment terms allow for the purchase of the units and direct payment instead of a step payment plan to be divided into five annual payments. Twenty units will be ordered and delivered within FY16-17 and 40 units will be ordered and delivered within FY17-18.

Twenty rescue/medic fleet units will be outfitted with the Power-LOAD system in Fiscal Year 16-17 [a purchase requisition for \$553,502.20 will be processed in FY 16-17]. Thereafter, in Fiscal Year 17-18, 40 more rescue/medic units will be outfitted with the Power-LOAD system for a grand total of 60 [a purchase requisition for \$1,107,004.40 will be processed in FY 17-18].

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.

Price reasonableness has been determined based on market research and price comparison of existing General Services Administration (GSA) contract for Stryker equipment. The price quoted for the 60 units is greater than the discounted rate based on order volume. The updated payment terms and quote allowed for additional cost savings of \$3,062.75 from what was negotiated under the previous step payment plan.