



Interoffice Memorandum

August 15, 2018

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: *Carrie Mathes* Carrie Mathes, Manager, Procurement Division

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

SUBJECT: Approval of Contract Y19-125-TJ, Preventative Maintenance for LIFEPAK Vital Signs Monitors, External Cardiac Defibrillators and LUCAS Chest Compression Systems.

ACTION REQUESTED:

Approval of Contract Y19-125-TJ, Preventative Maintenance for LIFEPAK Vital Sign Monitors, External Cardiac Defibrillators and LUCAS Chest Compression Systems, with Physio Control, Inc., in the contract award amount of \$251,516.15 for a 1-year term. Further request authorization for the Procurement Division to renew the contract for two additional 1-year terms.

PROCUREMENT:

The purpose of the contract is to provide preventative maintenance for these lifesaving devices, which are used extensively in patient care.

FUNDING:

Funding is available in account 1009-034-0630-3820.

APPROVALS:

The Fire Rescue Department concurs with this recommendation.

REMARKS:

Maintenance is required to ensure the operability of lifesaving, critical pieces of equipment. Physio Control, Inc. is the sole provider of equipment and associated services for LIFEPAK and LUCAS units. There are no resellers or authorized service partners. All services are provided by the equipment manufacturer.

Pricing is considered reasonable based on the technical evaluation and price analysis of comparable procurements. Maintenance pricing per unit is consistently lower compared to similar services for Georgetown County, SC, City of Bellingham, WA, and Menlo Park Fire Protection District, CA.