



CITY OF GLENDALE, CALIFORNIA
REPORT TO THE:

Joint City Council Housing Authority Successor Agency Oversight Board

May 8, 2018

AGENDA ITEM

Report: Regarding the replacement of four Fire Department automated external defibrillators and a request to dispense with competitive bidding and authorize the purchase of approved equipment and preventative maintenance services from Zoll Medical Corporation, on a sole source basis.

- 1) Resolution to dispense with competitive bidding and authorize the purchase of four automated external defibrillators and required preventative maintenance and services from Zoll Medical Corporation.

COUNCIL ACTION

Public Hearing Ordinance Consent Calendar Action Item Report Only
Approved for May 8, 2018 calendar

ADMINISTRATIVE ACTION

Submitted by:
Greg Fish, Fire Chief

Prepared by:
Cody Smith, EMS Battalion Chief

Approved by:
Yasmin K. Beers, City Manager

Reviewed by:
Julie Schaeffer, Public Safety Business Administrator

Michael J. Garcia, City Attorney

Robert Elliot, Finance Director

Signature

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RECOMMENDATION

It is respectfully requested that the City Council approve the attached resolution authorizing the City Manager to dispense with competitive bidding for the purchase of four automated external defibrillators and preventative maintenance services from Zoll Medical Corporation.

BACKGROUND/ANALYSIS

The Glendale Fire Department has an immediate need to replace four of our Zoll Automated External Defibrillators (AED) on our front-line fire engines. This is critical front-line equipment that has reached the end of its service life. Our current defibrillators are over seven years old, do not meet mandates required by Los Angeles County Department of Health Services, and have been discontinued by the manufacturer. We had planned to replace our current inventory with funds from the Assistance to Firefighters Grant; however, this grant request was denied for the second year in a row.

The Zoll X-Series defibrillator is replacing Zoll defibrillators in our inventory that are beyond their service life. Zoll Medical Corporation is the only source from which to obtain the Zoll X-Series defibrillator and Zoll Medical Corporation does not utilize the services of any authorized dealers or distributors in the sale of their products.

Additionally, all of our policies, training and Los Angeles County Department of Health Services required Quality Improvement programs are specific to the application of the Zoll defibrillator and cannot be substituted. The Zoll X-Series defibrillator is the only defibrillator that allows our Fire personnel to initiate CPR on a pulseless and non-breathing patient with the ability to still monitor the underlying heart rhythm. This allows Fire personnel to provide Advanced Life support maneuvers and medications to help provide the best possible outcome for a patient in full arrest.

The Zoll X-Series defibrillator meets the Los Angeles County Department of Health Services mandate to transmit 12 lead EKG to our area STEMI centers (ST Myocardial Infarction – “heart attack”). These are hospitals that are specialized in providing cardiac care for our community. Currently, Glendale Memorial Hospital and Glendale Adventist Hospital are the two hospitals within our city limits that have specialized staff that is trained and activated when the Glendale Fire Department identifies a patient that is having a STEMI (“heart attack”) by using the Zoll X-Series defibrillator to transmit the information to the hospital. This provides the best patient care for all residents and visitors to our community. Additional area STEMI hospitals that we transport to include; Providence Saint Joseph Hospital in Burbank, Huntington Memorial Hospital in Pasadena, LA County USC Medical Center and Keck Hospital of USC in Los Angeles City.

By using the Zoll defibrillator, the Glendale Fire Department currently utilizes a common user interface within Area C and surrounding departments, which includes the Glendale Police Department, Burbank Fire Department and the Los Angeles County Fire Department. Having this common interface allows us to respond on incidents such as multi-casualty incidents with our other city divisions and neighboring first responders with seamless integration.

Our three area hospitals, Glendale Memorial Hospital, Glendale Adventist Hospital and USC Verdugo Hills Hospital, recognize the importance of replacing our current Zoll defibrillator inventory and have committed to donating matching funds to purchase additional defibrillators. We would be required to replace our current total inventory regardless of whether the hospitals provided matching funds for additional units.

FISCAL IMPACT

The cost for each defibrillator is, \$43,196. The total for four units will be \$172,784. We will be credited \$55,000 from trade-ins from our old defibrillators. A total of \$117,784 will be funded as follows from FY 17/18 cost savings in the following accounts:

Amount	Account String
\$54,000	51000-101-403
\$63,784	51000-101-405
\$117,784	Total

We currently need to replace a total of twelve Zoll defibrillators. The immediate purchase of four units in this fiscal year saves the City of Glendale \$172,784 as the three Glendale area hospitals have agreed to match our purchase of four units. An additional three units have been requested through the FY18/19 budget process. One unit has been acquired through Homeland Security grant funding for our Hazmat unit.

ALTERNATIVES

Alternative 1: City Council approve the attached resolution authorizing the City Manager or her designee to dispense with competitive bidding for the purchase of four automated external defibrillators from Zoll Medical Corporation.

Alternative 2: The City Council may consider any other alternative not proposed by staff.

CAMPAIGN DISCLOSURE

In accordance with the City Campaign Finance Ordinance No. 5744, the following are the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors and any person or entity with more than 10% interest in the company proposed for contract in this Agenda Item Report:

Officers of Zoll Medical:

Full Name	Title	Business Address	City	State	Zip
Jonathan A. Rennert	CEO	269 Mill Road	Chelmsford	MA	01824
A. Ernie Whiton	President	269 Mill Road	Chelmsford	MA	01824
Mark Weber	VP	269 Mill Road	Chelmsford	MA	01824

Officers of Asahi Kasei:

Full Name	Title	Business Address	City	Country	Zip
Hideki Kobori	President	1-105 Kanda Jinbocho	Tokyo	Japan	101-8101
Ichiro Itoh	Chairman/Director	1-105 Kanada Jinbocho	Tokyo	Japan	101-8101

EXHIBITS

None

RESOLUTION NO. _____

A RESOLUTION OF THE COUNCIL OF THE CITY OF GLENDALE, CALIFORNIA, DISPENSING WITH COMPETITIVE BIDDING AND AUTHORIZING THE PURCHASING ADMINISTRATOR TO PURCHASE EQUIPMENT AND PREVENTATIVE MAINTENANCE WITH ZOLL MEDICAL CORPORATION

WHEREAS, the Glendale Fire Department utilizes Zoll Automated External Defibrillators (AED) on the front-line fire engines that are now beyond their service life; and

WHEREAS, Zoll Medical Corporation is the only source from m w which to obtain the Zoll X-Series defibrillators and Zoll Medical Corporation does not utilize the services of any authorized dealers or distributors in the sale of their products; and

WHEREAS, all Fire Department Policies, training and Los Angeles County Department of Health Services required Quality Improvement programs are specific to the application of the Zoll defibrillator and cannot be substituted and such defibrillators meet their mandate to transmit 12 lead EKG to the area STEMI centers and utilizes a common user interface within Area C.

NOW THEREFORE BE IT RESOLVED BY THE COUNCIL OF THE CITY OF GLENDALE:

1. That the foregoing facts are deemed to be true and correct and a basis for dispensing with competitive bidding and the Council hereby finds that it is in the best interests of the City to dispense with competitive bidding.

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2. The City Manager is hereby authorized to execute a contract with Zoll Medical Corporation subject to approval by the City Attorney, for purchase of equipment and preventative maintenance services in an amount not to exceed \$117,784.

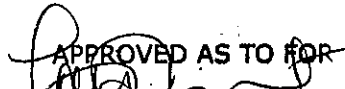
Adopted this _____ day of _____, 2018.

Mayor

ATTEST:

City Clerk

STATE OF CALIFORNIA)
) SS
COUNTY OF LOS ANGELES)


APPROVED AS TO FORM
Senior Assistant City Attorney
DATE 5/3/18

I, Ardashes Kassakhian, Clerk of the City of Glendale, certify that the foregoing Resolution No. _____ was adopted by the Council of the City of Glendale, California, at a regular meeting held on the _____ day of _____, 2018, and that same was adopted by the following vote:

Ayes:

Noes:

Absent:

Abstain:

City Clerk