



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3939

EXECUTIVE SUMMARY

To: Jim Scholl, City Manager
From: Edward Perez, Division Chief of EMS, KWFD
Date: October 26, 2016
Reference: Rescue 5 ambulance purchase

Action Statement:

We propose the purchase of one (1) Horton Ambulance under the Florida Sheriffs' Association Contract (FSA) # FSA16-VEF12.0 Specification # 01 for Fire/Rescue Vehicles and Other Fleet Equipment. The bid was awarded on behalf of the Florida Fire Chiefs' Association, Florida Sheriffs' Association, and the Florida Association of Counties for participating agencies in the State of Florida and is commonly referred to as the FSA Bid.

Hall-Mark RTC is the authorized Horton dealer for the State of Florida and is the listed dealer in the FSA Contract. They will coordinate the sale, and prepare and equip the ambulances for delivery. The initial truck and equipment cost without exercising a pre-payment option is \$198,156. This price includes building the ambulance to our specifications and the necessary equipment to conform to State and National regulations installed on the ambulances. The installed options per Key West Fire Department specifications not listed on FSA purchasing schedule amount to \$13,971.00. We find these options to be competitively priced and the cost of factory installation to be fair and reasonable after a diligent review of other FSA awarded vendors proposals. A 100% prepayment will offer a \$3,000 discount but would require a Performance Bond at an additional cost of \$1,250.00.

The Fire Department proposes this Horton Ambulance for the following reasons:

- Horton has over 45 years of experience in constructing ambulances
- Horton built ambulances incorporate important safety features desired.
- While Horton is not the least expensive line, it is not the most expensive. When features standard on Horton's are added to the competitors' line of ambulances, it represents a balance of quality and price
- Hall-Mark has consistently delivered orders in a timely and efficient manner on our previous ambulance purchase and their service after the purchase has been excellent
- This purchase will continue our goal of providing the best quality EMS care to our community and would continue the standardization of our Horton rescue fleet.

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Under the provisions of the Procurement Ordinance, the Department proposes to purchase under the bid for the following reasons:

- The bid provides a price level that Key West could not achieve purchasing this truck independently.
- It eliminates the necessity for duplicating the bid process

Background:

The Key West Fire Department integrated into providing EMS services on April 1, 2015. One of the components of this integration is to provide an adequate fleet of rescue ambulances to enable KWFD EMS to safely transport patients to the Emergency Department while providing lifesaving care. If approved, this ambulance would be placed into active front line service and would complete a total of 5 ambulances in the fleet for the Key West Fire Department.

Financial Impact:

The cost to the City for this ambulance purchase will be \$198,156.00. Hall-Mark RTC has offered an optional 100% pre-payment discount of \$3,000.00 in which a Performance Bond would be required at an additional cost of \$1,250.00 making the total price if 100% prepaid (with bond) \$196,406.00. The purchase of Rescue 5 was adopted into the FY 2016/2017 budget under Infrastructure Surtax EMS 101-2601-526-6400 account for \$254,668. The additional \$58,262 would be utilized to purchase the lifesaving equipment such as Life Pak 15 cardiac monitor, Stryker Stretcher system and Stryker Stair Chair required to operate this vehicle to safely provide patient care and transport.

Recommendation:

Authorizing the purchase of one (1) 2017 Horton Model 457 Ambulance on a 2017 Ford F-450 chassis including all options installed per Key West Fire Department specifications pursuant to Section 2-797 (3) of the Code of Ordinances and FSA Contract # FSA16-VEF12.0, in an amount not to exceed \$198,156.00.

Edward Perez, Division Chief of EMS

Key West Fire Department

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