



THE CITY OF KEY WEST

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

EXECUTIVE SUMMARY

To: Greg Veliz, City Manager
From: Keith Hernandez, Division Chief of EMS, KWFD
Date: June 8, 2020
Reference: New Ambulance Purchase

Action Statement:

Respectfully request City Commission approval for the purchase of one (1) 2020 Braun Express Plus Ambulance from Ten-8 Fire Equipment Inc. in an amount of \$185,758 pursuant to the City of Code of Ordinances Sec 2-797 (3), Purchases and acquisitions under contracts of federal government, the state or its political subdivisions, and governmental purchasing cooperative programs via the Florida Sheriffs' Association Contract (FSA) # FSA 20-VEF14.01 Specification # 01 for Ambulances and Other Equipment.

Background:

An adequate fleet of rescue ambulances is vital for KWFD to safely transport patients to the Emergency Department while providing lifesaving care. If approved, this ambulance would replace Rescue 4, a 2008 MedTec ambulance, purchased used in 2015 at a cost of \$8,209.00 for the integration of EMS. Rescue 4 has surpassed its useful lifecycle as a transport ambulance for our community and will be traded in for a \$6,500 credit towards the purchase.

The Fire Department proposes this Braun ambulance for the following reasons:

- Braun has over 48 years of experience in constructing ambulances.
- While Braun is not the least expensive line, they incorporate essential safety features as standard equipment representing a balance of quality and price.
- Ten-8 has consistently delivered orders in a timely and efficient manner on our previous apparatus purchases, and their service after the investment has been excellent.
- This purchase will continue our goal of providing the best quality EMS care to our community.

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

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K.W.F.D.



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of Florida and is commonly referred to as the FSA Bid. Ten-8 is the authorized Braun dealer for the State of Florida and is an authorized listed dealer in the FSA Contract. The initial truck and equipment cost without exercising a pre-payment option is \$187,511. This price includes a trade-in credit of \$6,500 for Rescue 4, an additional Ford Fleet Discount of \$6,600 as well as installed options per Key West Fire Department specifications not listed on the FSA purchasing schedule amount to \$35,096. We find these options to be competitively priced and the cost of factory installation to be fair and reasonable after a thorough review of other FSA awarded vendor proposals. A 100% pre-payment will offer an additional \$2,700 discount but would require a Performance Bond at an additional cost of \$947.

Financial Impact:

The cost to the City for this ambulance purchase (before adjustments) would be \$187,511. Ten-8 has offered an optional 100% pre-payment discount of \$2,700 in which a Performance Bond would be required at an additional cost of \$947, making the total price if 100% prepaid (with bond) **\$185,758**. The purchase of this new rescue was adopted into the FY 2019/2020 budget under Infrastructure Surtax EMS 101-2601-526-6400 account for \$160,000. The remaining balance of \$25,758 would be funded through a transfer from the Infrastructure Surtax Reserve 101-1900-519-9400 account.

Recommendation:

Respectfully request City Commission approval for the purchase of one (1) 2020 Braun Express Plus Ambulance from Ten-8 Fire Equipment Inc. in an amount of \$185,758, pursuant to the City of Code of Ordinances Sec 2-797 (3), Purchases and acquisitions under contracts of federal government, the state or its political subdivisions, and governmental purchasing cooperative programs via the Florida Sheriffs' Association Contract (FSA) # FSA 20-VEF14.01 Specification # 01 for Ambulances and Other Equipment.

Keith Hernandez, Division Chief of EMS

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