



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:** November 2, 2016  
**Reference:** Cardiac Monitor Purchase for Rescue 5

### Action Statement:

The Key West Fire Department proposes the purchase of one (1) Physio-Control LifePak 15 cardiac monitor, factory direct for \$30,663.58 pursuant to the City of Key West code of Ordinances, Section 2-797 (1) Sole Source Procurement and Section 2-844 (a) (b) (Brand Name).

Sec. 2-844. Brand name specifications.

(a) *Use.* Since use of a brand name specification is restrictive of product competition, it may be used only when the purchasing agent makes a written determination that only the identified brand name item will satisfy the city's needs.

(b) *Competition.* The purchasing agent shall seek to identify sources from which the designated brand name item can be obtained and shall solicit such sources to achieve whatever degree of price competition is practicable. If only one source can supply the requirement, the procurement shall be made under the sole source procurement provisions of [section 2-797](#) , (Code 1986, § 1.267(s))

### Strategic Plan/Business Plan:

The Key West Fire Department is in need of equipping Rescue 5 with the necessary safety devices including this Cardiac Monitor which is required to operate each ambulance. Physio-Control is the manufacturer of the LifePak 15 and sole source provider. Staff has identified Physio-Control as the leader in the industry and the desired brand. Physio Control's proven product durability, reliability, and safety history continues to clearly prove they are the leader in their industry. The Key West Fire Department currently utilizes Physio Control LifePak 15 cardiac monitors and AED's on all of our Rescue units and Fire Apparatus. Purchasing this LifePak 15 will ensure interoperability and compatibility between all of our Rescue Units and Fire Apparatus here in the Key West Fire Department.

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**Proprietary Item:**

*Physio-Control LIFEPAK®15 defibrillator/monitor series*

**Specifications:**

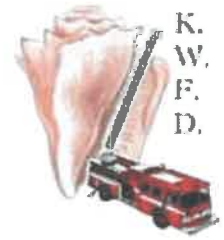
1. The LIFEPAK 15 utilizes Microstream™ Wave Form Capnography Technology allowing for diagnostic capability, which is differentiated from other technologies.

- Can be used on both intubated and non-intubated patients with low flow oxygen, allowing greater flexibility and utilization
- Can be used on infants and neonates due to low flow sampling
- Displays quantitative values and respiratory rate and automatically documents values every 5 minutes
- Is CO2 specific without requiring calibration except when preventative maintenance is performed yearly by the service technician

2. The LIFEPAK 15 utilizes ADAPTIV™ Biphasic Technology.

- Biphasic Truncated Exponential waveform adjusts BOTH voltage and duration to maximize shocks, especially for high impedance patients often encountered in the pre-hospital environment.
- Provides escalating energies up to 360 joules, the only ALS monitor on the market that can escalate to 360J.
- Provides a lower peak current than monophasic defibrillators.
- Provides for flexible energy protocols if guidelines change, and is field programmable.
- Has a dual battery system utilizing a high capacity LITHIUM ION battery specifically designed for frequent use and discharge.
- Has an IPX44 splash proof rating which is very suitable for the Florida weather.
- Has a seven-inch screen, which can display 3 waveforms simultaneously, along with all monitored vital signs.
- Captures and stores patient data, events (including waveforms and annotations) user test results and continuous ECG waveform records in internal memory.

3. LIFEPAK defibrillators now feature cprMAX™ Technology



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- Provides flexibility integrating CPR and defibrillation to meet the requirements of today and can be reprogrammed for the demands of tomorrow.

4. LIFENET® BLUE Wireless Data Transfer

- Interface with many patient care reporting systems; will allow for complete integration of the LP15 patient data into the electronic patient care report via wireless Bluetooth technology.
- From Modems, allows for transmission of diagnostic quality 12-Leads to hospitals via our LIFENET Transmission system.
- Completely cable-less LIFENET BLUE wireless data transfer helps you shorten turnaround time, is more reliable than cable transmission (saving time and supporting your QA and QI initiatives), helps improve your team's availability to respond to calls, and eliminates the need to purchase, manage and support cables.
- Multiple levels of security

5. Compatibility with all other KWFD units and surrounding agencies.

- Physio-Control LIFEPAK 15s are utilized by the majority of our automatic aid and mutual aid partners in The Florida Keys allowing for compatibility with other providers and many of the local hospitals

Options:

- 1) The City Commission could approve the purchase to ensure all City operated ambulances are safely equipped with a cardiac monitor as required by Florida Department of Health Regulations.
- 2) The Commission could decline to approve the purchase in which case staff would have to identify alternatives to the Physio-Control LifePak 15 cardiac monitor.

Financial Impact:

The total cost for one (1) Physio-Control LifePak 15 cardiac monitor, factory direct is \$30,663.58. This amount has been budgeted for and adopted in FY 2016-2017 EMS Infrastructure Surtax account 101-2601-526-6400. This LifePak 15 purchase is part of the capital outlay for equipment required for outfitting Rescue 5. The total



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budgeted amount for the purchase of Rescue 5 and required capital EMS equipment including the Stryker EMS Cot, Stair Chair, Cot Retention System, and this Physio Control LifePak 15 Cardiac Monitor is \$254,668.00; we expect to spend no more than \$253,195.00 total for this project.

**Recommendation:**

Staff recommends the purchase of one (1) Physio-Control LifePak 15 cardiac monitor, factory direct for \$30,663.58.

**Edward Perez, Division Chief of EMS**

*Key West Fire Department*

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