



THE CITY OF KEY WEST

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

EXECUTIVE SUMMARY

To: Patti Mclaughlin, City Manager
From: Keith Hernandez, Division Chief of EMS, KWFD
Date: May 10, 2021
Reference: LifePak 15 Cardiac Monitor/Defibrillator Purchase

Action Statement:

The Key West Fire Department proposes the purchase of three (3) LifePak 15 Cardiac Systems, from Stryker for \$55,095.00, pursuant to the City of Key West code of Ordinance, Section a – 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](#)

Sec. 2-797. - Exemptions.

(1) *Sole source procurement.* Sole source procurement in accordance with the following:

(a) All specifications shall be drafted so as to promote overall economy for the purposes intended, to encourage competition in satisfying the city's need, and shall not be unduly restrictive. Brand name specifications are restrictive of competition and shall be used only as specifically provided in [section 2-844](#).

(b) A contract may be awarded without competition when the department head makes a written determination and the purchasing agent verifies that, after conducting a good faith review of available sources, there is only one source for the required commodity or contractual service. The city manager shall conduct negotiations as appropriate as to price, delivery and terms. A record of sole source

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procurement shall be maintained as a public record and shall list each contractor's name, amount and type of each contract; a list of the commodity or contractual service procured under each contract; and the identification number of each contract file.

(c) All sole source procurement where the cost of the commodities or contractual services exceeds \$50,000.00 shall be authorized by the city commission

Strategic Plan/Business Plan:

The Key West Fire Department is required to equip all ALS front-line rescues with a cardiac monitoring system. KWFD has utilized LifePak 15 brand since inception of the ALS Transport service and is extremely pleased with the performance and patient care capabilities. Staff has evaluated and identified Stryker/Physio Control as the continued leader in the industry and the desired brand. Purchasing Stryker's brand LifePak 15 Cardiac Monitor/Defibrillator will ensure the compatibility of all of our life saving equipment. These 3 LifePak 15's are necessary to modernize our current ALS patient care capabilities. This purchase of 3 LifePak 15 V4 models will include the trade in of 3 LifePak 15 V2, which have reached the useful service life.

Specifications:

- Durability - LIFEPAK is the most durable monitor/defib on the market. Shock absorbing handle, dual layer screen, and bumpers on the corners. Built to last in a rough EMS world.
- Largest screen on market. Easy to see by all caregivers, across the ambulance or scene.
- Reliable & consistent - all your first responders have been trained on and know the LIFEPAK products. Other departments in the county use.
- Connectivity - connects with AEDs in your fleet as well as the Lucas devices.
- Service/ Warranty - All equipment will be on the same service plan.

Proprietary Item:

The LifePak 15 Cardiac Monitor/Defibrillator

Justification:

- Replacing 3 monitors that are end of useful service life

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- Trade in value of older monitors

Financial Impact:

The total cost to purchase three (3) LifePak 15 Cardiac Monitor/Defibrillator Systems from Stryker is \$55,095.00. This amount has been adopted in the FY 2020-2021 EMS Infrastructure Surtax account 101-2601-526-6400. There was a budget transfer to cover the funding from account 101-1900-519-9400 which is the Managers Infrastructure Reserves. The budget transfer was completed on 5/12/2021.

Recommendations:

- 1) KWFD recommends the City Commission to approve the purchase and ensure all front line KWFD operated ambulances are safely equipped with modernized Stryker LifePak 15 Cardiac Monitor/ Defibrillators.

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