

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

DEPARTMENT: Fire

AGENDA DATE: May 1, 2018

CONTACT PERSON NAME/PHONE: Mario D'Agostino, Fire Chief, 915-212-5610
Bruce D. Collins, Director, Purchasing & Strategic Sourcing 915-212-1181

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL NO. 2: Set the Standard for a Safe and Secure City

SUBJECT:

The award of Solicitation No. 2018-792R 12-Lead Field Cardiac Monitors/Defibrillators to ZOLL Medical Corporation, for a one time purchase estimated award of \$1,016,765.00. The Zoll cardiac monitor is a portable cardiac monitor with the following capabilities: continuous cardiac monitoring, acquiring interpreting and transmitting 12-lead EKGs, defibrillator/external pacemaker, SpO2, SpCO, CO2, temperature and non-invasive blood pressure monitoring in adult/pediatric.

BACKGROUND / DISCUSSION:

Solicitation #2018-792R, for the acquisition of up to 42 ZOLL Cardiac Monitors. The new monitors will replace existing devices that have reached their life expectancy. The Fire Department received a matching grant to purchase the monitors.

SELECTION SUMMARY:

Solicitation was advertised on 11/21/2017 and 11/28/2017. The solicitation was posted on City website on 11/21/2017. The email (Purmail) notification was sent out on 11/23/2017. There was a total of twenty-four (24) views. Total of four (4) proposals were solicited; none local vendors. Two (2) proposals were received; none were local. An Inadequate Competition Survey was conducted.

PROTEST

No protest received for this requirement.

Protest received.

CONTRACT VARIANCE:

Previous purchase of defibrillators was in 2010. This is a new and different model with new accessories. The cost per unit increased \$6,473.81 compared to the purchase in 2010.

PRIOR COUNCIL ACTION:

- 2006-150 – Medtronics - Technical Service Support Agreement, Reference #DS-0748; approved by City Council on 06/13/06.
- Physio-Control - Technical Service Support Agreement, Reference #C55-2678; approved by City Council on 01/06/09.
- 2011-238 Physio-Control - Technical Service Support Agreement, Reference #C75-0151; approved by City Council on 04/26/2011.
- 2012-266 – Physio-Control, Inc. - Cardiac monitoring and defibrillation supplies.

**COUNCIL PROJECT FORM
(RFP)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR** agenda for the Council Meeting of **MAY 1, 2018**.

STRATEGIC GOAL: NO. 2 – Set the Standard for a Safe and Secure City

Discussion and action on the award of Solicitation No. 2018-792R 12-Lead Field Cardiac Monitors/Defibrillators to ZOLL Medical Corporation, for a total estimated award of \$1,016,765.00. The Zoll cardiac monitor is a portable cardiac monitor with the following capabilities: continuous cardiac monitoring, acquiring interpreting and transmitting 12-lead EKGs, defibrillator/external pacemaker, SpO2, SpCO, CO2, temperature and non-invasive blood pressure monitoring in adult/pediatric. City has a cost match in the amount of \$107,345 of non-federal funds or 10%.

Contract Variance:

Previous purchase of defibrillators was in 2010. This is a new and different model with new accessories. The cost per unit increased \$6,473.81 compared to the purchase in 2010.

Department:	Fire
Award to:	ZOLL Medical Corporation Chelmsford, MA
Item(s):	All
Estimated Award:	\$1,339,765.00 -\$323,000.00 (less trade-in allowance)
Total Estimated Award:	\$1,016,765.00
Account No.:	322 – 22130 – 580070 – 2720 – EMW2016FO 322 – 22090 – 560000 – 1000 – P2217
Funding Source:	Assistance to Firefighters, Public Safety Equipment and City Grant Match
District(s):	All

This is a Request for Proposals, unit price contract.

The Purchasing & Strategic Sourcing Department and Fire Department recommend award as indicated to ZOLL Medical Corporation, the highest ranked proposer based on evaluation factors established for this procurement.



COMMITTEE SCORE SHEET

Request for Proposals

SOLICITATION TITLE: 12 LEAD FIELD CARDIAC MONITORS/DEFIBRILATORS

SOLICITATION NO: 2018-792R

EVALUATION CRITERIA

A. Proposal Cost

SUBTOTAL EVALUATION FACTOR A:

<u>WEIGHT</u>	<u>MAX POINTS</u>	PHYSIO-CONTROL, INC.	ZOLL MEDICAL CORPORATION
		Redmond, WA	Chelmsford, MA
40%	40	\$ 1,230,366.08	\$ 1,016,765.00
	40	33.06	40.00

B. QUALITY OF RESPONSE AND PRESENTATION

(B1) Presentation and demonstration of the proposal

(B2) Adherence to response format requirements

SUBTOTAL EVALUATION FACTOR B:

20%	20	17.20	18.40
5%	5	4.00	4.60
	25	21.20	23.00

C. RESPONSE OF REFERENCES

SUBTOTAL EVALUATION FACTOR C:

25%	25	15.10	15.67
	25	15.10	15.67

D. PAST RELATIONSHIPS

SUBTOTAL EVALUATION FACTOR D:

10%	10	6.67	6.67
	10	6.67	6.67

Grand Total

100%	100	76.02	85.33
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Physio Control / Medtronic
John Kilby
11811 Willows Road NE
PO BOX 97006
Redmond, WA 98073-9706

Zoll Medical
Rachel Schramka
269 Mill Road
Chelmsford, MA 01824-4105

Philips
Shane Gregory
8328 Asta Court
Fort Worth, TX 76126

Bound Tree Medical
Kevin Henson
P.O. Box 8023
Dublin, OH 43016-2023