



## **Administrative Report**

### **Office of the Chief, Essex-Windsor EMS**

**To: Warden McNamara and Members of County Council**

**From: Bruce Krauter  
Chief, Essex-Windsor Emergency Medical Services**

**Date: Wednesday, March 18, 2020**

**Subject: Replacement of Stryker Power Pro Stretchers**

**Report #: 2020-0318-EMS-R001-BK**

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#### **Purpose**

The purpose of this report is to provide County Council information and recommendations pertaining to e-tender results for Request for Proposal EWEMS2020-0204, Stryker Power-Pro XT Stretcher Replacement and the disposal of the current inventory.

#### **Background**

In 2014, the County of Essex replaced all manually operated stretchers with the Stryker Power Pro XT stretcher ([2014-R006-0618-BK](#)). The objective was to reduce the frequency and severity of back and shoulder injuries as a result of stretcher use. This objective has been met, year over year with an experienced reduction of approximately 90%.

In conjunction with the implementation of power stretchers, EWEMS also began installing Stryker Power Load lifting devices into all ambulances. Commencing in 2015 and in 2020, all ambulances will be equipped with this device. This investment was implemented to further assist in the reduction of paramedic injuries.

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## Discussion

In February 2020, Essex Windsor EMS issued a Request for Proposal (RFP) through e-bids and tenders for the acquisition of forty (40) Stryker Power-Pro XT Stretchers, and the disposal (trade in) of thirty-three (33) of the current inventory. The remaining seven (7) stretchers will be repurposed for less frequent use of spares and neonatal transport stretchers.

The RFP was composed of two (2) bidding options:

- The acquisition of forty (40) stretchers as specified within the tender and a comprehensive annual preventative maintenance program. (Option A);
- The disposal (trade-in) of thirty-three (33) of the current inventory (Option B).

The RFP closed on March 3, 2020. There was one (1) submission for Option A and two (2) for Option B.

The proposal submission for Option A is:

1. Physio Control, division of Stryker.

The tender proponents for Option B are:

1. Physio Control, division of Stryker, a trade in allowance if Stryker product purchased.
3. EMS Surplus Canada, purchase of current inventory.

All tender submissions were reviewed and examined for accuracy and compliance with the required specifications, and then rated to the scoring matrix. Consideration was given to the monetary value of the current device, disposal of current inventory pricing, training, workshops and preventative maintenance program.

In review of the financial submissions (plus HST) for Option A is:

- Physio Control, Stryker Power Pro XT \$909,920
- Physio Control, annual preventative maintenance \$58,548/annum

In review of the financial submission for Option B, consideration was given that Physio Control had placed value on the current device inventory as a

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trade in allowance and applicable only if new devices were purchased from the individual vendors. EMS Surplus Canada was the only submission outlining a purchase of the current inventory regardless of device model purchase. The trade in allowance or purchase amount submitted for Option B is as follows:

- EMS Surplus Canada, 33 stretchers \$132,000
- Physio Control, 33 stretchers \$ 82,500

In consideration of the Scoring Matrix and the quoted financial submission, Essex Windsor EMS administration would propose the following recommendations:

1. Purchase of forty (40) Stryker Power Pro XT Stretchers at a cost of \$909,920 (plus HST) from Physio Control, a division of Stryker.
2. Purchase of Stryker Preventative Maintenance program for forty (40) stretchers at a cost of \$58,548/annum (plus HST) from Physio Control, a division of Stryker.
3. Disposal of thirty-three (33) used Stryker Power Pro XT stretchers to EMS Surplus Canada at a revenue of \$132,000.

## **Financial Implications**

Although one submission to the RFP EWEMS2020-0204, Stryker Power-Pro XT Stretcher Replacement was received for procurement of equipment, the quoted amount for purchase and preventative maintenance is below the 2020 Essex Windsor EMS budgeted amount.

Additionally, the quoted amount on a per device is consistent with previously purchased stretchers in 2019.

The amount for disposal of assets will be placed into equipment reserves.

## **Recommendation**

That Essex Windsor EMS be approved to;

1. Purchase of forty (40) Stryker Power Pro XT Stretchers at a cost of \$909,920 (plus HST) from Physio Control, a division of Stryker.

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2. Purchase of Stryker Preventative Maintenance program for forty (40) stretchers at a cost of \$58,548/annum (plus HST) from Physio Control, a division of Stryker.
3. Disposal of thirty-three (33) used Stryker Power Pro XT stretchers to EMS Surplus Canada at a revenue of \$132,000.

Respectfully Submitted

*Bruce Krauter*

Originally Signed by

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

*Robert Maisonville*

Originally Signed by

Robert Maisonville, Chief Administrative Officer