



## **Administrative Report**

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

**To:** Warden MacDonald and Members of Essex County Council

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

**Date:** Wednesday, December 21, 2022

**Subject:** Essex Windsor EMS Five Year Lease Agreement for Stryker Power Load Lifting Devices

**Report #:** 2022-1221-EMS-R008-BK

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#### **Purpose**

The following report is to provide information and authorize the Warden and Clerk to execute a five (5) year term Equipment Leasing Agreement and Purchase Option Schedule for forty (40) Stryker Power Load lifting devices for the Essex Windsor EMS (EWEMS) fleet of ambulances.

#### **Background**

In 2014 Essex Windsor began installing the Stryker Power Load lifting devices (Power Loads) into the fleet of thirty-nine (39) ambulances. (2014-R006-0618-BK). The installation commenced as the new fleet was cycled into service and Power Loads were installed. The approach was systematic, staggered, financially stable and all ambulances were equipped with Power Loads over the course of five years. The original Power Loads installed in 2014 are now reaching the end of their life expectancy and have been installed in two separate ambulances over their life. The current Power Loads are now requiring more repairs, maintenance and upkeep.

The function of Power Loads is to assist the paramedics in lifting both patient and stretcher into and out of the ambulance during a response. The Power Load works in conjunction with the Power Stretcher and reduces the physical strain and risk of injury to the paramedics and patients. The Power Load has a lifting capacity of 318 kg (700 lbs.).

The Power Load has realized a reduction of repetitive strain and back injuries to the paramedics since its inception.

It should be noted that Stryker is the only manufacturer with both a Power Stretcher and Power Load lifting device that work in tandem.

## **Discussion**

The current fleet of Power Load lifting devices have reached the end of their life cycle. It has been the experience of EWEMS that the price of a Power Load device has increased year over year at a rate of between 2% and 6%, since inception. It is anticipated that the current market trends for Power Loads will continue to see price increase range between 4% and 6% over the next 5 years. This fluctuation can be attributed to the past 3-year part shortages, microchip shortages and supply chain struggles.

Commencing in 2023 and over the next 5 years EWEMS must begin to replace the Power Load devices in all ambulances. The fleet is currently comprised of forty (40) ambulances and the expectation is to systematically stagger the replacement, like the initial experience. This systematic approach will require eight (8) devices per year over five (5) years.

Stryker is the only manufacturer of the lifting devices and the only manufacturer that works with the current stretcher model in use, the Stryker Power Pro.

Stryker has offered two options to procure the devices, a purchase offer and a lease offer.

### **Stryker Purchase Option**

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Within the purchase option Stryker has quoted a device at \$31,121.00 (plus HST). The 2023 EMS Budget proposal determined seven (7) devices to be replaced at a cost of \$221,700 (Plus HST).

EWEMS has estimated that over a term of five (5) years, the cost to purchase forty (40) devices based on a 4% increase per year is \$1,348,491.

EWEMS is assuming the price increase will remain at 4% per device per year.

### **Stryker 5 Year Lease Option**

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Within the lease option Stryker has quoted a device at \$26,456.75. The price per device is fixed for the five (5) year term and the cost of financing the lease is 0%. Each year the total cost of the lease is \$211,651.92, totaling \$1,058,259.60 over the course of the five (5) year term.

The lease option secures the budgeted amount for the replacement of the Power Load devices over the next five years. The lease option also delivers all forty (40) devices to EWEMS in 2023. The delivery of the devices in advance will allow for EWEMS to become flexible to schedule vehicle and device replacements, in the event supply chain issues improve over the next five years.

## **Risks**

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EWEMS has examined the risks the purchase option involves. The most prevalent risk is the anticipated inflationary price increases year over year and which are out of the County's control. Future budgeting for replacement devices will be reliant on the market, supply chain and parts supply demands.

Purchasing the devices each year will ensure all devices are as current as that model year. Upgrades to equipment or technology would be encompassed with the new devices. Warranties of the purchased devices commence upon installation into an ambulance.

EWEMS has examined the risks the lease option involves. As there is a five (5) year fixed term price, there is no risk of price increases. The hardware technology has not changed since inception and Stryker claims there are no plans to change the hardware technology. Firmware upgrades to the device would be included and distributed to EWEMS as required and as they have been since 2014. Warranty does not start when we receive the unit but rather when the device goes into service into an ambulance. Warranty is not at risk of lapsing will EWEMS stores the devices. Mounting configurations may change but that would be an option to advise the ambulance manufacturer, not reliant on Stryker to change mounting patterns.

## **Financial Implications**

The lease option realizes an initial savings of \$4,664.00 per device as compared to the quoted price for the 2023 budget proposal of \$31,121.00. Over the life of a five (5) year term, the County of Essex will realize an anticipated savings of \$290,231.00, based on an assumed per device price increase of 4% per year.

The lease payments for 2023 total \$211,651.92 and are within the 2023 proposed EWEMS Budget.

## Consultations

- Sandy Pillon, Manager Procurement and Compliance
- Sandra Zwiers, Director Financial Services
- David Sundin, County of Essex Solicitor

## Recommendation

That Essex County Council authorize the Warden and Clerk to execute the Equipment Leasing Agreement (#767218) between the County of Essex and Stryker Canada ULC for the Term of 60 months \$17,637.66 (plus HST) to procure 40 Stryker Power Load Lifting Devices.

## Approvals

Respectfully Submitted,

*Bruce Krauter*

Bruce Krauter, Chief, Essex-Windsor Emergency Medical Services

Concurred With,

*Mike Galloway*

Mike Galloway, MBA, CMO, Chief Administrative Officer

Appendix Number	Title
N/A	N/A