



## **Administrative Report**

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

**To:** Warden Tom Bain and Members of County Council

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

**Date:** April 4, 2018

**Subject:** Essex Windsor EMS Defibrillator/Monitor Replacement  
and Disposal - 2018-5 Tender Summary

**Report #:** 2018-0404-EMS-R005-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 Tender 2018-5, Essex Windsor EMS defibrillators/monitors replacement and the disposal of the current inventory.

#### **Background**

The defibrillators utilized by the paramedics of Essex Windsor EMS are one of the most important tools in providing the appropriate, timely and effective care to our patients each and every day. The current devices complete the following tasks:

- record and trends all of the patient's vital signs;
- input data into the ambulance patient care record;
- completes diagnostic testing, such as 12 lead electrocardiograms (ECG);
- has the ability to transmit valuable patient information from the scene to the clinicians in the hospital;
- is able to pace a patient's heart to the correct rate;
- defibrillate a heart in sudden cardiac arrest.

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The majority of the current device inventory were placed into service in January 2012 and have reached the end of the expected life cycle. The current model of defibrillator/monitor is the Lifepak 15, which is manufactured by Physio-Control, a division of Stryker. The Lifepak 15 replaced the Physio Control Lifepak 12, which was placed into service in 2002.

## **Discussion**

In December 2017 Essex Windsor EMS issued Request for Tender (RFT) 2018-5 through e-bids and tenders for the acquisition of sixty (60) defibrillator/monitors and the disposal (trade in) of the current inventory.

The RFT was composed of three (3) bidding options:

- The acquisition of sixty (60) defibrillator/monitors as specified within the tender (Option A);
- The disposal (trade-in) of the current inventory (Option B); and
- Provide a quoted price for the City of Windsor and lower tier fire services defibrillator replacement for the purpose of tiered medical response (Option C).

It should be noted that within Option C, the tender specified that the County of Essex and Essex Windsor EMS are not and would not be responsible for the acquisition or purchase of the Fire Services' defibrillators and this decision lies solely with the lower tier municipality. Option C within the RFT was meant to examine and realize economies of scale for the County and City Fire Services.

The RFT closed on March 5, 2018. There were two (2) submissions for the Options A and C and three (3) submissions for Option B.

The tender submissions and device models for Option A are:

1. Zoll Medical Corporation, X series defibrillator/monitor.
2. Physio Control, division of Stryker, Lifepak 15 defibrillator/monitor.

The tender proponents for Option B are:

1. Zoll Medical Corporation, a trade in allowance if X Series purchased.
2. Physio Control, division of Stryker, a trade in allowance if Lifepak 15 purchased.
3. EMS Surplus Canada, purchase of current inventory.

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All tender submissions were reviewed and examined for accuracy and compliance with the required specifications, and then rated to the scoring matrix (Appendix I). Consideration was given to the monetary value of the current device consumable supplies and auxiliary equipment to support those devices, such as stretcher mounts and vehicle battery chargers.

Factors in determination of the scoring matrix were:

- Review of the United States Food and Drug Administration Manufacturer and User Facility Device Experience (US FDA- MAUDE), 2013-2017 (Appendix II);
- Interdev Technologies defibrillator/monitor support ticket experience, 2017 (Appendix III);
- Compatibility with the Windsor Regional Hospital, Erie St. Clair LHIN and Transform funded Lifenet PC Gateway project (Appendix IV).

In review of the financial submissions for Option A and with consideration for cost of training all staff in the operation, function and reporting of a new device and the cost of acquiring new auxiliary equipment to support any new device, the quoted amount for replacement is:

- |                             |             |
|-----------------------------|-------------|
| • Physio Control Lifepak 15 | \$2,296,671 |
| • Zoll Medical X Series     | \$2,317,781 |

In review of the financial submission for Option B, consideration was given that both Physio Control and Zoll had placed value on the current device inventory as a 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 | \$8,000 per device  | \$440,000 |
| • Physio Control     | \$7,000 per device  | \$385,000 |
| • Zoll Medical       | \$11,000 per device | \$605,000 |

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In consideration of the Scoring Matrix, the historical experience with the current device in use, the monetary value of current consumable supply, the training requirements, the financial implications for any switch to a different device and the quoted financial submission, Essex Windsor EMS administration would propose the following recommendations:

1. Purchase of sixty (60) new Physio Control Lifepak 15 defibrillator/monitors at a cost of \$2,296,671 (plus HST).
2. Disposal of fifty five (55) used Physio Control Lifepak 15 defibrillator/monitors to EMS Surplus Canada at a revenue of \$440,000 (plus HST).

## Recommendation

It is recommended that Tender 2018-5 be awarded as follows:

Option A – Purchase of sixty (60) new defibrillator/monitors be awarded to Physio Control, division of Stryker Medical for a total tender amount of \$2,296,671, plus HST.

Option B – Disposal of fifty five (55) used Lifepak 15 defibrillator/monitors be awarded to EMS Surplus Canada at a revenue of \$440,000, plus HST.

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

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<b>Appendix No.</b>	<b>Title of Appendix</b>
I	N/A20185 Scoring Matrix
II	US FDA MAUDE Report Findings
III	Interdev 2017 Support Activity Summary
IV	Physio Control Lifenet Adapter