



City of Tacoma

Resolution No.: _____

Meeting Date: _____

**Contract and Award Letter
Purchase Resolution —Exhibit "A"**

TO: Board of Contracts and Awards
FROM: Toryono Green, Fire Chief, Fire Department
 Teresa Green, Fire Department Manager, Finance, Fire Department
COPY: City Council, City Manager, City Clerk, EIC Coordinator, LEAP Coordinator, and
 Ryan Foster, Finance/Purchasing
SUBJECT: Medical Equipment
 Services contract with Stryker Sales LLC for Supply of Medical Equipment -
 Savvik Buying Group RFB Specification No. PSAI RFB 2021-06, Contract No.
 Medical Equipment 2021-06 / SR3723825181 – February 7, 2023 City Council
DATE: January 13, 2023

RECOMMENDATION SUMMARY:

Tacoma Fire Department (TFD) recommends a contract be awarded to Stryker Sales LLC, Kalamazoo, MI, in the amount of \$6,793,754, plus applicable taxes, plus a 10 percent contingency to allow for additional equipment, budgeted from the TFD Emergency Medical Services Fund, for a contract term of 10 years, for lease and maintenance of emergency medical equipment to include nineteen heart monitors/defibrillators, seventy seven automated external defibrillators (AEDs), and twenty cots/load systems, and fifteen stair chairs.

STRATEGIC POLICY PRIORITY:

- Strengthen and support a safe city with healthy residents.
- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

Emergency medical equipment is critical to providing immediate patient care to the City of Tacoma, City of Fircrest, and Pierce County Fire District 10 that are covered by Tacoma Fire Department through a service contract. Properly functioning equipment provides better patient outcomes for a healthy community, and the recommended lease contract provides consistent pricing for a 10-year period to limit budgetary fluctuations on some of our most crucial and costly assets.

BACKGROUND:

TFD’s first responding, patient transport, and support units have emergency medical equipment for on-scene patient care. This equipment includes heart monitors/defibrillators and AEDs for cardiac patients and incidents, cots/load systems for patient transport units, and stair chairs to move patients downstairs without lifting. Of the one hundred plus emergency medical equipment items owned by TFD, seventy percent are past their useful life and need replacement; all are currently from Stryker-owned brands.

Rather than purchasing the assets, TFD recommends awarding a contract to Stryker Corporation for the ALS 360 lease program, which provides level payments for 10 years, includes two rounds of equipment refresh – one at the start of the contract and the second at or before the five-year mark – and all preventative maintenance and service on equipment. All currently owned equipment would be returned to Stryker for a trade-in credit (included in recommended contract amount).



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ISSUE: Seventy percent of TFD’s emergency medical equipment assets are past their useful life and in need of replacement.

ALTERNATIVES: TFD could choose traditional procurement and own all assets and would be subject to market price increases over the 10-year period, as well as fluctuating budget requests for one-time capital asset investments. Any procurement could be delayed however with seventy percent of our emergency medical equipment being past useful life, our maintenance costs are increasing, some of our equipment is damaged and close to no longer being supported by Stryker for software updates.

COMPETITIVE SOLICITATION:

Quotes were solicited using the Savvik Buying Group, competitively bid through Request for Bids Specification No. PSAI RFB 2021-06. Thirty-three companies were invited to bid in addition to normal advertising of the project. Eight submittals were received. Through an interlocal cooperative purchasing agreement, the City will purchase the needed equipment at the prices, terms and conditions of this contract. The ability to participate in cooperative purchasing through national contracts provide the City increased savings by pooling resources to leverage the market through volume discounts. Eight vendors were awarded contracts with Savvik Buying Group after evaluation based on weighted factors including:

- General Requirements (40%)
- Technical Requirements (20%)
- Pricing (40%)

Stryker Sales, LLC submitted a bid that resulted in receiving one of the awarded contracts.

<u>Respondent</u>	<u>Location</u>	<u>Score</u>
Stryker Sales, LLC	Kalamazoo, MI	145
ZOLL Medical Corporation	Chelmsford, MA	145
Siemens Healthcare Diagnostics Inc.	Deerfield, IL	139
Philips Healthcare	Cambridge, MA	139
Michigan Instruments	Kentwood, MI	134
Henry Schein, Inc	Melville, NY	133
Master Medical Equipment	Jackson, TN	132
Signature Emergency Products	Boothwyn, PA	132

CONTRACT HISTORY: New contract.

SUSTAINABILITY: Not applicable.

EQUITY IN CONTRACTING (EIC) COMPLIANCE: Not applicable.

LOCAL EMPLOYMENT AND APPRENTICESHIP TRAINING PROGRAM (LEAP) COMPLIANCE: Not applicable.



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FISCAL IMPACT:

Fiscal impact below includes contingency and estimated taxes.

EXPENDITURES:

FUND NUMBER & FUND NAME	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Fund 1155 – TFD Emergency Medical Services	609100	5210300	\$ 7,473,129.40
TOTAL			Up to \$ 7,473,129.40

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Fund 1155 – TFD Emergency Medical Services	609100	Various	\$ 7,473,129.40
TOTAL			Up to \$ 7,473,129.40

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$1,650,000 for 2023-2024.

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes.

IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED. N/A