

**CITY OF SAN ANTONIO  
PURCHASING & GENERAL SERVICES DEPARTMENT  
CITY COUNCIL AGENDA MEMORANDUM**

CONSENT AGENDA

8

**TO:** Mayor and City Council

**FROM:** Janie B. Cantu, Director of Purchasing & General Services

**SUBJECT:** Electrocardiograms

**DATE:** January 5, 2006

**SUMMARY & RECOMMENDATION**

This ordinance authorizes the Purchasing & General Services Department to accept the bid submitted by Philips Medical Systems to provide the City of San Antonio Fire Department with 40 replacement and 3 additional 12-lead electrocardiograms for a total of \$512,656.34 from the Fire Department Emergency Medical Service Special Revenue Fund and through either a Tax-Exempt Lease Purchase Contract or General Fund Capital Outlay funds. Staff recommends approval of this ordinance.

**BACKGROUND INFORMATION**

Submitted for council consideration and action is a sole source bid from Philips Medical Systems to provide the City of San Antonio Fire Department E.M.S. Division with 40 replacement and 3 additional 12-lead electrocardiograms (EKG) for a total of \$512,656.34.

Since its inception in March 1974, the San Antonio E.M.S. units have been equipped with 3-lead electrocardiograms (EKG's), which allowed paramedics a view of the heart muscle from three different angles. The Emergency Cardiovascular Care Committee International Guidelines recommended the pre-hospital 12-lead EKG to be standard equipment on all advanced critical life support (ACLS) units that handle acute coronary syndrome patients. As a direct result of these recommendations and recommendations made by EMS Medical Director to replace 3-lead EKG's with 12-lead EKG's, Phillips Medical System was evaluated and chosen over other EKG's in the marketplace. The Phillips Medical System offers electrode pad compatibility with the Automatic External Defibrillators (AED's) used by SAFD First Responders, which ultimately results in more efficient and improved patient care. Additionally, the Phillips monitor allows paramedics to view all twelve EKG readings at one time, increasing the accuracy of interpretation. The Phillips Medical System was chosen due to price, discount and trade-in offered, plus the long-term warranty. Purchase of the forty-three (43) Phillips monitors will result in equipment uniformity throughout the entire SAEMS fleet. Current 3-lead EKG's will be traded-in as new units are placed into service. Total list price for forty 12-lead EKG's is \$1,213,775.00. The vendor is offering a discounted price of \$706,924.75 and a trade-in discount of \$230,000.00 for a total due of \$476,924.75 for the forty replacement units. The three additional units are being purchased at the list price. Additionally, these units carry a five year warranty for all parts and labor.

### **POLICY ANALYSIS**

The contract will replace the 3-lead EKG units with 12-lead EKG units. Each San Antonio E.M.S. Unit will be equipped with 12-lead EKG's which will provide paramedics the ability to diagnose a patient's heart muscle from 12 distinct angles. The benefit of this upgrade would enable paramedics to better assess, treat and medicate patients suffering from heart-related illnesses and arrhythmias that would otherwise remain undetected in the pre-hospital setting.

### **FISCAL IMPACT**

The total cost of this contract is \$512,656.34 of which \$357,656.00 will fund the first shipment of thirty 12-lead EKG's and will be paid from with EMS Special Revenue Budgeted Capital Funds. The balance of \$155,000.34 due for the remaining 13 units will be available on or about April 1, 2006. The funding for the remaining 13 units will be through either a Tax-Exempt Lease Purchase Contract or General Fund Capital Outlay funds. All expenditures will be in accordance with the FY2005-2006 Budget approved by City Council.

### **COORDINATION**

This item has been coordinated with the City of San Antonio Fire Department, the Office of Management and Budget and the Finance Department.

for Steven Morarch  
Janie B. Cantu, C.P.M., Director  
Purchasing & General Services

Michael Armstrong  
Michael Armstrong  
Assistant City Manager/Chief Information Officer

+ Sheryl Sculley  
Sheryl Sculley  
City Manager

# City of San Antonio

## Contract Summary Sheet

**Date** 1-5-06

**Agenda Item:**

<b>Name/Title (Caption as shown on agenda):</b>	
An ordinance accepting the bid submitted by Philips Medical Systems to provide the Fire Department with 12-lead electrocardiograms for a total cost of \$512,656.34, from the Fire Department Emergency Medical Service Special Revenue Fund and through either a Tax-Exempt Lease Purchase Contract or General Fund Capital Outlay funds. [Presented by Janie B. Cantu, Director, Purchasing & General Services; Michael Armstrong, Assistant City Manager/Chief Information Officer]	
<b>Description of Item(s) and Use:</b>	
This contract will provide upgraded 12-lead electrocardiogram (EKG) units for each EMS unit.	
<b>Total : \$512,656.34</b>	
Bid Number and Title	06-008 Heartstart 12-Lead EKG Monitors & Accessories
Method of Procurement	Sole Source
Price Trend	No previous pricing history as this is the first time purchase of 12-Lead electrocardiograms.
<b>Contract Info:</b> <u>  X  </u> Formal <u>  </u> Annual <u>  </u> Support/Maintenance <u>  </u> Lease	
<b>Contractor(s):</b>	Phillips Medical Systems, 2301 5 <sup>th</sup> Avenue, Ste. 200, Seattle, WA 98121 – Entire Bid
<b>Previous Related Council Action(s):</b>	
Date:	12-15-05
Agenda Item #:	16
Action:	Ord. No. 101873, an ordinance accepting the sole source contract from Philips Medical Systems for automatic external defibrillators for \$55,507.50
Date:	
Agenda Item #:	
Action:	
Date:	
Agenda Item #:	
Action:	
<b>Anticipated Future Requirements and Actions:</b>	
<b>Comments:</b>	
<b>Using Department:</b>	Fire Department

CITY OF SAN ANTONIO  
BID TABULATION

PHILLIPS HEARTSTART MRX ALS MONITOR

Phillips Medical Systems  
Attn: Sales Operations  
2301 5<sup>th</sup> Ave. Suite 200  
Seattle, WA 98121

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>QUANTITY</u>	<u>UNITPRICE</u>	<u>TOTAL</u>
1	HEARTSTART MRX ALS MONITOR PN: M3536A (Includes the following) 3 Lead Standard Cable Set PN: 3LD Sp02, NBP, etC02 PN: A03 Noninvasive Pacing PN: B01 12 lead ECG Acquisition PN: B02 Wide Printer PN: B04 Data Card PN: C03 Lithium Ion Battery PN: C05 User Instructions Guide PN: LP1 Standard Pad Cable PN: M3508A 1-Year, on-site Warranty PN: W01	43 Each	\$24,514.00	\$1,054,102.00
2	DC POWER MODULE PN: M5529A	43 Each	\$760.00	\$32,680.00
3	HS 12 LEAD TRANSFER STATION PN: 989803	1 Each	\$1,095.00	\$1,095.00
4	MONITORING & CARDIOLOGY SERVICE AGREEMENT PN: 89041 4 Years of Service PN: A12 Gold Service PN: A01	43 Each	\$2,763.00	\$118,809.00
TOTAL LIST PRICE				\$1,206,686.00
LESS DISCOUNTS AND TRADE-IN (\$350,000 trade in value)				\$694,029.66-
<b>GRAND TOTAL</b>				<b>\$512,656.34</b>

TERMS: NET 30

06-008-DS

## JUSTIFICATION FOR SOLE SOURCE PURCHASE

This questionnaire has been designed to assist Staff in relating information necessary in the processing of requisitions for sole source/sole brand purchases

Name, manufacturer and model number of item(s) to be purchased: HeartStart MRX ALS Monitor M3536A

1. Source selections:

       Sole Brand-available from more than one source  
XXX Sole Source-available from only one source

Name of source: Philips Medical Systems

Brief description of research or other project for which items(s) will be used: For the replacement of the Physio-Control LifePak 10 and 12 Cardiac Monitor/Defibrillator currently in use by SA-EMS

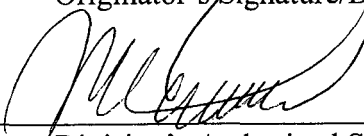
Performance functions proprietary to the item(s): Be able to view all leads at the same time

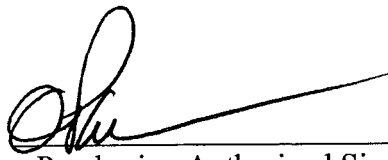
Why proprietary performance functions are necessary to accomplishment of research/project goals:  
Please see Attachment

7. Will the item be used with existing equipment? XX Yes        No  
If yes - as a component to be interfaced with existing equipment        Yes        No  
-give a brand and model number of existing equipment  
Heartstart FR-2 AED  
-as an accessory or option        Yes XX No
8. Will training be required? XX Yes        No  
If so, how much? 1.5 hours

Name other sources whose products have been evaluated and why they do not meet requirements: No other manufacturer has the same capability of viewing all 12 leads at one time.

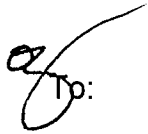
 9/27/05  
Originator's Signature/Date

 9/29/05  
Division's Authorized Signature/Date

  
Purchasing Authorized Signature/Date

If more space is needed, please attach additional page(s). (This form will be in effect for one year from date of purchasing authorized signature and must be attached to all requests for purchases.)

**CITY OF SAN ANTONIO**  
**Interdepartmental Correspondence Sheet**



To: Don Smith, Purchasing

From: Mario A. Guerra, Assistant Fire Chief EMS

Copies: EMS Supply File

Subject: Sole Source Justification for HeartStart MRx ALS Monitor and accessories

2005 OCT -5 AM 11:42

RECEIVED  
CITY OF SAN ANTONIO  
PURCHASING DEPARTMENT

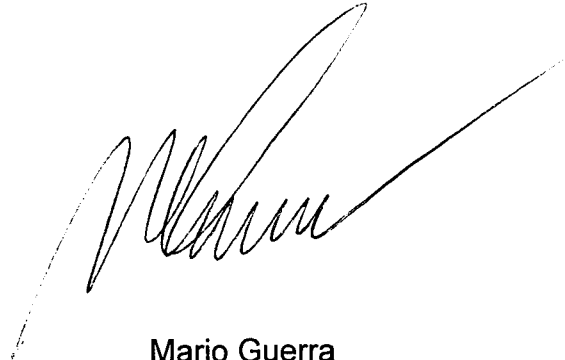
Date: October 3, 2005

Continuation of item #6, Justification for Sole Source Purchase Document

Why proprietary performance functions are necessary to accomplishment of research/project goals:

- **BIPHASIC.** The device incorporates non-escalating 150-joule, low energy biphasic waveform technology (BTE), which received a Class IIa American Heart Association recommendation. BTE is defined as "acceptable, safe and useful", and is considered a "**Standard of Care**" and "**Intervention of Choice**" by the American Heart Association.
- **DISPLAY.** The MRx color LCD display screen diagonal 8.4 inches (128mm x 171mm) uses exclusive Thin Film Transistor Technology (TFT). The TFT technology allows for wide viewing screen angles. The programming allows for the display of four different leads simultaneously. This is the only unit which allows the display of all 12-lead wave forms simultaneously in real time. The display monitor uses different colors for leads, Blood Pressure, SPO2, and/or in combination with the CO2 waveform.
- **MICROSTREAM END TIDAL CO2 CAPNOGRAPHY.** MRx ALS Monitor incorporates Microstream technology from Oridion. Microstream is versatile in that adult and pediatric patients are easily monitored while intubated or nonintubated. It is easy to use; its quick application does not require time consuming recalibration or software compensation for O2. It is cost effective since there are no expensive sensor cables (as with other defibrillator/monitor mainstream devices) which can cost from \$500-\$1500 to replace if damaged, instead Microstream utilizes disposable filter lines with nasal cannula or ET tube connection.

- PRINTOUT 75 mm roll. MRx uses Philips 75 mm, 3 x 4 ECG analysis format to print 12 lead algorithms. This format is the same used in most hospitals. This exclusive 12 lead algorithm allows for easy reading. Others defibrillator/monitor mainstream devices range in size from 50 to 100 mm or use Z- folds paper which can increase reading difficulty.
- DATA STORAGE. The MRx utilizes two memory/data storages; an external 64 MG data card and an internal 64 MB data card. The memory(s) card(s) can store approximately 8 hours of continuous ECG waveforms and 50 12-Lead ECG reports. The external card is removable for export to data management software. The MRx is compatible with the SAEMS HeartStart Event Review Pro data management system, which is used to download AED events for review.
- This unit will replace the current Physio LifePak 10 and LifePak 12
- Philips Medical Systems is the sole manufacturer for the HeartStart MRx ALS monitor.

A handwritten signature in black ink, appearing to read 'Mario Guerra', with a long, sweeping horizontal line extending to the right.

Mario Guerra  
Assistant Fire Chief  
EMS/Communications