



# Agenda Report

**MEETING DATE:** Tuesday, December 13, 2022

**TO:** City Council

**FROM:** FIRE CHIEF LOPEZ  
ROSA MEYER, ADMINISTRATIVE ANALYST

**THROUGH:** CITY MANAGER MENDEZ

**SUBJECT:** RESOLUTION AUTHORIZING THE PURCHASE OF THREE (3)  
AUTOMATED EXTERNAL DEFIBRILLATORS (AED) NOT TO  
EXCEED \$120,964 FROM THE MEASURE Y FUND

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## RECOMMENDED ACTION:

It is recommended that the City Council take the following actions:

- 1) Approve Resolution authorizing the purchase of three (3) LIFEPAK 15 V4 Monitor/Defib - Manual & AED (automated external defibrillators) not to exceed \$120,964 from Stryker Sales, LLC.
- 2) Authorize the City Manager to execute the Short Form Conditional Sale Agreement and issue the purchase order; and
- 3) Authorize budget appropriation in an amount not to exceed \$120,964 from Measure Y Fund

## BACKGROUND:

Watsonville Fire Department (WFD) currently has four (4) Stryker LP15 V1 (version1) Monitor/Defibrillators (AED's) that were purchased in 2004 and are now 18 years old. This equipment has a 10-year service life. During the past 8 years, WFD staff has been able to maintain the AED's working by conducting repairs as needed but were recently notified that internal parts are no longer available.

AED's are required by Santa Cruz County for agencies providing Advanced Life Support (ALS) emergency medical services. Stryker LIFEPAK 15 monitor/defibrillators are used throughout the Santa Cruz County by all ALS fire departments (FDs) and American Medical Response (AMR). This promotes continuity in service and training. Another benefit is interchangeability between FDs and AMR, which eliminates delays in patient care and transport because there is no need to switch out monitors when a patient is loaded into an ambulance.

The AED's are used on patients suffering a cardiac event by placing the monitor/defibrillator leads (wires) on the patient. A patient's heart rhythm is displayed on the monitor screen and helps the responding (WFD) paramedic evaluate the rhythm and determine the appropriate treatment and hospital destination. The patient's heart rhythm can also be transmitted through a Wi-Fi connection to the receiving hospital before the patient arrives. This allows a doctor to evaluate the heart rhythm and plan for treatment before the patient arrives at the hospital. If a patient is having a heart attack in the field and is unconscious and has no pulses, the monitor can display a shockable rhythm. The (WFD) paramedic will recognize the shockable rhythm and manually deliver an electrical shock through pads connected through the monitor leads (wires) to attempt to get the heart beating again. The monitor can also provide CPR guidance by guiding responders to perform compressions at 100/minute and avoid over-ventilation.

Each first out fire apparatus unit carries an AED- one on the fire engine at Fire Station 2 and one on the fire engine and fire truck at Fire Station 1. The fourth AED is used as a backup monitor but this AED does not have a Wi-Fi modem so it is not able to transmit information to the receiving hospital.

#### **DISCUSSION:**

WFD staff is participating in a regional AFG 2021 grant with Central Fire and other fire departments and districts. An award notification has not been received as of this report. It is anticipated that the request will be denied. To prepare for the high possibility that this grant will not be awarded, WFD is considering alternatives to purchase this needed equipment.

If the grant is not awarded, WFD will purchase the three AED's using Measure Y funds. The vendor, Stryker Sales, LLC (Stryker), is offering 0% financing through the end of the year. Stryker is the sole-source provider for the LIFEPAK 15 monitor/defibrillators in the U.S. and Canada. The total cost is quoted at \$120,963.45 with 3 annual payments of \$40,321.15 each. To secure the pricing and financing, a Short Form Conditional Sale Agreement must be signed. The signed Short Form Conditional Sale Agreement does not obligate the City to make the purchase. If Santa Cruz County is awarded the grant then Stryker will not proceed with the finance documents and will instead proceed with the purchase using the grant funding.

As an alternative, if the grant is not awarded, Santa Cruz County staff is developing a plan to make a group purchase with AMR, decreasing the cost of the AED's for all departments. If a cost reduction is possible, WFD will request an additional AED for a total of four (4) to allow for a backup unit when a unit is being serviced.

#### **STRATEGIC PLAN:**

This appropriation request is consistent with the following Strategic Plan goal of:  
6-Public Safety

#### **FINANCIAL IMPACT:**

The \$120,964 appropriation would be funded through Measure Y fire reserve funds. If the purchase is necessary, the funds won't be used until FY 23/24. Payments do not commence until all equipment is delivered and at this time the current turnaround time is 45 weeks.

**ALTERNATIVE ACTION:**

The City Council may decide not to authorize the City Manager to sign the Short Form Conditional Sale Agreement until after the AFG grant awardees are announced. However, this will cause an increase in cost- the 0% financing is only offered through the end of 2022. A delay in purchasing will also further delay the arrival of the AED's. The current turnaround time is 45 weeks. If the AED's are ordered in December, delivery is not expected until November 2023. If the purchase is delayed and the current AED's go out of service, this may delay service to patients who are suffering a cardiac event.

**ATTACHMENTS AND/OR REFERENCES (If any):**

- 1) Quotes from Stryker