



DOUG SPEARS
FIRE CHIEF

Saginaw Fire Department

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TO: City Manager Gabe Reaume

FROM: Fire Chief Doug Spears

DATE: November 20, 2019

RE: Cardiac Monitor Purchase

As previously approved by City Council for the current fiscal year we are seeking to execute the purchase of our replacement cardiac monitor/defibrillators. The City Council approved budget amount for cardiac monitor replacement is \$150,000. That budget cost estimate was based on the discounted pricing of the government division of National Purchasing Partners or NPP for Zoll Medical Corporation products. Our fire department is a member of the NPP government division and Zoll is the manufacturer of our replacement cardiac monitors. The NPP contract pricing discount on Zoll cardiac monitors is 18% off list price.

We have since been authorized to purchase Zoll cardiac monitors utilizing Medstar's purchasing contract to take advantage of a much greater overall discount of 31%. Monitor accessory components and supplies are at an average discount of 22%. We have also negotiated a trade-in allowance of \$11,500 each for three of our five existing cardiac monitors that manufacturer parts and service are still currently available for resulting in some limited value in the used device market. Our two oldest cardiac monitors have no trade-in or used market value.

The total cost to replace our five cardiac monitor/defibrillators with trade-in allowance is \$137,162.72. Attached is the Zoll Medical Corporation quote that we are seeking approval to execute purchase from.

We are submitting two additional agenda item considerations to expend the remaining \$12,837 that we garnered through prudent purchasing practice for other necessary expenditures.

I recommend approval to purchase the replacement cardiac monitor/defibrillators as outlined in the accompanying Zoll Medical Corporation price quote.