

# Memorandum



DATE December 9, 2022

CITY OF DALLAS

TO Honorable Members of the Public Safety Committee  
Adam McGough (Chair), Cara Mendelsohn (Vice Chair), Tennell Atkins, Jesse Moreno, Jaime Resendez, Casey Thomas, Gay Donnell Willis

SUBJECT **December 14, 2022, City Council Agenda Item #54; 22-2082 Service Agreement for purchase, maintenance, and repair of automated and manual defibrillators for the Fire-Rescue Department and the Office of Emergency Management**

The following agenda item is scheduled to go before City Council on December 14, 2022.

## **Agenda #54; 22-2082**

Authorize a three-year service price agreement for the purchase, maintenance, and repair of automated and manual defibrillators for the Fire-Rescue Department and the Office of Emergency Management - Stryker Sales Corporation in the estimated amount of \$4,257,527.84, Philips Medical Systems in the estimated amount of \$861,060.15, Zoll Medical in the estimated amount of \$791,214.00, and Cardio Partners in the estimated amount of \$29,965.00, most advantageous proposers of five - Total estimated amount of \$5,939,766.99 - Financing: General Fund (subject to annual appropriations)

## **BACKGROUND**

This action does not encumber funds; the purpose of a service price agreement is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This service price agreement will allow for the purchase, maintenance, and repair of automated and manual defibrillators the Fire-Rescue Department (DFR) and the Office of Emergency Management. DFR Emergency Medical Services (EMS) utilize approximately 160 manual and automated external defibrillators (AEDs) which require annual preventative maintenance services and repairs. These devices are designed to save lives of patients experiencing certain cardiac rhythms.

The Office of Emergency Management (OEM) coordinates AED programs of participating City departments with regards to monthly inspections, trainings on proper use, replacements, and repairs of approximately 100 AEDs. This program is designed to help

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safeguard the health and safety of City employees and the public through the availability of and access to AEDs in City buildings. When used correctly, AEDs are used to help those experiencing certain types of sudden cardiac arrest.

A seven-member committee from the following departments reviewed and evaluated the qualifications:

- Department of Information and Technology Services (1)
- Fire-Rescue Department (2)
- Police Department (1)
- Office of Emergency Management (1)
- Small Business Center Department (1)
- Office of Procurement Services (1) \*

\*The Office of Procurement Services evaluated cost and local preference, if applicable

The committee selected the successful respondents on the basis of demonstrated competence and qualifications under the following criteria:

- Cost (30 points)
- Approach (20 points)
- Experience (15 points)
- Supply chain sustainability (15 points)
- Small Business Center Department (15 points)
- Local Preference (5 points)

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The calculated living wage during the solicitation process of this contract is \$15.21; the selected vendor meets this requirement.

Should you have any questions or concerns please contact me at (214) 670 5299.

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Jon Fortune  
Deputy City Manager

c: T.C. Broadnax, City Manager  
Chris Caso, City Attorney  
Mark Swann, City Auditor  
Biliera Johnson, City Secretary  
Preston Robinson, Administrative Judge  
Kimberly Bizer Tolbert, Deputy City Manager  
Jon, Fortune, Deputy City Manager

Majed A. Al-Ghafry, Assistant City Manager  
M. Elizabeth (Liz) Cedillo-Pereira, Assistant City Manager  
Dr. Robert Perez, Assistant City Manager  
Carl Simpson, Assistant City Manager  
Jack Ireland, Chief Financial Officer  
Genesis D. Gavino, Chief of Staff to the City Manager  
Directors and Assistant Directors