



Legislation Details (With Text)

File #: 22-2082 **Version:** 1 **Name:**

Type: CONSENT AGENDA **Status:** Approved

File created: 9/11/2022 **In control:** Office of Procurement Services

On agenda: 12/14/2022 **Final action:**

Title: 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)

Sponsors:

Indexes: 100

Code sections:

Attachments: 1. Resolution

Date	Ver.	Action By	Action	Result
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STRATEGIC PRIORITY: Government Performance & Financial Management

AGENDA DATE: December 14, 2022

COUNCIL DISTRICT(S): All

DEPARTMENT: Office of Procurement Services

EXECUTIVE: Jack Ireland

SUBJECT

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 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.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On February 13, 2019, City Council authorized a two-year service price agreement for the purchase and maintenance of automatic and manual defibrillators, related support systems, and supplies with Physio-Control, Inc. through the National Association of State Procurement Officials cooperative agreement by Resolution No. 19-0268.

FISCAL INFORMATION

Fund	FY 2023	FY 2024	Future Years
General Fund	\$1,724,286.50	\$1,628,580.50	\$2,586,899.99

M/WBE INFORMATION

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
\$5,939,766.99	Other Services	N/A
M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
N/A	N/A	N/A
<ul style="list-style-type: none"> • The Business Inclusion and Development Policy does not apply to Other Service contracts. • Stryker Sales Corporation - Non-local; Workforce - 100.00% Local • Philips Medical Systems - Non-local; Workforce - 0.00% Local • Zoll Medical - Non-local; Workforce - 0.00% Local • Cardio Partners - Non-local; Workforce - 0.00% Local 		

PROCUREMENT INFORMATION

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none"> • Utilized for high technology procurements, insurance procurements, and other goods and services • Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications • Always involves a team evaluation • Allows for negotiation on contract terms, including price
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The Office of Procurement Services received the following proposals from solicitation number BBZ22

-00017953. We opened them on November 4, 2021. We recommend the City Council award this service price agreement to the most advantageous proposers by group. Information regarding this solicitation is available upon request.

*Denotes successful proposers

<u>Proposers</u>	<u>Address</u>	<u>Score</u>
*Zoll Medical	269 Mill Road Chelmsford, MA 01824	Multiple groups
*Stryker Sales Corporation	3800 East Centre Avenue Portage, MI 49002	Multiple groups
*Cardio Partners	1001 Flaggpole Court Brentwood, TN 37027	Multiple groups
*Philips Medical Systems	414 Union Street Suite 200 Nashville, TN 37219	Multiple groups
AED123	3232 McKinney Avenue Suite 500 Dallas, TX 75204	Non-responsive

OWNERS

Zoll Medical

Elijah White, President
Jonathan Rennert, Chief Executive Officer

Stryker Sales Corporation

Kevin Lobo, Chief Executive Officer

Cardio Partners

Brian LaDuke, President

Philips Medical Systems

Vitor Rocha, Chief Executive Officer