

MEMORANDUM

Fire Department

TO: Robert Rawls, Interim Town Administrator

FROM: Jose Rivero, EMS Coordinator

THROUGH: Leonard DePaola, Deputy Chief

THROUGH: Michael Donati, Fire Chief

DATE: May 19, 1999

SUBJECT: 3 "M" Series ZOLL EKG Monitor/Defibrillator/Pacer with an integral Pulse Oximeter

The proposed resolution would enable the fire department to procure three "M" Series ZOLL EKG monitor/defibrillator/pacer with integral pulse oximetry capabilities. ZOLL Medical Corporation has agreed to give the Town an additional discount by including the integral pulse oximeter at no cost. This is an added savings to the Town of \$2,525.00 per unit.

ZOLL Medical Corporation will be adding an integral 12 Lead EKG module to the "M" Series within the next six to eight months and a noninvasive blood pressure monitoring module shortly after that. Presently, the fire department has to purchase and provide service contracts separately on our pulse oximeters, and 12 Lead EKG Monitors. Additionally, the fire department does not have noninvasive blood pressure monitoring or the capability to send 12 Lead EKG information to a receiving medical facility. These modular additions to the "M" Series would greatly enhance the fire department's capability to provide patient care to the residents and visitors of Davie and place all three different functions into one device.

The Fire Department would acquire the "M" Series units by piggybacking the Department of Veterans Affairs Contract Number V797P-3902j. This equipment will be funded through the Capital E.M.S. Account 030-0620-522.64-42. The quoted cost for the three "M" Series with pulse oximetry would be \$28,620.00 (please see attached ZOLL Quotation).

RESOLUTION NO. _____

A RESOLUTION OF THE TOWN OF DAVIE, FLORIDA, ACCEPTING THE BID FOR "M" SERIES ZOLL EKG MONITOR/DEFIBRILLATOR/PACER, DEPARTMENT OF VETERANS AFFAIRS CONTRACT NO.V797P-3092J.

WHEREAS, the Town is in need of "M" Series Zoll EKG monitor/defibrillator/pacer; and

WHEREAS, the Department of Veterans Affairs has solicited sealed bids for such equipment; and

WHEREAS, after review, the Town Council wishes to accept the bid awarded by Department of Veterans Affairs to Zoll Medical Corporation.

NOW, THEREFORE, BE IT RESOLVED BY THE TOWN COUNCIL OF THE TOWN OF DAVIE, FLORIDA:

SECTION 1. The award made by Department of Veterans Affairs to Zoll Medical Corporation, for the supply of medical equipment in the amount of \$28,620, is hereby accepted by the Town Council.

SECTION 2. The Town Council hereby authorizes the expenditure from the Capital Project EMS Equipment/Refurbishment Account.

SECTION 3. This resolution shall take effect immediately upon its passage and adoption.

PASSED AND ADOPTED ____ DAY OF _____, 1999

MAYOR/COUNCILMEMBER

Attest:

TOWN CLERK

APPROVED THIS ____ DAY OF _____, 1999

**TOWN OF DAVIE
PROCUREMENT AUTHORIZATION**

<u>Account Number</u>	<u>Budget & Description</u>	<u>Approximate Cost</u>
030-0620-522-6442	medical equipment	\$28,620.00
EMS Equipment/Refurbishment		

Method of Procurement (check the one that applies)

Open Competitive Bidding
xx Piggyback on Contract Number VA Pricing GSA Contract No. V797P-3902j
Sole Source

Checklist Specification & List Of Vendors Must Be Attached

Signed _____
Department Head

Have Funds Been Reserved _____

Date _____ Signed _____

Signed _____
Town Administrator

Bids Submitted

<u>Vendor</u>	<u>Cost</u>
Zoll Medical Corporation	\$28,620.00

Signed _____
Purchasing Specialist

Town Administrator's Recommendation

<u>Vendor</u>	<u>Cost</u>
---------------	-------------

Signed _____
Town Administrator



ZOLL Medical Corporation

32 Second Avenue
Burlington, Massachusetts 01803-4420
U.S.A.

(781) 229-0020
(800) 348-9011
(781) 221-5679 Teletax

QUOTATION

TO: Town of Davie Fire Department
6905 Southwest 45th Street
Davie, FL 33314

Attn: Joe Rivero
(954) 787-1095

DATE: May 5, 1999

TERMS: Net 30 Days

FOB: Burlington, MA

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	GSA PRICE	TOTAL PRICE
1	41510011000128010	ZOLL M-Series Manual/Advisory Defib w/AC Power Code Markers, Summary Report Feature, Noninvasive Pacing and Multiple Application Printer Includes: 3 Lead patient cable with integral lead wires, universal cable for ZOLL Multi-Function electrodes and one rechargeable lead acid battery, ac mains power cord, 1 pkg recorder paper, integral diagnostic frequency response for 12-lead (requires five lead or one step cable) two PCMCIA card slots and operator's manual. Standard 5 Year Hospital Warranty.	3	\$9,370.00	\$28,110.00 *
2	OPTION	Pulse Oximetry (SPO ₂)	3	N/A	No Additional Charge
3	TBA	Xtreme Pack II Carry Case (For use with hands-free defib) Note: An additional discount has been applied to the GSA Contract Price of \$426.00 on the Xtreme Pack II which is applied when the Xtreme Pack II is purchase in conjunction with the ZOLL M-Series Unit.	3	\$170.00	\$510.00 *
* This quotation represents VA pricing under the Federal Supply Schedule FSC Group 65, Part II, Section D, for Defibrillators, Accessories and Replacement Parts. Contract Number V797P-3902. Contract period valid through September 30, 2000.					
WE PROPOSE TO FURNISH THE ITEMS LISTED ABOVE, SUBJECT TO CONDITIONS SET FORTH ON THE REVERSE SIDE HEREOF, AND THE WRITTEN ACCEPTANCE OF THIS QUOTATION				TOTAL	\$28,620.00

1. DELIVERY WILL BE MADE 90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES WILL BE F.O.B. BURLINGTON, MA.
3. WARRANTY PERIOD (See above and reverse side).
4. LIST PRICES QUOTED ARE FIRM FOR 60 DAYS.

Tom Stavola
Tom Stavola
Territory Manager

DEPARTMENT OF VETERANS AFFAIRS
Marketing Division For Federal Supply Schedules
Authorized Federal Supply Schedule Pricelist (Catalog)
Cumulative Edition No. Ten: Price List Supersedes All
Previous Additions

Federal Supply Schedule FSC Group 65, Part II, Section D,
Defibrillators, Accessories and Replacement Parts
FSC Class - 6515
Solicitation: M3-Q1-91
Contract Number - V797P-3902j
Contract Period - September 1, 1993 - September 30, 2000

ZOLL MEDICAL CORPORATION
32 Second Avenue
Burlington, Massachusetts 01803-4420

Telephone Numbers: 781-229-0020
Toll Free: 800-348-9011
Fax: 781-272-5549

Business Size: Small
Tax I.D. No.: 04-2711626

INFORMATION FOR ORDERING ACTIVITIES

1. **Special Item Numbers:**
D-17 Defibrillators, Accessories and Replacement Parts
Pages 1 through 3
 2. **Minimum Order:** \$50.00
 3. **Geographic Coverage (Delivery Area):** 50 States, District of Columbia and Puerto Rico.
 4. **Point(s) of Production:** ZOLL equipment is manufactured in the City of Burlington, county of Middlesex and State of Massachusetts.
 5. **Discount:** Prices shown herein are NET (discount deducted).
 6. **Quantity Discounts:** None
 7. **Prompt Payment Terms:** None
 - 8a. **Government Commercial Credit Card:** Accepted
 - b. **Discount for Payment by Commercial Credit Card:** Not Accepted.
 9. **Foreign Items:** None
 10. **Time of Delivery:** Within 45 days after receipt of order (ARO).
Emergency Delivery: Within 72 hours after receipt of order(ARO). Ordering facility to pay cost difference between routine and premium delivery.
 11. **F.O.B. Point(s):** Destination - 50 States, District of Columbia and Puerto Rico.
 12. **Ordering Address:** ZOLL MEDICAL CORPORATION
32 Second Avenue
Burlington, Massachusetts 01803-4420
Attn: Customer Service
 13. **Payment Address:** ZOLL MEDICAL CORPORATION
32 Second Avenue
Burlington, Massachusetts 01803-4420
Attn: Accounts Receivable
-

14. **Warranty Provision:** (a) ZOLL Medical Corporation warrants to the Customer that from the date of installation, or thirty (30) days after the date of shipment from ZOLL Medical Corporation's facility, whichever first occurs, the Equipment (other than accessories and electrodes) will be free from defects in material and workmanship under normal use and service for the following periods: PD-1200 and D-900, 5 years for hospital use, 1 year for pre-hospital use; 1400 series, 5 years for hospital use, 1 year for pre-hospital use. Accessories and electrodes shall be warranted for 90 days from date of shipment. During such period ZOLL Medical Corporation will, at no charge to the Customer (including shipping charges), either repair or replace (at ZOLL Medical Corporation's sole option) any part of the Equipment found by ZOLL Medical Corporation to be defective in material or workmanship. If ZOLL Medical Corporation's inspection detects no defects in material or workmanship, ZOLL Medical Corporation's regular service charges shall apply. (b) ZOLL Medical Corporation shall not be responsible for any Equipment defect, the failure of the Equipment to perform any specified function, or any other nonconformance of the Equipment, caused by or attributable to: (i) any modification of the Equipment by the Customer, unless such modification is made with the prior written approval of ZOLL Medical Corporation; (ii) The use of the Equipment with any associated or complementary equipment, accessory or software not supplied by ZOLL Medical Corporation (iii) any misuse or abuse of the Equipment; (iv) exposure of the Equipment to conditions beyond the environmental, power or operating constraints specified by ZOLL Medical Corporation; or (v) installation or wiring of the Equipment other than in accordance with ZOLL Medical Corporation's instructions. (c) This warranty does not cover items subject to normal wear and burnout during use, including but not limited to lamps, fuses, batteries, patient cables and accessories. (d) The foregoing warranty does not apply to software included as part of the Equipment (including software embodied in read-only memory, known as "firmware"). (e) The foregoing warranty constitutes the exclusive remedy of the customer and the exclusive liability of ZOLL Medical Corporation for any breach of any warranty related to the Equipment supplied hereunder. THE WARRANTY SET FORTH HEREIN IS EXCLUSIVE AND ZOLL MEDICAL CORPORATION EXPRESSLY DISCLAIMS ALL OTHER WARRANTIES WHETHER WRITTEN, ORAL, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO ANY WARRANTIES OF MERCHANTABILITY OF FITNESS FOR A PARTICULAR PURPOSE.
15. **Export Packing Charges:** Not applicable.
16. **Terms and Conditions of Government Commercial Credit Card Acceptance:** Accepted.
17. **Terms and Conditions of Rental, Maintenance, and Repair:** If repair work is required, ZOLL Medical Corporation will provide a loaner instrument using overnight express service. The loaner instrument is used for the duration of the customer's unit repair.
18. **Terms and Conditions of Installation:** ZOLL Medical Corporation will provide on-site training at no cost.
19. **Terms and Conditions of Repair Parts:** Repair parts are not offered under this contract. Parts are listed in the Service Manual.
20. **List of Service and Distribution Points:** All service is coordinated through Burlington, Massachusetts. Service may be contacted directly at 781-229-0020.
21. **List of Participating Dealers:** Dealers do not participate in this contract.
22. **Preventive Maintenance:** Not applicable, maintenance manuals provided.
23. **Return Goods Policy:** Goods returned to ZOLL Medical Corporation require a prior return goods authorization. The return goods authorization can be obtained in either writing or by telephoning Customer Service at 781-229-0020. All returned goods must be returned unused and in their original shipping container for credit to be received. Items ordered in error by the Government may be returned at no cost and with no restocking charge within 90 days of delivery. The Government will pay all transportation costs associated with this return. If the item in question was shipped in error by ZOLL Medical Corporation all costs associated with the shipment will be incurred by ZOLL Medical Corporation.
24. **Year 2000 (Y2K) Compliance:** See attached ZOLL Policy on Year 2000 (Y2K) Compliance.

ZOLL POLICY ON YEAR 2000 (Y2K) COMPLIANCE

Revised 7/31/98

Many ZOLL products incorporate a real time clock/calendar for documentation and reporting purposes. We have recently reviewed all products to determine the impact of the change to the year 2000 on the operation of our products. The results of this review indicate that a change from year 1999 to year 2000 will not impact any therapeutic or diagnostic function in any product. Calendar year and potentially certain elapsed time information may be incorrect on certain products.

ZOLL is developing new software to make current products Y2K compliant. This software will be available on a product by product basis before June 30, 1999. Owners of ZOLL equipment will be notified by mail when this new software is available.

ZOLL will provide this software to all current ZOLL product owners for a nominal fee covering material, shipping and handling. Our technical service department will provide installation at prevailing service rates.

We are providing the attached information to help current ZOLL users determine the Y2K status of their own products. It is the responsibility of users to determine their organizational needs. Many of the Y2K concerns can be addressed simply by understanding and communicating the lack of effect on the therapeutic or diagnostic functioning of the ZOLL equipment. Based on this, some organizations may wish to avoid the expense and inconvenience of replacing software.

Attachment

ZOLL PRODUCT Y2K COMPLIANCE STATUS
Revised 7/31/98

No date handling functions - Not affected by the year 2000:

*NTF1000 Non-invasive Temporary Pacemaker
Base PowerCharger4s4
4420 Battery Support System
AC PowerCharger*

Date handling functions - Year 2000 compliant, no further action is required.

*M-Series Defibrillator/Pacemaker/Monitor
System 12
Data Control Software
D1400 Defibrillator/Monitor - Serial Numbers D98G14732 and above
PD1400 Defibrillator/Pacemaker/Monitor - Serial Numbers D98G14732 and above
PD2000 Defibrillator/Pacemaker/Monitor - Serial Numbers D98G14732 and above
D2000 Defibrillator/Monitor - Serial Numbers D98G14732 and above
1600 Semi-automatic Defibrillator/Pacemaker/Monitor - Serial Numbers E98H05247 and above
1700 Semi-automatic Defibrillator/Pacemaker/Monitor - Serial Numbers E98H05247 and above*

Date handling functions - Not currently Year 2000 compliant for the reason indicated:

*D1400 Defibrillator/Monitor - Serial Numbers D98F14731 and below
PD1400 Defibrillator/Pacemaker/Monitor - Serial Numbers D98F14731 and below
PD2000 Defibrillator/Pacemaker/Monitor - Serial Numbers D98F14731 and below
D2000 Defibrillator/Monitor - Serial Numbers D98F14731 and below
PD1300 Defibrillator/Pacemaker/Monitor
D900 Defibrillator/Monitor*

Y2K issues: Year 2000 is not recognized as a leap year.
Pace time improperly printed at century rollover (Units equipped with pacing)
Summary report erased at century rollover

Available solutions: Reset the clock per the operating instructions once every two years,
Notify staff of one time occurrence.
Or
Purchase software upgrade.

Date handling functions - Not currently Year 2000 compliant for the reason indicated:

*1600 Semi-automatic Defibrillator/Pacemaker/Monitor - Serial Numbers E98G05246 and below
1700 Semi-automatic Defibrillator/Pacemaker/Monitor - Serial Numbers E98G05246 and below*

Y2K issues: Year 2000 is not recognized as a leap year.
Pace time improperly printed at century rollover (Units equipped with pacing)
Summary report erased at century rollover
Date improperly stored on PCMCIA card during the year 2000

Available solutions: Reset the clock per the operating instructions once every two years,
Notify staff of one time occurrence,
Assess whether date recording on PCMCIA is used.
Or
Purchase software upgrade.

DEPARTMENT OF VETERANS AFFAIRS
Authorized Federal Supply Schedule Price List (Catalog)

M Series
Hospital Models for AED, Crash Cart Transport Applications

SIN	Catalog # Option Fields	Product Description	FSS Net Price
0-17	4 0 2 1 0 0 1 1 0 0 0 0 0 0 1 0 1 3 Basic	<p>Manual Defibrillator with AC Power and Multiple Application Printer</p> <p>Includes: 3 Lead patient cable with integral lead wires, universal cable for ZOLL Multi-Function electrodes and optional external paddles, one rechargeable lead acid battery, ac mains power cord, one package of recorder paper, integral diagnostic frequency response for 12 lead (requires five lead or one step cable listed below), two PCMCIA card slots, operators manual.</p> <p><u>Options:</u></p> <ul style="list-style-type: none"> 0 Code Markers 2 Voice Recording 7 Advisory without Voice Recording 3 Advisory with Voice Recording 7 Noninvasive Pacing 	<p>15,572.00</p> <p>51,290.00</p> <p>1430.00</p> <p>51,720.00</p> <p>52,150.00</p> <p>52,150.00</p>
0-17	4 0 5 1 0 0 1 1 0 0 0 0 0 0 2 1 3 1 0 ACLS	<p>Manual/Advisory Defibrillator with AC Power, Code Markers and Multiple Application Printer</p> <p>Includes: 3 Lead patient cable with integral lead wires, universal cable for ZOLL Multi-Function electrodes and optional external paddles, one rechargeable lead acid battery, ac mains power cord, one package of recorder paper, integral diagnostic frequency response for 12 lead (requires five lead or one step cable listed below), two PCMCIA card slots, operators manual and standard five year warranty for Hospital products.</p> <p><u>Options:</u></p> <ul style="list-style-type: none"> 7 Voice Recording 7 Noninvasive Pacing 	<p>17,306.00</p> <p>1430.00</p> <p>51,720.00</p>

* EMS Models for ALS & BLS Applications

SIN	Catalog # Option Fields	Product Description	FSS Net Price
0-17	4 1 2 1 0 0 1 1 0 0 0 0 0 0 1 0 1 3 Basic	<p>Manual Defibrillator with AC Power and Multiple Application Printer</p> <p>Includes: 3 Lead & 5 Lead patient cable with integral lead wires, universal cable for ZOLL Multi-Function electrodes and optional external paddles, Xtreme Pack I Carry Case, two rechargeable lead acid batteries, ac mains power cord, one package of recorder paper, integral diagnostic frequency response for 12 lead (requires five lead or one step cable listed below).</p> <p><u>Options:</u></p> <ul style="list-style-type: none"> 0 Code Markers 3 Voice Recording 2 Advisory without Voice Recording 3 Advisory with Voice Recording 7 Noninvasive Pacing 	<p>16,016.00</p> <p>51,290.00</p> <p>1430.00</p> <p>51,720.00</p> <p>52,150.00</p> <p>52,150.00</p>
0-17	4 1 5 1 0 0 1 1 0 0 0 0 0 0 2 1 3 1 0 ACLS	<p>Manual/Advisory Defibrillator with AC Power, Code Markers and Multiple Application Printer</p> <p>Includes: 3 & 5 Lead patient cable with integral lead wires, universal cable for ZOLL Multi-Function electrodes and optional external paddles, Xtreme Pack I Carry Case, two rechargeable lead acid batteries, ac mains power cord, one package of recorder paper, integral diagnostic frequency response for 12 lead (requires five lead or one step cable listed below), two PCMCIA card slots, operators manual and standard one year warranty for EMS products.</p> <p><u>Options:</u></p> <ul style="list-style-type: none"> 7 Voice Recording 7 Noninvasive Pacing 	<p>17,850.00</p> <p>1430.00</p> <p>51,720.00</p>

DEPARTMENT OF VETERANS AFFAIRS
Authorized Federal Supply Schedule Price List (Catalog)

M Series - Accessories

SIN	Catalog #	Product Description	FSS Net Price
D-17	8000-0025	3 Lead Patient Cable with integral lead wires	\$82.00
D-17	8000-1005-01	5 Lead Patient Cable with integral lead wires	\$129.00
D-17	9000-1006	12 Lead Patient Cable with integral lead wires	
D-17	TBA	One Step Cable for 12 Lead ECG	
D-17	8000-0068-01	Xtreme Pack 1 & Accessories Pouch Combination - Blue	\$280.00
D-17	8000-0068-02	Xtreme Pack 1 & Accessories Pouch Combination - Black	\$280.00
D-17	TBA	Xtreme Pack II, with total cable management	\$426.00
D-17	TBA	Fax Modem Card	
D-17	8000-1010-01	"M Series" External Paddle Assembly Apex/Sternum	\$473.00
D-17	8000-0053	Defibrillator Gel, 12 Tubes	\$52.00
D-17	8000-0300	Recorder Paper 80 mm Fan Fold , single pad	\$59.00
D-17	8000-0301	Recorder Paper 80 mm Fan Fold , 20 pads per case	\$59.00
D-17	TBA	Replacement Anterior Adult Shoe (each)	\$90.00
D-17	8000-1629	ECG Simulator	\$366.00
D-17	8000-1606	Card Reader for Personal Computer	\$258.00
D-17	8000-1607	4 meg PCMCIA Data Cards (2 Per Pack)	\$387.00
D-17	8000-1608	2 meg PCMCIA Data Cards (2 Per Pack)	\$301.00
D-17	8000-1615	PlayBack System, Package 1 Includes: PlayBack Software and Cable	\$254.00
D-17	8000-1616	PlayBack System, Package 2 Includes: PlayBack Software, Cable and Card Reader	\$512.00
D-17	8000-1619	PlayBack System, Package 3 Includes: PlayBack Software, Cable, Card Reader, Voice Board & Speaker w/ AC Power Supply	\$1,372.00
D-17	9650-0200-01	M Series Operators Manual, English	N/C
D-17	8000-0027	Internal Electrodes/Spoons - 1.02" diameter x 8.34" length (long shaft)	\$340.00
D-17	8000-0031	Internal Electrodes/Spoons - 1.02" diameter x 3.86" length	\$340.00
D-17	8000-0023	Internal Electrodes/Spoons - 1.5" diameter x 4.5" length	\$340.00
D-17	8000-0032	Internal Electrodes/Spoons - 1.5" diameter x 6.75" length (long shaft)	\$340.00
D-17	8000-0017	Internal Electrodes/Spoons - 2.68" diameter x 5.38" length	\$340.00
D-17	8000-0036	Internal Electrodes/Spoons - 2.68" diameter x 7.99" length (long shaft)	\$340.00
D-17	8000-0037	Internal Electrodes/Spoons - 3.54" diameter x 6.38" length	\$340.00
D-17	8000-0038	Internal Electrodes/Spoons - 3.54" diameter x 8.66" length (long shaft)	\$340.00
D-17	8000-0035	Internal Electrodes/Spoons - 2" diameter (long shaft)	\$340.00
D-17	8000-0039	Internal Electrodes/Spoons - 2" diameter (short shaft)	\$340.00