



## Pompano Beach Fire Rescue

## FIRE ADMINISTRATION MEMO # 19-A103

**To:** Greg Harrison, City Manager  
**CC:** John Jurgle, Fire Chief  
**From:** Frank Galgano, Assistant Chief of EMS  
**Through:** Otis Thomas, General Services Director  
**Date:** 5/01/2019  
**Re:** Sole Source Maintenance Agreement Physio Control Inc.,  
EMS Diagnostic Equipment

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This is the proposal for a 4 year Technical Service Ordinance for EMS equipment, LifePak 12 and 15s (ECG monitoring devices), and Lucas devices (automated CPR machines). The item will be presented to the Commission for the first of two readings May 14, 2019.

All ECG monitors and CPR machines require routine bi-annual maintenance, calibration and/or repair services under FDA compliance and regulatory standards. Servicing is conducted through a sole source contract, performed by sole source certified service technicians. The service and maintenance costs, applies to all devices after the initial 1 year service warranty ends.

This longstanding vendor 15 year partnership, as is common with other Tri-County Fire Rescue agencies, has been improved from the current 3 year Pompano Beach agreement, to a maximum of 4 year service plan. The agreement begins May 1st, 2019 and preserves the current contract costs for the next 4 years, which is a savings of 25% each year of the plan. There is no maintenance or service gap between these two dates. An additional feature of the contract is 15% off any purchase of disposable supplies such as cable wires, Defib pads, cases and electrodes.

The total (plan) cost is reduced to \$174,433, spread over 4 annual payments of \$43,600 for the length of the 4 year contract. The total plan savings is \$39,946.

Attachments: Physio Control Sole Source Letter  
Physio Control Quotes