



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

2010 MAY -6 AM 8:36

COUNTY OF SANTA BARBARA
CLERK OF THE
BOARD OF SUPERVISORS

Department Name: Fire
Department No.: 031
For Agenda Of: May 18, 2010
Placement: Administrative
Estimated Tme: n/a
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Michael W. Dyer, Fire Chief
Director 805 681-5507
Contact Info: Division Chief Mark Schmitt
805 681-5533
SUBJECT: Request for Waiver of Competition in Purchase of Defibrillators

County Counsel Concurrence

As to form: n/a

Auditor-Controller Concurrence

As to form: n/a

Other Concurrence:

As to form: yes

Recommended Actions:

Authorize the County Purchasing Manager to procure, through a lease purchase agreement, six 12-Lead EKG Defibrillator Cardiac Monitors in the amount of \$143,117.64 from Physio-Control Inc., the sole source vendor for the Life Pac 15 defibrillator, without being required to conduct a formal bid process.

This request for a sole source lease/purchase is recommended by the County Purchasing Manager.

Summary Text:

Pursuant to County Code 2-39, we are requesting your Board to waive the requirement for a competitive bid for the purchase of defibrillators from Physio-Control Inc.

The Life-Pac 15 defibrillator manufactured by Physio-Control Inc. has several key attributes that makes this unit a critical addition to our life saving equipment inventory. Some of these attributes include many proprietary time-saving features, such as easier and faster manipulation of functions that could easily result in saving a life. Our paramedics have evaluated other manufacturer's products and have conclusively determined that this unit is more capable, intuitive and easier to use than other products on the market. The Life-Pac 15 is currently in use by the Carpinteria/Summerland Fire Protection District

and will soon be deployed by the Montecito Fire Protection District. The Physio-Control LifePac 15 is the defibrillator of choice and is being used countywide by American Medical Response (AMR).

Training our paramedics and EMT's on the same defibrillators used by other first responder agencies in the county will foster cross-agency interoperability with equipment common to these providers. Using common defibrillators will translate into a higher level of patient care with respect to integrating with other fire agencies on multi-casualties incidents, and transferring patient care to the ambulance provider.

Furthermore, this vendor offers the best warranty of all manufacturers researched, offers on-site equipment repair, and provides on-site training as well. A side benefit to having defibrillators that use the same consumables (throw-away attachments) is reduced confusion on emergencies and seamless compatibility.

The Santa Barbara County Fire Department currently has six (6) Physio-Control Life-Pac 15 defibrillator units deployed under vendor provided demonstration trials and we intend to procure these units upon approval by the Board of Supervisors.

Background:

Nationwide, approximately two Americans die from cardiovascular disease (CVD) every minute. CVD claims more lives each year than the next five leading causes of death combined, including cancer, chronic lower respiratory disease, diabetes mellitus, accidents, influenza and pneumonia. This year, an estimated 700,000 Americans will suffer from their first heart attack, and about 500,000 will endure a recurrent attack.

When having a heart attack, risks of permanent long-term disability and death increase greatly with each tick of the clock. It is imperative to expedite coronary intervention and to have access to state-of-the-art equipment. The Santa Barbara County Fire Department proposes to replace 10 year old Zoll 1600 defibrillators with more capable multifunction cardiac monitor/defibrillation units in each of our Advanced Life Support (ALS) ambulances and fire engines.

Fiscal and Facilities Impacts:

Budgeted: Yes

Narrative:

Special Instructions:

Please send a certified copy of the minute order to the following:

Rose Pueschel, Fire Department

Purchasing Agent

Auditor-Controller

Attachments:

Authored by:

Division Chief, Mark Schmitt