

Item # 8F
Date: 7/23/24

COUNCIL ACTION FORM

AGENDA ITEM: Fire department purchase of a cardiac monitor

HISTORY: The fire department was given two Phillips cardiac monitors from Mary Greeley Medical Center when the emergency department changed to new Zoll cardiac monitors. The devices have served our department well for five years and added 12 lead interpretation for our EMT providers. Cardiac monitors are required for advanced paramedic providers during cardiac arrests and chest pain type cardiac related calls. It is the standard of care to provide cardiac monitoring with any administration of medications. One cardiac monitor is in the medical truck 864 and one in the command pickup which usually arrives on scene first.

The Phillips monitors have reached their end-of-life date and are no longer being supported by Phillips. Chief Reynold's Phillips monitor has been replaced with a Physio LifePak 15 last year; the other unsupported Phillips is still in 864. It has become next to impossible to get cardiac patches for this aged device. We need to replace this aged device to stay current by providing great patient care. The life of a cardiac monitor averages 10 years before technical support services moves on to newer models. The department does not use transmission telemetry to communicate to the hospital because we are a non-transport service. Using a version 4 model without FCC transmission capability will be sufficient and will save considerable money as you can see from the bids.

A new monitor costs upwards of \$60,000. The Nevada Firefighters, Inc. was able to secure a Prairie Meadows Community Betterment Grant in the amount of \$15,000 for the use of acquiring a Physio LifePak V4 monitor like Chief Reynolds has in his vehicle. The city has budgeted \$30,000 in the capital budget for the fire department to purchase a cardiac monitor this year. The Nevada Firefighters Inc would like to partner with the city and purchase a reconditioned like new cardiac monitor listed as bid #1 for \$31,478.05.

Life Med Safety supports version 4 and version 5 Lifepak monitors. Buying similar monitors from the same vendor assures superior customer service and Life Med can support our monitors for the next decade. Refurbished like new monitors come from all kinds of places (mostly hospital settings) as the hospitals upgrade to the newest model every year. We would recommend staying with Life Med Safety instead of having two service companies if the cheaper Stryker bid was accepted. Life Med Safety provides annual maintenance and has offered the 1-year service inspection included if we purchase bid #1. Life Med Safety has serviced our monitors since we obtained the donated monitors several years ago.

The following bids have been obtained for replacement monitors.

- 1) Life Med Safety **\$31,478.05** for a Physio Control LifePak 15 V4 (2022, only 2 years old) cardiac monitor with auto BP, SPO2 monitoring, defibrillation, 12 lead capability, and end tidal monitoring.

- 2) Life Med Safety **\$43,268.00** for a Tempus Pro US Package 7 cardiac monitor with auto BP, SPO2 monitoring, 12 lead capability, End tidal monitoring, FCC and wireless telemetry transmission ports.
- 3) Stryker **\$30,016.21** for a used LifePak 15 cardiac monitor with auto BP, SPO2 monitoring, 12 lead capability, End tidal monitoring, FCC and wireless telemetry transmission ports.
- 4) Brite Source **\$69,349.95** for a new LifePak 15 cardiac monitor with auto BP, SPO2 monitoring, 12 lead capability, End tidal monitoring, FCC and wireless telemetry transmission ports.

OPTIONS:

1. Accept bid #1 from Life Med Safety in the amount of \$31,478.05 for a LifePak 15 Version 4 (2022) cardiac monitor.
2. Reject bid #1 and buy the newest Lifepack15 V6 cardiac monitor for \$69,349.95.
3. Reject all bids and seek other funding options.

STAFF'S RECOMMENDED ACTION:

The fire department and Director of Fire and EMS recommend the purchase of this necessary medical equipment.

Therefore, it is the recommendation of the City Administrator that Council approves Option #1, accepting the bid of \$31,478.05 for the purchase of the Lifepack15 V4 (2022) model from Life Med Safety company.



QUOTE

①

Lifemed Safety, Inc.
 110 12th Street SW Unit 102
 Loveland, CO 80537-6396
 United States

Quotation #: 24-162
 Date: 02/16/2024
 Prepared By: Christy Soil

Main: (800) 276-0274
 Email: orders@lifemed.com
 Website: www.lifemed.com
 Federal ID #: 46-401798

Bill To
 Nevada Fire Department
 Accounts Payable
 935 Lincoln Highway
 Nevada, IA 50201

Ship To
 Nevada Fire Department
 Chief Ray Reynolds
 935 Lincoln Highway
 Nevada, IA 50201

Payment Terms
 Net 30

Sales Rep
 Christy Soil

Shipping Method
 FedEx Ground

2022
GRAND TOTAL
\$31,478.05 >

Valid Until: 05/16/2024

Qty	Item #	Description	List Price	Unit Price	Amount
1	LIFEPAK 15R	Stryker LIFEPAK 15 (Re-Certified) w/ Pacing, AED, 12-Lead ECG, NIBP, SpO2, ETCO2, Lithium-Ion Battery x 2, Right & Left Pouches, Shoulder Strap, 100mm Paper Roll x 1, and Six-Month Warranty. <i>?</i>	\$28,000.00	\$26,750.00	\$26,750.00
1	11577-0000111-U	NOTE: Subject to availability. STRYKER Mobile Battery Charger, 2-Bay, Used. Includes AC power cord. For use w/ LIFEPAK 15 Lithium-Ion Batteries (21330-001176) NOTE: Batteries sold separately.	\$1,995.00	\$1,795.50	\$1,795.50
1	11140-000072	Stryker (Pre-owned) AC Power Adapter includes AC Power Cord and Right Angle Cord	\$1,720.00	\$1,650.00	\$1,650.00
2	21330-001176	STRYKER LIFEPAK 15 Lithium-Ion Battery 5.7 Amp Hours	\$606.00	\$494.00	\$988.00
1	CUFF KIT	NIBP Cuff Kit (Twist-Lock) - Lg. Adult, Reg Adult, Child Cuffs, One Each	\$120.00	\$115.00	\$115.00
1	11220-000028	Physio-Control Top Pouch for the LP12/LP15	\$78.00	\$74.10	\$74.10
1	11260-000039	Physio-Control LIFEPAK 15 Carry Case Back Pouch	\$111.00	\$105.45	\$105.45



QUOTE

Terms & Conditions:

1. Prices quoted are valid for 90 days unless stated otherwise.
2. For New Tax Exempt customers: A valid Tax Exempt Certificate is required in order to remove sales tax.
3. Send Tax Exempt Certificate to Customer Service at orders@lifemed.com.
4. All discounts are contingent upon payment within agreed upon terms.
5. Authorization is required for all returns. Minimum 30% restocking fee with original packaging.
6. A \$30.00 charge will be assessed for any check returned for non-sufficient funds.

Subtotal	\$31,478.05
Shipping	To Be Calculated
Sales Tax	To Be Calculated
TOTAL	\$31,478.05

To accept this Quotation and place order, please sign & return:

Signature: _____ Date: _____

Print Name: _____ Purchase Order #: _____

Title: _____ Tax Exempt #: _____

Thank you for your business!

Lifemed Safety, Inc.
 110 12th Street SW Unit 102
 Loveland, CO 80537-6396
 (800) 276-0274
www.lifemed.com



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 Email: orders@lifemed-safety.com
 Website: www.lifemed-safety.com
 Federal ID #: 46-401798

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 935 Lincoln Highway
 Nevada, IA 50201

Ship To
 Nevada Fire Department
 Ray Beaty
 935 Lincoln Highway
 Nevada, IA 50201

Payment Terms
 Net 30

Sales Rep
 Christy Soil

Shipping Method
 FedEx Ground

2

QUOTE

Quotation #: 24-745
 Date: 07/12/2024
 Prepared By: Christy Soil

GRAND TOTAL
\$43,268.00

Valid Until: 10/10/2024

Qty	Item #	Description	List Price	Unit Price	Amount
1	989706001681	TEMPUS PRO US Package 7 - Tempus Pro, Printer, SpO2, NIBP, ECG, ET/CO2 & Temp (Single-Channel) Includes: USA Mains Supply, AC Power Cord, 3/4/6-Lead ECG Cables, Rechargeable Pro Lithium-Ion Battery, Adult Reusable NIBP Cuff & Hose - 8ft, Rail System Right & Left, Masimo SET Rainbow Cable, Masimo SET M-LNCS DBI Reusable Sensor, Temperature Adapter Cable, User-Operator Manual (CD-ROM), 1 Roll of 110mm Paper w/ Grid. NOTE: Carry Case Sold Separately	\$29,400.00	\$24,990.00	\$24,990.00
1	867422_B73	TEMPUS LS Manual, Defibrillator Manual Defibrillation & Cardioversion, Fixed & Demand Pacing, CPR Metronome, 5.7" Color Screen, Rechargeable Tempus LS Lithium Battery, USA Mains Power Cord NOTE: 3-Lead ECG Cable (989706000531) Sold Separately	\$9,500.00	\$8,550.00	\$8,550.00
1	867422_MO4	TEMPUS PRO - Masimo® SET® Rainbow® SpCO, Factory License for Masimo® SET® Rainbow® Carboxyhemoglobin (SpCO). NOTE: Rainbow Sensor Sold Separately (Part #989706000611)	\$3,400.00	\$2,890.00	\$2,890.00
1	867422_CO1	TEMPUS PRO - 12-Lead ECG License (AAMI) Software License to Activate 12-Lead ECG. NOTE: 12-Lead ECG Modular Cables (989706000941) sold separately with license only purchase.	\$2,650.00	\$2,422.50	\$2,422.50



QUOTE

1	861304	Philips HeartStart FRx AED Includes Pre-installed Adult SMART Pads Cartridge and Battery, Quick Set-up Guide, Maintenance Booklet, Quick Reference Guide, Owner's Manual, 8-year Manufacturer's Warranty. (Carry Case Sold Separately).	\$1,789.00	\$1,049.50	\$1,049.50
1	989706000611	TEMPUS PRO - Masimo Rainbow DCI Adult Reusable Clip Sensor. (SpO2, SpCO, SpMet), 3ft	\$1,000.00	\$850.00	\$850.00
1	989706010005	IntelliSpace Corsium ReachBak, Annual/Yr Subscription for One (1) Tempus Pro Access to Fully-Featured Corsium Account, Including Streaming, 2-Way Communications, Automatic ePCR Transfer and QAV/QI Dashboard.	\$800.00	\$680.00	\$680.00
1	PAX27425-45-03-LS-Rails	PAX Carry Case for Tempus Pro and Tempus LS, Black	\$695.00	\$590.75	\$590.75
1	989706012550	TEMPUS PRO - Complete InSeego 4G Dongle Kit - **Factory Installed in New Device**	\$690.00	\$586.50	\$586.50
1	867422_C02	TEMPUS PRO - Glasgow Algorithm License. Software License to Activate Glasgow Algorithm for 12-Lead ECG.	\$525.00	\$446.25	\$446.25
1	867422_C03	TEMPUS PRO - ST & QT Real Time. Software License to Activate ST & QT Real Time Analysis and Alarming.	\$250.00	\$212.50	\$212.50



QUOTE

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1. Prices quoted are valid for 90 days unless stated otherwise.
2. For New Tax Exempt customers: A valid Tax Exempt Certificate is required in order to remove sales tax.
3. Send Tax Exempt Certificate to Customer Service at orders@lifemed.com.
4. All discounts are contingent upon payment within agreed upon terms.
5. Authorization is required for all returns. Minimum 30% restocking fee with original packaging.
6. A \$30.00 charge will be assessed for any check returned for non-sufficient funds.

Subtotal	\$43,268.00
Shipping	To Be Calculated
Sales Tax	To Be Calculated
TOTAL	\$43,268.00

To accept this Quotation and place order, please sign & return:

Signature: _____ Date: _____

Print Name: _____ Purchase Order #: _____

Title: _____ Tax Exempt #: _____

Thank you for your business!

Lifemed Safety, Inc.
 110 12th Street SW Unit 102
 Loveland, CO 80537-6396
 (800) 276-0274
www.lifemed.com



Quick Quote 6/7/2024 7:39 AM

Quote Number: 10934034

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA



Version: 1

Prepared For: NEVADA FIRE DEPT
Attn:

Rep: Ryan From
Email: ryan.from@stryker.com
Phone Number: (319) 331-9111

Quote Date: 06/07/2024

Expiration Date: 07/07/2024

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	NEVADA FIRE DEPT	Name:	NEVADA FIRE DEPT	Name:	NEVADA FIRE DEPT
Account #:	20156049	Account #:	20156049	Account #:	20156049
Address:	1209 6TH ST NEVADA Iowa 50201-1536	Address:	1209 6TH ST NEVADA Iowa 50201-1536	Address:	1209 6TH ST NEVADA Iowa 50201-1536

Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	99577-001957U	USED LP15,EN,SPO2CO,3L/12L,EX,NIBP,CO2	PCE	1	\$24,000.00	\$24,000.00
2.0	11111-000018	ECG Cable, 12-Lead, 5ft. - Trunk cable with AHA limb leads	PCE	1	\$305.40	\$305.40
3.0	11111-000022	ECG Cable, 12-Lead, 6-Wire Precordial Attachment (AHA)	PCE	1	\$123.00	\$123.00
4.0	11240-000032	Strip chart recorder paper, 100mm, 2 rolls/pkg	PK	2	\$17.40	\$34.80
5.0	11113-000004	QUIK-COMBO therapy cable for use w/LIFEPAK 15	PCE	1	\$309.00	\$309.00
6.0	11996-000017	Electrode QUIK-COMBO w/REDI-PAK preconnect	PCE	2	\$33.00	\$66.00
7.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	PCE	2	\$468.00	\$936.00
8.0	11140-000098	LP15 AC Power Adapter (power cord not included)	PCE	1	\$1,673.25	\$1,673.25
9.0	11140-000015	AC power cord	PCE	1	\$81.00	\$81.00
10.0	11140-000080	Extension Cable (5ft 3 in)	PCE	1	\$311.25	\$311.25
11.0	21300-008159	LIFEPAK 15 NIBP Straight Hose, 6'	PCE	1	\$71.25	\$71.25
12.0	11160-000013	NIBP Cuff-Reusable, Child	PCE	1	\$25.50	\$25.50
13.0	11160-000015	NIBP Cuff-Reusable, Adult	PCE	1	\$30.75	\$30.75
14.0	11160-000017	NIBP Cuff -Reusable, Large Adult	PCE	1	\$35.25	\$35.25
15.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	PCE	1	\$50.25	\$50.25
16.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	PCE	1	\$333.75	\$333.75



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Quote Number: 10934034

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Version: 1

Prepared For: NEVADA FIRE DEPT

Attn:

Rep: Ryan From

Email: ryan.from@stryker.com

Phone Number: (319) 331-9111

Quote Date: 06/07/2024

Expiration Date: 07/07/2024

#	Product	Description	U/M	Qty	Sell Price	Total
17.0	11220-000028	LIFEPAK 15 Carry case top pouch	PCE	1	\$60.00	\$60.00
18.0	11260-000039	LIFEPAK 15 Carry case back pouch	PCE	1	\$85.50	\$85.50
19.0	11171-000082	Masimo RC Patient Cable - EMS, 4 FT.	PCE	1	\$252.00	\$252.00
20.0	11171-000049	Masimo Rainbow DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	PCE	1	\$558.35	\$558.35
21.0	11171-000043	Masimo M-LNCSeonatal/Preterm Single Patient Use Adhesive SpO2 only Sensor. Box of 20. For use with RC Patient Cable.	PK	1	\$486.75	\$486.75
Equipment Total:						\$29,829.05

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$187.16
Grand Total:	\$30,016.21

Prices: In effect for 30 days

Terms: Net 30 Days

Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html.



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4



OPTIMAL PHYSIO-CONTROL LIFEPAK® 15.
LIFEPAK 15 SPO2 SPCO NIBP12LEAD ECG
ETCO2 BT (DROP), EACH

Save \$37,740.00

OPTIMAL



STATUS: Special order item. Approximate delivery is 2-6 weeks. Non-cancellable order. For alternative options, contact us via CHAT feature.

Special order item. Approximate delivery is 2-6 weeks. Non-cancellable order. For alternative options, contact us via CHAT feature.

SELLING UNIT: EACH

EACH

Item Picture:



Roll over image to zoom in



Description

Price: **\$69,349.95** ~~\$97,089.95~~

Description

Optimal Physio-Control Lifepak® 15. Lifepak 15 Spo2 Spco Nibp12Lead Ecg EtcO2 Bt (Drop), Each
10036885

Optimal Physio-Control Lifepak® 15

Lifepak 15 Trending, Masimo Spoz, Nibp, 12-Lead Ecg, Etc02, Bluetooth (Drop Ship Only) (Requires End User Ship To Data When Ordering) (Continental Us Only)

Pkc 99577-001957

Skc: 99577-001957

Mfgr: Optimal

Ndc-10319376_Ea

Contact US

Email: support@BriteSources.com

Contact # 844-854-8954

Address: 15020 West Drive, Houston, TX 77053 United States