

City of Santa Fe, New Mexico

memo

DATE: March 11, 2014

TO: Finance Committee

FROM: Robert Rodarte, Officer 
Purchasing Division

VIA: Marcos A. Tapia, Director 
Finance Department

ISSUE: Purchase of additional Physio Control LifePak 15
Procurement Method: Exempt Section 18: Purchasing Manual
Vendor: Physio Control

SUMMARY:

The Purchasing Division is requesting Exempt Procurement, for immediate purchase of additional Physio Control LifePak 15 heart monitors and electronic defibrillators for the Fire Department, in the total amount of \$69,947.70. Physio Control is the current provider of this type of specialized advanced life support cardiac care equipment for the City Fire Department. This requested amount along with the various purchases through the year will exceed the \$50,000 threshold.

The Fire Department is requesting this purchase from Control LifePak to maintain compatibility with the current Physio Control LifePak 15 currently in use.

Funding for this procurement is available in Business Unit # 22208 (State Fire Fund).

The Purchasing Division recommends this Exempt Procurement approval based on the following information provided in the City of Santa Fe Purchasing Manual Section 18.1 Exemptions.

ACTION:

It is requested that this Exempt Procurement to Physio Control, in the amount of \$69,947.70, be reviewed, approved and submitted to the City Council for its consideration.

City of Santa Fe, New Mexico

memo

DATE: February 25, 2014
TO: Finance Committee
City Council
FROM: Jan M Snyder, Assistant Fire Chief *JMS*
SUBJECT: Purchase of 2 New Physio Control LifePak 15s
VIA: Erik J. Litzenberg, Fire Chief *EJL*

The Fire Department would like approval to purchase two (2) Physio Control LifePak 15 heart monitors and electronic defibrillators using the exemptions stated in Section 18.1 of the City's Purchasing Manual.

We are purchasing the Physio Control LifePak 15 to maintain quality patient care and training consistency with our current inventory of LifePak 15s which provide advanced life support cardiac care on a daily basis.

These units will be placed on 911 dispatched ambulances that the department will be putting into service to provide more efficient emergency medical coverage to the City of Santa Fe.

The published price for the LikePak 15s and their accessories will be \$69,947.70. The funding for this purchase will come from the department's State Fire Fund (BU/Line 22208.570500) pending committee approval.

Please find attached to this memo the information pertaining to this purchase and we are asking for your approval of this purchase.

Please call me with any questions or concerns at extension 3121.

Attachments: (4)

City of Santa Fe, New Mexico
memo

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TO: Robert Rodarte, Purchasing Officer
FROM: Jan M Snyder, Assistant Fire Chief *JMS*
SUBJECT: Purchase of 2 New Physio Control LifePak 15s
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Please find attached to this memo the information that has been submitted for Finance and Council approval. We are asking for your approval and recommendation of this purchase.

Please call me with any questions or concerns at extension 3121.

Attachments: (5)



Physio-Control, Inc. | Lifesaving starts here.™

ADDRESS

11811 Willows Road NE
Redmond, WA 98052

PHONE

GENERAL
425 867 4000

TOLL-FREE
800 442 1142

www.physio-control.com

January 31, 2014

Brian Caldwell
Santa Fe City Fire Department
200 Murales Ave
SANTA FE, NM 87504

Dear Mr. Caldwell:

In response to your recent request, I am writing to confirm that Physio-Control, Inc. is the sole source provider in your marketplace for:

- New LIFEPAK® devices
- Our factory refurbished line of RELI devices
- LIFENET® Data Management Solutions
- The LUCAS® Chest Compression System
- TrueCPR™ Coaching Device
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections, and repairs

Physio-Control does not utilize the services of any authorized resellers in the sale of these products and services in your marketplace.

Best regards,

Amanda Stone
Contract Analyst
Physio-Control, Inc.
11811 Willows Road NE
Redmond, WA 98052-2003



Physio-Control, Inc.
 11811 Willows Road NE
 P.O. Box 97023
 Redmond, WA 98073-9723 U.S.A
 www.physio-control.com
 tel 800.442.1142
 fax 800.732.0956

To: Chief Brian Caldwell
 Santa Fe City Fire Department
 200 Murales Rd
 SANTA FE, NM 87501
 Phone: (505) 955-3110
 bscaldwell@ci.santa-fe.nm.us

Quote#: 1-269792374
Rev#: 4
Quote Date: 02/25/2014
Sales Consultant: Nikki Kroner
 800-442-1142 x 72793
FOB: Redmond, WA
Terms: All quotes subject to credit approval and the following terms & conditions

Contract: None

Exp Date: 04/15/2014

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total
1	99577-001264 - LP15 V2 MONITOR/DEFIB, CPR, Pace, to 360j, SPO2/CO, 12L GL, NIBP, CO2, Trend INCLUDED AT NO CHARGE: 2 PAIR QUIK-COMBO ELECTRODES PER UNIT - 11996-000091, TEST LOAD - 21330-001365, IN-SERVICE DVD - 21330-001486 (one per order), SERVICE MANUAL CD- 21300-008084 (one per order) and, ShipKit- (RC Cable) 41577-000136. HARD PADDLES, BATTERIES, CARRYING CASE NOT INCLUDED.	2	\$33,295.00	\$5,831.10	\$0.00	\$27,463.90	\$54,927.80
2	21330-001176 - LI-ION BATTERY 5.7 AMP HOUR CAPACITY RECHARGEABLE LITHIUM-ION, WITH FUEL GAUGE	6	\$424.00	\$63.60	\$0.00	\$360.40	\$2,162.40
3	11577-000002 - LIFEPAK 15 Basic Carry Case w/ right & left pouches Includes shoulder strap 11577-000001	2	\$284.00	\$42.60	\$0.00	\$241.40	\$482.80
4	11260-000039 - LP15 Rear Pouch for carrying case	2	\$73.00	\$10.95	\$0.00	\$62.05	\$124.10
5	11220-000028 - Top Pouch Storage for sensors and electrodes. Insert in place of standard paddles.	2	\$50.00	\$7.50	\$0.00	\$42.50	\$85.00
6	11160-000003 - NIBP CUFF- REUSEABLE,CHILD	2	\$24.00	\$3.60	\$0.00	\$20.40	\$40.80
7	11160-000007 - NIBP CUFF- REUSEABLE,LARGE ADULT	2	\$32.00	\$4.80	\$0.00	\$27.20	\$54.40
8	21300-007299 - NIBP TUBING - 9 FOOT FOR USE WITH LIFEPAK 15 MONITOR/DEFIBRILLATOR	2	\$54.00	\$8.10	\$0.00	\$45.90	\$91.80
9	11171-000049 - RAINBOW DCI ADT REUSABLE SENSOR, REF 2696 RAINBOW DCI ADT REUSABLE SENSOR, REF 2696	2	\$796.00	\$119.40	\$0.00	\$676.60	\$1,353.20
10	LP15-OSCOMP-3up - 3 YEAR. On-site Comprehensive Coverage. Price per unit. Pricing contingent on payment in full up front.	2	\$4,435.20	\$0.00	\$0.00	\$4,435.20	\$8,870.40

Quote#: 1-269792374
 Rev#: 4
 Quote Date: 02/25/2014

Quote Products (continued)

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total
11	50999-000119 - ZONE TRAVEL CHARGE: ZONE 3	3	\$190.00	\$0.00	\$0.00	\$190.00	\$570.00

SUB TOTAL \$68,762.70
 ESTIMATED TAX \$0.00
 ESTIMATED SHIPPING & HANDLING \$185.00
GRAND TOTAL \$68,947.70

Pricing Summary Totals

List Price: \$81,200.40
 Cash Discounts: - \$12,437.70
 Tax + S&H: + \$185.00

GRAND TOTAL FOR THIS QUOTE \$68,947.70

**TO PLACE AN ORDER, PLEASE FAX A COPY OF THE QUOTE AND PURCHASE ORDER TO:
 # 800-732-0956, ATTN: REP SUPPORT**

PHYSIO-CONTROL, INC. REQUIRES WRITTEN VERIFICATION OF THIS ORDER. A PURCHASE ORDER IS REQUIRED ON ALL ORDERS \$10,000 OR GREATER BEFORE APPLICABLE FREIGHT AND TAXES. THE UNDERSIGNED IS AUTHORIZED TO ACCEPT THIS ORDER IN ACCORDANCE WITH THE TERMS AND PRICES DENOTED HEREIN. SIGN TO THE RIGHT:

CUSTOMER APPROVAL (AUTHORIZED SIGNATURE)

NAME

TITLE

DATE

Ref. Code: CH/02227701/1-4GML46

Notes:

Taxes, shipping and handling fees are estimates only and are subject to change at the time of order. Shipping and handling applies to ground transport only. Physio-Control will assess a \$10 handling fee on any order less than \$200.00.

Above pricing valid only if all items in quote are purchased (optional items not required).

To receive a trade-in credit, Buyer agrees to return the trade-in device(s) within 30 days of receipt of the replacement device(s) to Physio-Control's place of business or to an authorized Physio-Control representative. Physio-Control will provide instructions for returning the device(s) and will pay for the associated shipping cost.

In the event that trade-in device(s) are not received by Physio-Control within the 30-day window, Buyer acknowledges that this quote shall constitute a purchase order and agrees to be invoiced for the amount of the trade-in discount. Invoice shall be payable upon receipt.

Items listed above at no change are included as part of a package discount that involves the purchase of a bundle of items. Buyer is solely responsible for appropriately allocating the discount extended on the bundle when fulfilling any reporting obligations it might have.

If Buyer is ordering service, Buyer affirms reading and accepts the terms of the Physio-Control, Inc. Technical Service Support Agreement which is available from your sales representative or <http://www.physio-control.com/uploadedFiles/products/service-plans/TechnicalServiceAgreement.pdf>



Help ensure the integrity
of your lifesaving system.



Service isn't a luxury. It's a lifesaver.

At Physio-Control, we understand that in the fast-paced, harsh environments of EMS, it's critical that every lifesaving device works when you need it and does what it is supposed to do. But your profession is dedicated to saving lives, not maintaining equipment.

With a service plan from Physio-Control, you are free to focus on your mission while relying on us to help to ensure the integrity of your lifesaving tools. From emergency repairs to software updates to preventive maintenance, we respond to every service call with speed and expertise. So you have the peace of mind to do your job with confidence.

The Physio-Control Difference

As a lifesaving solutions company, we go beyond the maintenance of medical devices. Our goal is to ensure you have the equipment, training and asset management capabilities needed to enhance your team's lifesaving potential.

Every field service representative is a certified, experienced professional employed by Physio-Control. Because we focus solely on your devices and systems — and use only OEM parts — we have the in-depth product and technical knowledge to identify and repair potential issues before they become problems. So your devices stay online, and you can concentrate on what you do best.

Your community expects responsive service from you.
We think you deserve the same from us.

Responsive service at every level.

Your time is valuable. Physio-Control strives to return service calls within two hours, and resolve service issues within 24 hours. Because we are committed to keeping your lifesaving system at the ready 24/7. Just like you.

Preventive Maintenance

Regular maintenance lets you budget with confidence and meet your quality assurance and regulatory compliance mandates. Our 30-point, computer-assisted performance inspection ensures your devices meet the same specs as when they left our factory. Our highly-trained service professionals know our products inside and out, enabling them to quickly identify and repair issues before they become problems.

Repair Plus

To protect you from the expense of unplanned service calls post-warranty, this plan includes parts and labor at a set cost throughout the coverage period. Whether you ship your device to us for repair or we do an onsite visit, you'll have peace of mind knowing that your covered equipment will be restored to its original factory specifications every time. An added benefit of Repair Plus coverage is our unique battery replacement program. Batteries are replaced on a scheduled lifecycle with new batteries freeing you from managing and ordering device power supplies.

Comprehensive Coverage

Repairs. Scheduled maintenance. Battery replacements. Unplanned service calls. This robust plan includes everything in Preventive Maintenance and Repair Plus, so your lifesaving systems are continually optimized and ready to go. Our team is dedicated to keeping your equipment in top form—freeing you to focus on what's important: saving lives.

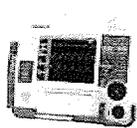
LIFENET® Asset

LIFENET Asset is an additional service option that helps you track and manage your device portfolio. It allows you to automatically download device details including manufacturing configuration settings, last and upcoming service dates, and warranty and contract information. So you have at-a-glance insight into the state of your systems and devices.

Service the way you want it.

Our flexible plans give you options. Whether you prefer convenient onsite service at your facility, or the cost-efficiency of our ship-to-fix solution with a temporary replacement device, you get the world-class service you need—just the way you want it.

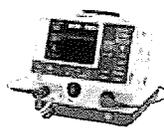
	WARRANTY	PREVENTIVE MAINTENANCE	REPAIR PLUS	COMPREHENSIVE COVERAGE
Telephone Support	X	X	X	X
Ship-in Service with Loaner Devices	X	X	X	X
Warranty on Cables and Accessories	90 DAYS	1 YEAR	1 YEAR	1 YEAR
On-Site Service Option		X	X	X
Discounts on Upgrades and Disposables		X	X	X
Special Promotions		X	X	X
Asset Readiness Report		X	X	X
Labor Coverage		X	X	X
Annual 30-Point Computer Aided Inspection		X		X
Battery Replacements			X	X
Parts Coverage			X	X
Software Updates				X



LIFEPAK 12
Defibrillator/Monitor



LIFEPAK 15
Monitor-Defibrillator



LIFEPAK 20a
Defibrillator/Monitor with
Cardiac Management Module



LIFEPAK 1000
AED



LIFEPAK CR Plus
Defibrillator



LUCAS 2
Chest Compression System

For further information, please contact a sales or service representative at 800.442.1142 or visit our website at www.physio-control.com.



Physio-Control Headquarters
11611 Willows Road NE
Redmond, WA 98052
www.physio-control.com

Customer Support
P. O. Box 37006
Redmond, WA 98073
Toll free 800 442 1142
Fax 800 426 5949

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