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CONTRACT AWARD FOR YORK REGION EMERGENCY MEDICAL SERVICES MONITOR-DEFIBRILLATORS

The Community and Health Services Committee recommends the adoption of the recommendations contained in the following report dated December 18, 2009, from the General Manager of Emergency Medical Services.

1. RECOMMENDATIONS

It is recommended that:

1. Regional Council authorize the award of the contract related to Request for Proposal P-09-62 to Physio-Control Canada (a division of Medtronic of Canada) in the amount of \$1,473,675, for the purchase of 60 LifePak-15 monitor-defibrillator units, associated accessories and options including a five-year extended warranty support.
2. The amount of \$173,675 be allocated from the General Capital Reserve toward the purchase of Life-Pak-15 monitor-defibrillators, associated accessories and options.

2. PURPOSE

This report seeks Council's approval to award Request for Proposal (RFP) P-09-62 to Physio-Control Canada (a division of Medtronic Canada) for 60 LifePak-15 monitor-defibrillator units. The Emergency Medical Services (EMS) Capital Budget included \$1,300,000 for this purchase, funded from the General Capital Reserve. Additional funds from the General Capital Reserve in the amount of \$173,675 are requested to complete the contract award.

The purchasing by-law requires that, with respect to awarding an RFP, should the total cost exceed \$500,000, the award shall be subject to Council approval.

3. BACKGROUND

The Region currently owns 51 LifePak-12 monitor defibrillators purchased in 2000 which are at the end of their life span

York Region EMS has been using Physio-Control LifePak-12 monitor-defibrillators since 2000. The Region owns 51 Physio-Control LifePak-12 models and three Physio-Control LifePak-1000 models. As the units are at the end of their effective life-span they are requiring repairs more frequently and are becoming more susceptible to failure. Replacement is necessary to prevent a failure during a patient interaction.

4. ANALYSIS AND OPTIONS

The Region released RFP P-09-62 to procure new monitor-defibrillators in September 2009.

Three vendors submitted proposals. The proposals were evaluated by staff from the EMS and Supplies and Services Branch. On evaluation, Physio-Control was the only proponent to successfully pass the mandatory criteria as set out in the RFP. Specifically this included:

- Provision of 'onsite next business day service or replacement' for defective units.
- Provision of 'on site preventative maintenance and service'.
- Escalating energy settings for defibrillation.

On-site service is a mandatory component for an operation the size of the Region's. The Region's geographical size, combined with EMS's operational demands, create challenges in collecting and shipping a fleet of defibrillators (for maintenance or annual inspection) that are needed 24 hours per day, 7 days per week.

The Region has been using Physio-Control LifePak-12 monitors/defibrillators since 2000. The LifePak-15 is the next generation of monitor-defibrillators to the LifePak-12 and will accept some of the accessories and supplies currently in inventory. As a component of the RFP the old monitor-defibrillators will be traded in to Physio-Control for a \$8,500 per unit credit, representing a total credit of \$433,500. This credit is reflected in the total price listed in Table 1.

Physio-Control Canada's proposal is being recommended after an evaluation of each of the proposals. The following proponents submitted proposals:

Table 1
RFP Proponents

#	Name of Company	Technical Score %	Total Price	Total Score %
1	Physio-Control Canada	57.0	\$1,473,675	77.0
2	Laerdal Medical Canada Limited	41.5	-	41.5
3	Zoll Medical Canada Incorporated	35.0	-	35.0

Supplies and Services examined the proposals received for accuracy and compliance to standard procedures. They were found to be in order.

Copies of the proposal submissions were provided to an EMS representative for distribution to the Evaluation Team shortly after the proposal closing date.

Proponents were required to achieve a minimum technical score of 48 points out of a possible 80 points in order to qualify their financial proposal. Physio-Control Canada was the only proponent to meet the minimum technical score.

5. FINANCIAL IMPLICATIONS

The purchase of 60 LifePak-15 monitor-defibrillators, associated accessories and options, including a five-year extended warranty support, is \$1,473,675. The 2009 EMS Capital Budget approved \$1,300,000 for this project. An additional \$173,675 is requested from the General Capital Reserve to complete the purchase of the monitor-defibrillators.

6. LOCAL MUNICIPAL IMPACT

Properly maintained and functional medical devices ensure that York Region paramedics are able to provide high-quality medical care to residents in our local municipalities.

7. CONCLUSION

Monitor-defibrillators are a critical component of EMS. Current devices are at the end of their expected life span and new devices have been identified through RFP P-09-62.

For more information on this report, please contact Norm Barrette, General Manager, Emergency Medical Services, at Ext 4709.

The Senior Management Group has reviewed this report.