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HEART ALIVE PROGRAM - LEASE RENEWAL

The Health and Emergency Medical Services Committee recommends the adoption of the recommendations contained in the following report, May 18, 2005, from the Commissioner of Health Services:

1. RECOMMENDATIONS

It is recommended that:

1. Committee and Council approve the renewal of a service agreement with Medtronic of Canada Ltd. for an additional two years.
2. Committee and Council approve the renewal of an equipment lease agreement with Citi Financial for an additional two years.
3. Staff be authorized to execute agreements in respect of the above mentioned services on the Region's behalf.

2. PURPOSE

The purpose of this report is to obtain authorization from Committee and Council to renew the equipment lease and service agreement for the Heart Alive Program for an additional two years.

3. BACKGROUND

On June 26, 2003, Report No. 1 Clause No. 1 of the Regional Commissioner of Health Services, Regional Council adopted the report entitled *Heart Alive Implementation System*, which provided for the initial authorization to sign equipment lease agreements for the Heart Alive Program for the period of two years with the option to renew for a further two years. The purpose of this report is to obtain Council authorization to renew the lease agreements for an additional two years.

Heart Alive is a Health Services Department Public Access Defibrillation (PAD) program delivered by the Emergency Medical Services (EMS) Branch. The goals of the program are to improve health outcomes linked to heart health promotion, prevent sudden cardiac arrest (SCA) and increase survival rates from SCA in York Region. Survival rates from SCA are a provincial benchmark of EMS performance throughout Ontario and, therefore, the objectives of Heart Alive are integrated with the other EMS strategies to improve patient outcomes.

The training component of the Heart Alive Program is provided by a team of York Region Paramedics, certified as instructors in First Aid, Cardiopulmonary Resuscitation (CPR) and Automated External Defibrillation (AED). The Heart Alive Targeted Responder Course is open to full-time or permanent Regional Municipality of York employees who are willing and able to respond to a medical emergency in their workplace.

Since its inception on April 1, 2004, the Heart Alive Program has:

- Facilitated 34 Targeted Responder Courses
- Trained over 393 Regional employees from 28 different work locations
- Recertified 188 Targeted Responders (since September 2004)
- Installed 51 AEDs (*see Attachment 1* for locations)

The successful implementation of the Heart Alive PAD Program requires the integration of system components including equipment, equipment maintenance, training of potential responders to SCA and data management software.

4. ANALYSIS AND OPTIONS

4.1 Equipment Leasing

In 2003 a lease agreement was signed for a two year period between the Regional Municipality of York and Access Medical and Medtronic of Canada Ltd. with an option to renew for a further two-year period. Details of the agreement included a service and maintenance plan for lease of 65 Automated External Defibrillators (AEDs) through Citi Financial.

4.2 Service Agreement

Service and maintenance is provided on-site by the Medtronic Physio-Control technical service team in Mississauga on a 24/7 basis. The service package includes equipment inspection and maintenance, as well as complete data management in the event an AED is used in a resuscitation attempt.

4.3 Relationship to Vision 2026

The goals and activities of Heart Alive are directly linked to York Region's Vision 2026 goals of Responding to the Needs of Our Residents and Engaged Communities and a Responsive Region. The program strategies are aimed at promoting heart health and preventing SCA in order to promote wellness in our community.

5. FINANCIAL IMPLICATIONS

It is recommended that the service agreement with Medtronic of Canada Ltd. be renewed for an additional two years and that the equipment lease with Citi Financial be renewed for an additional two years (see Table 1).

Table 1
Equipment Lease and Service Costs*

	Equipment	Service	Total
Cost per Month	\$ 4,472.33	\$ 1,543.75	\$ 6,016.08
Cost per Year	53,667.91	18,525.00	72,192.91
Cost for Two Years	107,335.82	37,050.00	144,385.82

* All costs exclude GST.

It is recommended that the existing equipment will be retained as it continues to be the latest in up-to-date defibrillator technology. This renewal of the equipment lease and service agreement will also provide a savings of \$54,800 compared to leasing brand new equipment. The lease costs include 65 AEDs, batteries, carry cases, electrodes, wall cabinets, First Responder kits and a full service management package.

Both agreements will commence September 1, 2005 resulting in a cost of approximately \$24,064 for 2005. The cost for this lease renewal has been included in the approved 2005 Business Plan and Budget. The lease renewal agreement complies with the Region's policy relating to financing leases contained in the Capital Financing and Debt Policy approved by Council in January 2003.

6. LOCAL MUNICIPAL IMPACT

Municipal partnerships through the implementation of Public Access Defibrillator (PAD) programs in municipal facilities will support the objective of building a total community response system to address sudden cardiac arrest in York Region. Emergency Medical Services, through the Heart Alive program, is committed to assisting interested municipalities in their endeavours and supporting them through the creation of a steering committee which would include representatives from participating municipalities.

Municipalities that participate in Heart Alive are responsible for their own costs for equipment and training but will have the option of taking advantage of Regional pricing for equipment, maintenance and data tracking during the two-year period of the lease.

7. CONCLUSION

The Heart Alive Program strives to promote, influence and improve the way in which the community as a whole works to prevent sudden cardiac arrest, and how it responds when sudden cardiac arrest occurs.

Successful implementation of the Heart Alive Program requires a combination of equipment, services and resources that meet York Region EMS protocols and program objectives. Therefore, it is recommended that the equipment lease and service agreement be renewed for an additional two years.

The Senior Management Group has reviewed this report.

(The attachment referred to in this clause was included with the Agenda for the June 2, 2005 Committee meeting)