

Report PSR-TAPS-03-16

To: Chair Bell and Members of the Transportation and Public Safety Committee
From: Mike Muir, Director Paramedic Services
Mike Alguire, Purchasing and Materials Manager
Meeting Date: January 21, 2016
Subject: **Cardiac Monitor/Defibrillator Single Source Purchase**
Status: Recommendation adopted by Committee as presented per Resolution TAPS24-16; Endorsed by County Council February 2, 2016;

Recommendation(s)

WHEREAS cardiac monitor/defibrillators are essential medical devices utilized in the provision of emergency Paramedic care;

AND WHEREAS the current cardiac monitor/defibrillators are scheduled for replacement in 2016;

AND WHEREAS County Council has given staff direction to conduct an analysis regarding a shared services model between Grey County and Bruce County Paramedic Services;

AND WHEREAS Bruce County proceeded with their replacement of cardiac monitor/defibrillators in 2015 purchasing the Zoll X-Series model;

NOW THEREFORE BE IT RESOLVED THAT report PSR-TAPS-03-16 Cardiac Monitor/Defibrillator Single Source Purchase be received;

AND THAT the Zoll X-Series model be single sourced.

Background

Grey County Paramedic Services (PS) is seeking Council approval to single source the purchase of new cardiac monitor/defibrillators scheduled for replacement in 2016. The proposed model will be the Zoll X-Series and will be purchased directly from Zoll Canada. The potential for increased sharing of services between the two Counties is the primary reason for the request to single source as Bruce County had already proceeded with the

replacement of their cardiac monitor/defibrillators in 2015. Bruce County purchased the Zoll X-Series model directly through Zoll Canada.

At the January 5, 2016 meeting of Grey County Council, the following resolution was adopted:

THAT Report PSR-TAPS-01-16 regarding Grey Bruce Emergency Medical Services be received;

AND THAT a project facilitator be hired to facilitate the work on this service analysis between the two communities and that it be jointly funded;

AND THAT a Steering Committee be formed consisting of the Project Facilitator; the Warden of each County; the Committee Chairs of each County; and the CAOs of each County;

AND FURTHER THAT An Operational Committee be struck consisting of: the project facilitator, each CAO, the Directors of both Counties, Managers of Quality Assurance and Managers of Operations along with key members of the Finance and Human Resources Team.

The standardization of medical devices is critical to the effective and efficient delivery of any shared services. Paramedics from Bruce County are already familiar with the device and Grey County paramedics are currently using the Zoll M Series model. Transition to the new device will be minimal for Grey County paramedics. Staff recommends moving forward with the purchase of the defibrillators that are scheduled for replacement in 2016 as the defibrillators currently in use are outside of warranty. Costs for repairing the defibrillators were not included in the 2016 budget as it was anticipated that the new units would be operational in early 2016. Staff is estimating that, if the units are not replaced, repair costs could be between \$10,000 and \$15,000 based on recent repair history and age of the devices.

Grey County Paramedic Services has a strong relationship with Zoll Canada and is satisfied that the Zoll X Series will meet the current and future needs of the service. There are a number of value added features to proceed with the Zoll product as indicated below:

- Staff familiarity with Zoll products and services
- Opportunity to utilize existing battery charging systems
- Anticipated higher trade in allowance for current Zoll devices
- Ability to utilize existing stock of defibrillator pads, cables and sensors

Financial / Staffing / Legal / Information Technology (IT)

Considerations

Financial

The approved 2016 budget includes the replacement of 18 cardiac monitor/defibrillators and the purchase is funded by a combination of a transfer from the Paramedic Services Reserve and estimated trade-in value of the current equipment.

Link to Strategic Goals / Priorities

Service Excellence

The standardization model ensures that the paramedics are able to consistently and efficiently utilize patient care equipment especially in critical and potentially life-threatening patient care situations.

Respectfully submitted by,

Mike Muir
Director of Paramedic Services

Mike Alguire
Purchasing and Materials Manager