

**MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: May 22, 2012
SUBJECT: Approve the Award of a Sole Source Purchase Order to Zoll Medical Corporation for Four Monitor/Defibrillator Units and Accessories in the Total Amount of \$129,065.70 for Placer County Fire

ACTION REQUESTED

Approve the award of a sole source purchase order to Zoll Medical Corporation of Chelmsford, MA, for four (4) X Series® Manual Monitor/Defibrillator units with rechargeable batteries, battery charging systems, and additional sensor cables in the total amount of \$129,065.70, and authorize the Purchasing Manager to sign the resulting purchase order (PO).

BACKGROUND

The Placer County Fire Department submitted a request to purchase four (4) X Series® Manual Monitor/Defibrillator units with rechargeable batteries, battery charging systems, and additional sensor cables using Assistance to Firefighters Grant (AFG) funding previously accepted by your Board on January 10, 2012. These monitor/defibrillator units will be located at the Sunset Fire Station at the Thunder Valley Casino in Lincoln. Placer County Fire staff evaluated several different types of monitor/defibrillator units and determined that the Zoll X Series® is the best solution for the department's operations because of the unit's optimal size, better overall performance compared to the other defibrillator units, and the variety of user features. Placer County has purchased several defibrillator units from Zoll in the past and the County continues to keep that equipment under warranty with Zoll.

Zoll Medical Corporation is the sole manufacturer of Zoll brand products and supplies. Zoll Medical Corporation is offering the County special discounted pricing for using AFG funding to purchase this equipment. The vendor's discounts will result in a cost savings of approximately \$56,316.90. Purchasing Policy Manual (PPM) Section 1.3(j) exempts the purchase of proprietary medical supplies and equipment from competition. PPM Section 1.3(l) also allows the sole source procurement for a commodity from one supplier because of its technological, unique, and specialized character.

FISCAL IMPACT

The PO resulting from this recommendation will total \$129,065.70 including sales tax and estimated freight charges. The Placer County Fire Department's Fiscal Impact Statement is attached.

Attachment: Placer County Fire's Fiscal Impact Statement

cc: Kim Davis, CEO Administration Senior Account Auditor
Scott Lindgren, Placer County Fire Division Chief-South Operations



COUNTY OF PLACER

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TO: Honorable Board of Supervisors

FROM: Kim M. Davis, Senior Accountant Auditor

DATE: May 22, 2012

SUBJECT: **Fiscal Impact Statement**
RQ055052 for purchase of 4 Monitor/Defibrillators for Sunset West Fire

The requisition amount is \$129,065.70. The department has budgeted correctly for this purchase and funding is available in the FY 2011/12 Budget. The items are on the Master Fixed Asset List in the Special Districts Final Budget under Fund 501, Subfund 097 – Sunset West Fire.