



KENSINGTON FIRE PROTECTION DISTRICT

DATE: August 21, 2024
TO: Board of Directors
RE: Budget Amendment for Purchase of Defibrillator
SUBMITTED BY: Mary A. Morris-Mayorga, General Manager
Eric Saylor, Fire Chief

Recommended Action

Staff recommends that the Board approve a budget amendment in the amount of \$149,371.80 to purchase a defibrillator and related components.

Background

One of the primary missions of the Kensington Fire Protection District is responding to emergency medical incidents. The Fire Department is an Advanced Life Support (ALS) provider in Contra Costa County. Per the California Code of Regulation, Title 22, all emergency medical providers in the United States are governed by the local emergency medical authority (LESMA). The Contra Costa County LEMSA requires all ALS providers to respond to medical incidents with certified and functioning electrocardiogram (EKG) monitors. In addition, the Fire Department uses a mechanical Cardiopulmonary Resuscitation (CPR) device to increase the survival rate of patients under Cardiopulmonary Resuscitation.

KFPD currently owns 2 EKG monitors ("LifePak Monitors") and one mechanical CPR devices ("Lucas Devices") manufactured by Stryker. Both the EKG monitors and mechanical CPR devices are beyond their service life and therefore are unserviceable by the manufacturer. Contra Costa County fire department, which provides the City with medical transportation services, only uses Stryker monitors and mechanical CPR devices. In addition, El Cerrito/Kensington Firefighters as well as their regional counterparts, which provide mutual aid, are only trained in Stryker monitors and mechanical CPR devices. Stryker is the sole source provider of LifePak Monitors and Lucas Devices.

The need for this replacement was only recently identified and not known at the time of budget development; therefore, a budget amendment is needed to include the quoted amount from Stryker of \$149,371.80 in the budget. This budget amendment would be an expenditure for capital outlay to be funded by the General Fund.

Budget Amendment

<u>Fund</u>	<u>Expenditure</u>	<u>Budget Impact</u>
General Fund	Capital Outlay	(\$149,371.80)

Fiscal Impact

Funds are available in the General Fund reserves.

Attachments: Quote from Stryker



LP 35

Quote Number: 10949745

Remit to: Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Version: 1

Prepared For: KENSINGTON FIRE PROT DISTRICT
Attn:

Rep: Nate Bollinger
Email: nathan.bollinger@stryker.com
Phone Number: (916) 716-9873

Quote Date: 07/08/2024

Expiration Date: 10/06/2024

Contract Start: 07/08/2024

Contract End: 07/07/2025

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	KENSINGTON FIRE PROT DISTRICT	Name:	KENSINGTON FIRE PROT DISTRICT	Name:	KENSINGTON FIRE PROT DISTRICT
Account #:	20026958	Account #:	20026958	Account #:	20026958
Address:	217 ARLINGTON AVE KENSINGTON California 94707-1401	Address:	217 ARLINGTON AVE KENSINGTON California 94707-1401	Address:	217 ARLINGTON AVE KENSINGTON California 94707-1401

Equipment Products:

#	Product	Description	U/M	Qty	List Price	Sell Price	Total
1.0	70335-000042	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP;12L,WIFI/CELL/LN/CPRIN,STD,BT	PCE	2	\$51,400.00	\$41,120.00	\$82,240.00
2.0	11335-000001	BATTERY, LI-ION, WITH IFU, LP35	PCE	2	\$1,000.00	\$800.00	\$1,600.00
3.0	11140-000102	CHARGER, BATTERY, LP35	PCE	2	\$3,000.00	\$2,400.00	\$4,800.00
4.0	11140-000131	POWER CORD,C13 ST,10FT,HOSPITAL GRADE	PCE	2	\$108.00	\$86.40	\$172.80
5.0	11996-000093	Electrode EDGE QUIK-COMBO pediatric RTS	PCE	2	\$58.00	\$46.40	\$92.80
6.0	11996-000090	Electrode EDGE QUIK-COMBO RTS	PCE	2	\$58.00	\$46.40	\$92.80
7.0	11335-000005	KIT, PRINTER, LP35	PCE	2	\$3,000.00	\$2,400.00	\$4,800.00
8.0	11996-000519	LNCS-II rainbow DCI 8? SpCO, Adult Reusable Sensor	PCE	2	\$859.00	\$687.20	\$1,374.40
9.0	11160-000017	NIBP Cuff -Reusable, Large Adult	PCE	2	\$47.00	\$37.60	\$75.20
10.0	11160-000019	NIBP Cuff-Reusable, Adult X Large	PCE	2	\$67.00	\$53.60	\$107.20
11.0	11160-000011	NIBP Cuff-Reusable, Infant	PCE	2	\$30.00	\$24.00	\$48.00
12.0	11160-000013	NIBP Cuff-Reusable, Child	PCE	2	\$34.00	\$27.20	\$54.40
13.0	11335-000008	KIT, STORAGE BAGS, LP35	PCE	2	\$600.00	\$480.00	\$960.00
14.0	11150-000020	KIT, MODEM, NA, LP35	PCE	2	\$1,500.00	\$1,200.00	\$2,400.00
15.0	11996-000520	LNCS-II rainbow DCIP 8? SpCO, Pediatric Reusable Sensor	PCE	2	\$945.00	\$756.00	\$1,512.00



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#	Product	Description	U/M	Qty	List Price	Sell Price	Total
16.0	11260-000073	KIT, SHOULDER STRAP, LP35	PCE	2	\$75.00	\$60.00	\$120.00
17.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	PCE	1	\$20,015.00	\$16,012.00	\$16,012.00
18.0	11576-000060	LUCAS Desk-Top Battery Charger	PCE	1	\$1,555.00	\$1,244.00	\$1,244.00
19.0	11576-000071	LUCAS External Power Supply	PCE	1	\$492.00	\$393.60	\$393.60
20.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	PCE	1	\$925.00	\$740.00	\$740.00
21.0	11111-000041	ASSY, CABLE, ECG, 15 LEAD, 3 WIRE PRECOR	PCE	2	\$120.00	\$96.00	\$192.00
Equipment Total:							\$119,031.20

ProCare Products:

#	Product	Description	Qty	List Price	Sell Price	Total
23.1	LIFEPK35-FLD-PRO	Lifepak35 for LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT 07/09/2024 - 07/08/2030 Parts, Labor, Travel Preventative Maintenance Batteries Service	2	\$2,317.00	\$11,816.70	\$23,633.40
23.2	LUCAS-FLD-PROCARE	LUCAS 3, 3.1 for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device 07/09/2024 - 07/08/2030 Parts, Labor, Travel Preventative Maintenance Batteries Service	1	\$1,719.00	\$8,766.90	\$8,766.90
ProCare Total:						\$32,400.30

Data Solutions:

#	Product	Description	Qty	List Price	Sell Price	Total
22.0	11600-000030	CODE-STAT 11 Data Review Seat License	1	\$3,647.00	\$3,464.65	\$3,464.65
Data Solutions Total:						\$3,464.65



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Price Totals:

	8.75%	
<i>Per rep, system printing glitch - calculated correctly as 8.75%</i>	Estimated Sales Tax (10.310%): ✓	\$10,416.32
	Freight/Shipping:	\$2,059.33
	Grand Total:	\$149,371.80

Prices: In effect for 30 days

Terms: Net 30 Days

Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html.