



## AGENDA ITEM EXECUTIVE SUMMARY

Title: Recommendation to Approve Cardiac Monitor Replacement for Tri-City Ambulance

Presenter: Fire Chief Patrick Mullen

*Please check appropriate box:*

<input type="checkbox"/>	Government Operations	<input checked="" type="checkbox"/>	Government Services 10.22.12
<input type="checkbox"/>	Planning & Development	<input type="checkbox"/>	City Council
<input type="checkbox"/>	Public Hearing	<input type="checkbox"/>	

Estimated Cost:	\$164,744	Budgeted:	<input type="checkbox"/> YES	<input checked="" type="checkbox"/> X	<input type="checkbox"/> NO	<input type="checkbox"/>
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If NO, please explain how item will be funded:

### Executive Summary:

The Tri-City Ambulance Board, as part of the current Tri-City Ambulance budget, approved the purchase of the nine cardiac monitors on each TCA ALS ambulance and 1 spare at the regular meeting on September 21, 2012. The purchase is replacing nine Physio-Control LifePak 12 ALS monitors, the current monitors range in age between 8 to 10 years old. The new cardiac monitors will bring Tri-City Ambulance in compliance with the Southern Fox Valley EMS System.

In coordination with the City Purchasing Department, TCA put the contract for bid through the RFP process. TCA received three proposals from: Philips Health Care, Physio-Control and Zoll Medical. Philips was selected by the review committee as the contractor most advantageous for TCA after scoring the submitted responses in accordance with the RFP. Philips was the highest rated monitor and the low cost. The selection of Philips Healthcare was approved by the Tri-City Ambulance Board of Directors at the regular meeting on September 21, 2012.

#### The project includes the following:

**\$ 143,952.60: Nine Heartstart MRX ALS Monitors (including trade-in).**

**\$ 20,791.40: Additional equipment (See Quote).**

**\$ 164,744.00: Total project cost.**

**Attachments:** *(please list)*

Quote from Philips Health Care

#### Recommendation / Suggested Action *(briefly explain):*

Staff recommends the award of the bid to Philips Healthcare for the purchase of 9 MRX ALS cardiac monitors and supporting equipment in the amount of \$164,744.00.

*For office use only:*

*Agenda Item Number: 5.c*



# PHILIPS

Philips Healthcare  
3000 Minuteman Road, MS0400  
Andover, MA 01810-1099

Email PO to: bc\_800fax2nd@philips.com

or  
Fax PO to: 1-800-947-3299

or  
Mail PO to:  
Philips Healthcare  
Order Processing, MS0400  
Andover, MA 01810-1099

800-934-7372

<b>QUOTE DATE</b> 10/08/2012	<b>QUOTE NUMBER</b> 2300293461	<b>PAGE</b> 1 / 8
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<b>EXPIRATION DATE</b> 10/13/2012	<b>INCOTERMS</b> FOB DESTINATION	
<b>PAYMENT TERMS</b> Net 30 Days Subject to Credit Approval		
<b>FORMAL QUOTE</b>		
<b>CUSTOMER:</b> Attention: John Schultz, EMS Chief City of St Charles IL Tri Cities Ambulance 2 E Main St SAINT CHARLES IL 60174-1926 Customer Number : 94312664		
<b>SALES REPRESENTATIVE</b> Dan Carlascio Ph: 630-740-8981 Fax:		<b>Federal EIN: 13-3429115</b>
<b>QUOTE CONTACT</b> Brent Madigan		

ITEM	PRODUCT	DESCRIPTION	QUANTITY	UNIT OF MEASURE	UNIT AMOUNT (USD)	TOTAL AMOUNT (USD)
<b>SPECIAL COMMENTS</b>						
10	M3536A 861289	HeartStart MRx ALS monitor	3	PCE	10,286.00	30,858.00
		A23 SpO2, NIBP, CO2 (Grey)	3		9,528.00	28,584.00
		B01 Noninvasive Pacing	3		2,350.00	7,050.00
		B02 12 Lead ECG acquisition	3		4,000.00	12,000.00
		B06 12-LD Trans. Bluetooth	3		2,060.00	6,180.00
		C03 Data Card	3		92.00	276.00
		C05 Lithium Ion Battery	3		400.00	1,200.00
		C06 AC Power Module	3		412.00	1,236.00
		C21 Black soft carry case-pads	3		.00	.00
		LP1-User Instructions Guide	3		.00	.00
		M3508A Standard Pad Cable	3		.00	.00
		W22 2-yr Bench Repair Warranty	3		.00	.00
		Promotion discount			-4,500.00	-13,500.00
		Special Discount			-32.50 %	-28,399.80
		Net price				45,484.20
15	M3536A 861289	HeartStart MRx ALS monitor	6	PCE	10,286.00	61,716.00
		A23 SpO2, NIBP, CO2 (Grey)	6		9,528.00	57,168.00

THIS QUOTATION CONTAINS CONFIDENTIAL AND PROPRIETARY INFORMATION OF PHILIPS HEALTHCARE AND IS INTENDED FOR USE ONLY BY THE CUSTOMER WHOSE NAME APPEARS ON THIS QUOTATION. IT MAY NOT BE DISCLOSED TO THIRD PARTIES WITHOUT PRIOR WRITTEN CONSENT OF PHILIPS HEALTHCARE.



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		B01 Noninvasive Pacing	6		2,350.00	14,100.00
		B02 12 Lead ECG acquisition	6		4,000.00	24,000.00
		B06 12-LD Trans. Bluetooth	6		2,060.00	12,360.00
		C03 Data Card	6		92.00	552.00
		C05 Lithium Ion Battery	6		400.00	2,400.00
		C06 AC Power Module	6		412.00	2,472.00
		C21 Black soft carry case-pads	6		.00	.00
		LP1-User Instructions Guide	6		.00	.00
		M3508A Standard Pad Cable	6		.00	.00
		W22 2-yr Bench Repair Warranty	6		.00	.00
		Promotion discount			-3,250.00	-19,500.00
		Special Discount			-32.50 %	-56,799.60
		Net price				98,468.40
20	M4737A 989803145571	MRx Display Cover	9	PCE	88.00	792.00
		Special Discount			-30.00 %	-237.60
		Net price				554.40
30	989803135331 989803135331	4-Bay Analyzer For HS Li-Ion Batteries	5	PCE	2,570.00	12,850.00
		Special Discount			-30.00 %	-3,855.00
		Net price				8,995.00
40	40400B 989803101161	Traditional Reusable NIBP Cuff Kit	9	PCE	250.00	2,250.00
		Special Discount			-30.00 %	-675.00
		Net price				1,575.00
50	M1663A 989803144791	CBL 10 Lead ECG Trunk AAMI/IEC 2m	9	PCE	216.00	1,944.00
		Special Discount			-30.00 %	-583.20
		Net price				1,360.80
60	M3508A 989803106981	HeartStart Hands-free Cable	9	PCE	132.00	1,188.00
		Special Discount			-30.00 %	-356.40

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		Net price				831.60
70	989803176161 989803176161	CBL 5 Lead, Snap, Shld, AAMI, Limb, Rgd	9	PCE	115.00	1,035.00
		Special Discount			-30.00 %	-310.50
		Net price				724.50
80	989803176171 989803176171	CBL 5 Lead, Snap, Shld, AAMI, Chest, Rgd	9	PCE	135.00	1,215.00
		Special Discount			-30.00 %	-364.50
		Net price				850.50
90	M1920A 989803105531	FilterLine Set Adult/Pedi	5	PCE	304.00	1,520.00
		Special Discount			-30.00 %	-456.00
		Net price				1,064.00
100	M3713A 989803107781	HeartStart Adult Plus Pads	1	CAS	290.00	290.00
		Special Discount			-30.00 %	-87.00
		Net price				203.00
110	M3717A 989803107821	HeartStart Pediatric Plus Pads	2	CAS	155.00	310.00
		Special Discount			-30.00 %	-93.00
		Net price				217.00
120	989803138181 989803138181	MRx Wide Printer Paper	1	CAS	452.00	452.00
		Special Discount			-30.00 %	-135.60
		Net price				316.40
130	M1195A 989803103261	SPO2 INFANT SENSOR	12	PCE	258.00	3,096.00
		Special Discount			-30.00 %	-928.80
		Net price				2,167.20

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140	M1191BL 989803144381	Reusable Adult SpO2 Sensor	9	PCE	270.00	2,430.00
		Special Discount			-30.00 %	-729.00
		Net price				1,701.00
150	M1599B 989803104341	Adult Pressure Interconnect Cable 3.0m	5	PCE	66.00	330.00
		Special Discount			-30.00 %	-99.00
		Net price				231.00
<b>Total Quotation List Price</b>						291,854.00
<b>Less All Applicable Discounts</b>						-127,110.00
<b>Total Quotation Net Price</b>						<b>164,744.00</b>

Philips Healthcare is pleased to inform you that financing of its products and services is available to qualified applicants. To obtain more information contact Philips Medical Capital @ 866-513-4PMC.

\*  
The discount quoted herein is a Special Negotiated Discount of 32.5%. This offer expires on 10/20/12.  
\*

The products listed herein are part of a Philips Promotion entitled: More is More 2 (Squad 51) - 11156US  
To qualify for the special discounts noted herein, all products within the Promotion configuration must be ordered. No changes and/or substitutions will be allowed. All orders for this promotion must be received on or before 12/28/2012

The trade-in allowance quoted herein exceeds Philips' estimate of the fair market value of the units by \$16,500.00. This amount may be considered a price reduction or discount under 42 USC 1001.952(h).  
\*

If no contract is identified in the previous sentence or the products and/or services are not covered by this contract, this quotation is issued pursuant to, and any PO for the items herein will be accepted subject to the Philips Terms and Conditions of Sale posted at [http://www.healthcare.philips.com/main/terms\\_conditions/](http://www.healthcare.philips.com/main/terms_conditions/) and the terms herein.  
\*



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\*  
Under the American Reinvestment and Recovery Act ("ARRA"), it is the customer's responsibility to inform Philips if the contract contains any ARRA funding. Please check the following box if any part of this contract is funded through ARRA:  
\*  
\*  
 This contract is funded in whole or in part through ARRA."  
\*  
\*  
All work is scheduled within normal working hours;  
Monday through Friday, 8 a.m. to 5 p.m. excluding Philips holidays.  
All pricing is based on travel zones 1-3. For travel zones beyond 1-3, consult your Philips sales rep for alternate pricing.  
It is the customers responsibility to provide Philips with the access necessary to complete the quoted work in a continuous start to finish manner.  
Excessive delays and multiple visits will result in additional charges.  
All prices are based upon 'adequate access' to work areas that are free from obstruction.  
If it is determined, during the implementation that asbestos removal is required; Philips will suspend performance until the Customer remediates the asbestos.  
Philips will work with the customers staff to reduce the downtime during the system transition.  
\*  
\*  
Products are for USA end-use only. Taxes, if applicable, are not included unless noted but will be added to the invoice. The Purchase Order must reference the Quote Number and your Purchase Agreement.  
Please indicate your requested delivery date and your preference, if any, to accept and pay for partial shipments. If this quote includes Value-Added Services, they may be invoiced separately. Additional sold training must be completed within twelve months of delivery/installation. System cabling, if included, is specified at the standard grade unless noted otherwise.  
\*  
This quote specifically excludes Licensing & Permit Fees, Prevailing Wage Compensation and Union Labor.  
\*  
IMPORTANT NOTICE: Health care providers are reminded that if the transactions herein include or involve a loan or a discount (including a rebate or other price reduction), they must fully and accurately report such loan or discount on cost reports or other applicable reports or claims for payment submitted under any federal or state health care



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program, including but not limited to Medicare and Medicaid, such as may be required by state or federal law, including but not limited to 42 CFR 1001.952(h).

\*

Not binding until accepted in writing by Philips in Andover or invoiced by Philips.

\*

Any purchase order or resulting agreement shall be subject to the Philips Terms and Conditions and the following terms which customer accepts.

\*

For certain agreements, Philips may conduct a qualification inspection to verify that customer is suitably trained, the equipment is in serviceable condition, and all like equipment is covered by a valid Philips warranty or service agreement.

\*

Any resulting agreement is subject to cancellation by Philips if customer fails to satisfy these conditions during the term.

\*

\*

Biomed Support - a new agreement for Biomed and clinicians that want unfettered technical and clinical support, direct connection to technical engineers and discounts on parts. This agreement is great for Biomed that make regular use of Philips technical support and genuine Philips parts, and ensures clinicians have access to clinicians when necessary. It is designed to cover an entire facility, with affordable pricing and straightforward quoting.

\*

Biomed Alliance - designed for the Philips-trained Biomed department that wants to limit parts and support costs, this agreement provides unlimited parts and technical support for all products covered. If the customer would like Philips field service engineers to back them up with their support efforts, a Second Response option is available to provide an onsite field service engineer for situations where the local biomed team is not able to resolve a problem after attempting repairs and receiving guidance remotely. This agreement also provides access to clinician support.

\*

Bench Repair - provides bench repair services at a Philips repair facility. This service is great for products where software and hardware reliability and compatibility are critical and factory quality repairs ensure that repairs meet current manufacturing standards. A Performance Assurance option is available for products that require annual preventive maintenance.

\*



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Unit Exchange - Unit Exchange provides a fast replacement of failed or problem units. Under this agreement, customers can receive a new unit as soon as the next business day. This agreement is a good fit for products where time is critical and spare units are not available.

\*

Comprehensive Onsite - With Comprehensive Onsite, Philips provides onsite support for covered equipment. This agreement is good for products and for care areas where technical expertise is critical and hands on Philips engineers will support the clinical and technical needs of the department. A Performance Assurance option is available for products that require annual preventive maintenance. This agreement also provides access to remote clinician support.

\*

Software Maintenance Agreement - The software maintenance agreement includes Philips highest levels of remote support and includes software upgrades and remote clinician support. PTU Standard and PTU Basic are still key components of these agreements, with PTU Standard providing all installations and PTU Basic providing up to 2 installations over 5 years. Remote support includes new Remote Access services that enable Philips technical engineers to maximize system uptime through remote diagnostic tools and processes.

\*

If the customer would like Philips field service engineers to back them up with their support efforts, a Second Response option is available to provide an onsite field service engineer for situations where the local biomed team in cooperation with Philips remote services is not able to resolve a problem in time to meet service level commitments.

\*

Legacy Agreement Types

\*

Gold Service - On-site maintenance and repair 8-5, M-F; Clinical Ed and upgrade discounts.

\*

Silver Service - On-site repair 8-5, M-F.

\*

First Response - On-site repair with biomed screening, InCenter subscription.

\*

Co-op Response - Backup on-site repair only 8-5, M-F, InCenter subscription.

\*

\*

Remote Response - Labor, parts, phone support 8-5, M-F, InCenter subscription.

\*





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This quotation is issued pursuant to, and any PO for the items herein will be accepted subject to the Terms of any current Contract with the customer. If there is no contract in place, this quotation is issued pursuant to, and any PO for the items herein will be accepted subjected to Philips Terms and Conditions of sale posted at [http://www.healthcare.philips.com/main/terms\\_conditions/](http://www.healthcare.philips.com/main/terms_conditions/) and the terms herein.

This quotation contains confidential and proprietary information of Philips Healthcare and is intended for use only by the customer whose name appears on this quotation. It may not be disclosed to third parties without prior written consent of Philips Healthcare