



Date: March 16, 2022
To: Johna Easley, Interim President & CEO
From: Frank Gresh, Interim Chief Operating Officer
Re: Stryker Monitor/Defibrillator Emergency Purchase

Policy and Law:

EMSA Purchasing policy A3 and Section 176. I of Title 60 of the Oklahoma Statutes requires that any purchases over \$50,000 be conducted in compliance with the Oklahoma Public Competitive Bidding Act. An exception to our policy and the law allows for Emergency Purchases in an amount greater than \$75,000 to be completed without public bidding. From Section 176.I of Title 60 OS: *should the trustee or the trustees find that an immediate emergency exists, which findings shall be entered in the journal of the trust proceedings, by reason of which an immediate outlay of trust funds in an amount exceeding Seventy-five Thousand Dollars (\$75,000.00) is necessary in order to avoid loss of life, substantial damage to property, or damage to the public peace or safety, then the contracts may be made and entered into without public notice or competitive bids.*

Present Situation:

We have reached the end of serviceable and operative life for 42 of our existing LIFEPAK 15 (LP15) Monitor/Defibrillators. These devices are at least 10 years old, no longer function and are no longer able to be repaired in a way that will maintain FDA compliance. These particular LP15s were not included in the service contract that the board approved last month because they are no longer serviceable.

With 42 LP15s out of service, this severely limits EMSA's ability to put all the needed resources in the field. While we have some ability to work around that with the 10 Automated External Defibrillators (AEDs) we have in each division that can be used on the BLS units. We have been unable to obtain additional AEDs due to national supply chain and resource constraint issues. We are now deploying BLS IFT trucks which is putting an additional strain on our resources. As we add personnel as a result of our new recruiting strategies, our ability to have enough LP15s

will critically limit the number of ambulances we can put in service and will adversely affect the continuity of EMS operations.

We need to replace 20 of the out of service LP15s immediately or risk not having enough equipment to allow ambulances to respond to calls. The purchase of 20 at this time will increase our maximum available units by 10 units in each division, which will take care of this emergency need.

Request:

With the level of in-service LP15s that we presently have, we will not be able to field enough ALS and BLS units in the immediate future as we increase the number of BLS IFT in the system each day. Between the lead time necessary for Stryker Medical to produce these 20 devices and the time it takes to procure these items through public bidding, we would be faced with a critical shortage of LP15s as outlined above and NOT be able to put ambulances in service to meet the needs of our communities. So, in order to prevent “damage to the public peace or safety” by not being able to field the necessary resources, I am requesting you and the EMSA Board of Trustees approve this emergency purchase in the amount of \$655,104.00 in accordance with the above policies and statutes.



Gresh LP15 X 20 030822

Quote Number: 10502139

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: EMER MED SVCS AUTH

Rep: Todd Shire

Attn:

Email: todd.shire@stryker.com

Phone Number: (405) 919-5493

Quote Date: 03/08/2022

Expiration Date: 06/07/2022

Delivery Address

Name: EMER MED SVCS AUTH

Account #: 1096355

Address: 6205 S SOONER RD

OKLAHOMA CITY

Oklahoma 73135-5607

End User - Shipping - Billing

Name: EMER MED SVCS AUTH

Account #: 1096355

Address: 6205 S SOONER RD

OKLAHOMA CITY

Oklahoma 73135-5607

Bill To Account

Name: EMER MED SVCS AUTH

Account #: 1339340

Address: 1417 N LANSING AVE RM A

TULSA

Oklahoma 74106-5905

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	99577-001588	LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD(26500-003612) per order	20	\$29,942.09	\$598,841.80
2.0	41577-000288	Ship Kit -QUIK-COMBO Therapy Cable; 2 rolls100mm Paper; RC-4, Patient Cable, 4ft.; NIBP Hose, Coiled; NIBP Cuff, Reusable, adult; 12-Lead ECG Cable, 4-Wire Limb Leads, 5ft; 12-Lead ECG Cable, 6-Wire Precordial attachment	20	\$0.00	\$0.00
3.0	11577-000011	Mobile Battery Charger - For the LP15	10	\$1,598.80	\$15,988.00
4.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	80	\$370.30	\$29,624.00
5.0	11171-000049	Masimo™Rainbow™ DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	20	\$479.50	\$9,590.00
6.0	11577-000002	LIFEPAK 15 Basic carry case w/right & left pouches; shoulder strap (11577-000001) included at no additional charge when case ordered with a LIFEPAK 15 device	20	\$252.70	\$5,054.00
7.0	11220-000028	LIFEPAK 15 Carry case top pouch	20	\$45.50	\$910.00
8.0	11260-000039	LIFEPAK 15 Carry case back pouch	20	\$65.10	\$1,302.00
Equipment Total:					\$661,309.80

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-15V1V2-LP15	TRADE-IN-STRYKER LP15V1/V2 TOWARDS PURCHASE OF LIFEPAK 15	20	-\$6,500.00	-\$130,000.00



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ProCare Products:

#	Product	Description	Qty	Sell Price	Total
9.0	78000171	LIFENET Asset, per device	20	\$103.55	\$2,071.00
10.1	78000639	ProCare LIFEPAK 15 Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LIFEPAK 15 V4 Monitor/Defib - Manual & AED, Trending, Noninvasive Pacing, SpO2, SpCO, SpMet, NIBP, 12-Lead ECG, EtCO2, BT. Incl at N/C: 2 pr QC Electrodes (11996-000091) & 1 Test Load (21330-001365) per device, 1 Svc Manual CD(26500-003612) per order	20	\$6,086.16	\$121,723.20
				ProCare Total:	\$123,794.20

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$655,104.00

Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

Capital 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 Acute Care capital terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.