



Date: January 20, 2023

To: EMSA Board of Trustees
Johna Easley, Interim President & CEO

From: Frank Gresh, Interim Chief Operating Officer
Lora Conger, Chief Financial Officer

Re: Stryker LP15 Monitor/Defibrillator Purchase

Presently, EMSA has 104 in service LifePak 15 Monitor/Defibrillator units (LP15). In March of 2022, the EMSA Board of Trustees approved a purchase of 20 LP15s from Stryker. Those were purchased to replace 20 of the 42 LP15 units that were out of service due to age of the device and parts availability. We received that order in September and October of 2022. Since receiving those devices, we have had another 10 go down for the same reasons (age and parts availability). That brings the total number of out of service LP15s to 32.

Stryker has been in development on a new model of monitor/defibrillator for some time now, but the product is not expected to launch until 2024 (possibly during FY24, most likely in FY25). Due to the fact that these new devices won't be commercially available in a short enough timeframe, we will need to continue to replace existing devices that are out of service. To maintain enough LP15s to cover peak staffing, we will need to replace the remaining LP15s that are out of service, which is 32 total for both divisions (16 East and 16 West).

EMSA Purchasing Policy A3 section G allows for blanket or contract purchase agreements. EMSA has a blanket purchase agreement with Stryker for the purchasing of devices, accessories, and disposable supplies. Further in that same policy, section K requires all purchases exceeding \$50,000 must be approved by the EMSA Board of Trustees.

The total cost for this purchase is \$1,050,804.48. The capital funds for this are included in the revised budget being presented at the January 25th board meeting. Since the lead times for the manufacture of the LP15s is 40 weeks, these dollars in the FY23 budget will be rolled over to the FY24 capital budget because the funds will not be expended until delivery of the devices, which will likely be in November or December of 2023.

I am requesting that the EMSA Board of Trustees approve the purchase of 32 Stryker LifePak 15 Monitor/Defibrillators for the above stated price of \$1,050,804.48.



Gresh LP15 X 32 011923

Quote Number: 10638596
 Version: 1
 Prepared For: EMER MED SVCS AUTH
 Attn:

Remit to: **Stryker Medical**
 P.O. Box 93308
 Chicago, IL 60673-3308
 Rep: Todd Shire
 Email: todd.shire@stryker.com
 Phone Number: (405) 919-5493

Quote Date: 01/19/2023
 Expiration Date: 01/31/2023

Delivery Address		End User - Shipping - Billing		Bill To Account	
Name:	EMER MED SVCS AUTH	Name:	EMER MED SVCS AUTH	Name:	EMER MED SVCS AUTH
Account #:	1096355	Account #:	1096355	Account #:	1339340
Address:	6205 S SOONER RD OKLAHOMA CITY Oklahoma 73135-5607	Address:	6205 S SOONER RD OKLAHOMA CITY Oklahoma 73135-5607	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	32	\$29,942.09	\$958,146.88
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	32	\$0.00	\$0.00
3.0	21330-001176	LP 15 Lithium-ion Battery 5.7 amp hrs	128	\$370.30	\$47,398.40
4.0	11171-000049	Masimo Rainbow DCI Adult Reusable SpO2, SpCO, SpMet Sensor, 3 FT. For use with RC Patient Cable.	32	\$479.50	\$15,344.00
5.0	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	32	\$252.70	\$8,086.40
6.0	11220-000028	LIFEPAK 15 Carry case top pouch	16	\$45.50	\$728.00
7.0	11260-000039	LIFEPAK 15 Carry case back pouch	32	\$65.10	\$2,083.20
8.0	11171-000082	Masimo RC Patient Cable - EMS, 4 FT.	32	\$187.60	\$6,003.20
9.0	11996-000323	Masimo RED LNC?? Patient Cable, 4 FT. For use with LNCS Patient Sensors.	32	\$154.00	\$4,928.00
13.0	11171-000018	Masimo LNCS DCIP, Pediatric SpO2 only Reusable Sensor. For use with LNC Patient Cable.	32	\$225.40	\$7,212.80
14.0	21300-008159	LIFEPAK 15 NIBP Straight Hose, 6'	16	\$54.60	\$873.60
				Equipment Total:	\$1,050,804.48



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Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-15V1V2-LP15	TRADE-IN-STRYKER LP15V1/V2 TOWARDS PURCHASE OF LIFEPAK 15	32	-\$6,500.00	-\$208,000.00

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
10.0	78000171	LIFENET Asset, per device	32	\$103.55	\$3,313.60
12.1	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	32	\$6,086.16	\$194,757.12
ProCare Total:					\$198,070.72

Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$0.00
Grand Total:	\$1,040,875.20

Prices: In effect for 30 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>.