



To: Mayor Keil and Council Members
City Manager Doug Faseler

From: Dale Skinner, Fire Chief

Date: March 15, 2016

Re: Purchase of Life Pack 15 Monitor/Defibrillators

The Fire Departments current inventory of heart monitor/defibrillators assigned to the fire apparatus have reached their life expectancy. These heart monitors ceased production in 2010. Physio-Control (the manufacturer) has committed to service and parts until September 2016. The latest model of Physio-Control monitors (Life Pack 15) utilize computer software and finite technology to increase the accuracy of field diagnosis with various medical conditions which, the fire department purchased four of these units in 2013 for the ambulances.

Physio-Control is offering an incentive to their existing customers to replace their Life Pack 12 cardiac monitor/defibrillators. This offer provides 0% financing for up to five years towards the purchase of new Life Pack 15 monitor/defibrillators. The Fire Department will trade in its existing four Life Pak 12 monitor/defibrillators and will receive a credit of \$20,000 towards the purchase of the new monitor/defibrillators.

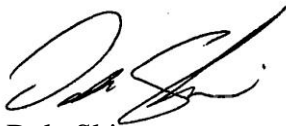
Physio-Control, not being able to provide financing directly, has secured financing through US Bank. The fire department would take delivery of the new monitor/defibrillators within 90 days of placing the order and the first payment would be deferred until after October 1, 2016.

There are several brands and models of monitor/defibrillators on the market and pricing is competitive. However, years ago the City of Seguin invested in Physio-Control monitor/defibrillators and AEDs. In order to remain consistent in maintenance and expendable accessories, staff is recommending the purchase of five Physio-Control Life Pack 15 Monitor/Defibrillators at a cost of \$170,885.55. Physio-Control does not utilize the services of any resellers in the sale of their products and services therefore, are the sole source provider of their products.

Staff is requesting the approval to purchase five Physio-Control Life Pack 15 monitor/defibrillators without seeking competitive bids. The purchase will be made by

April 1, 2016

making five annual payments of \$34,177.11 beginning After October 21, 2016.
Attached is the quotation and resolution for your consideration.

A handwritten signature in black ink, appearing to read "D. Skinner", written in a cursive style.

Dale Skinner
Fire Chief