



HISTORIC  
FRANKLIN  
TENNESSEE

ITEM #17  
BOMA  
02/26/13

## MEMORANDUM

February 11, 2013

REVISED 02/11/2013

**TO:** Board of Mayor and Aldermen

**FROM:** Eric S. Stuckey, City Administrator  
Russell Truell, Assistant City Administrator / CFO  
Rocky Garzarek, Fire Chief  
Brian Wilcox, Purchasing Manager

**SUBJECT:** Consideration of sole-source purchase of a quantity of nine (9) LifePak automated external defibrillators and certain ancillary supplies from Physio-Control, Inc. of Redmond, Washington in the total amount of \$102,181.55, including shipping and handling, for the Fire Department (\$27,500 budgeted in 110-83530-42200 and \$75,000 budgeted in 110-89530-42200 for fiscal year 2013; Contract No. 2013-0008)

### Purpose

The purpose of this procurement is to purchase nine (9) LifePak automated external defibrillators (AEDs) and certain ancillary supplies from Physio-Control, Inc. of Redmond, Washington in the total amount of \$102,181.55, including shipping and handling, for the Fire Department.

### Background

The Fire Department has a defibrillator on every emergency response vehicle including some of the staff vehicles, for a total of twenty (20) units. Of these, six (6) are advanced life support units capable of far more than defibrillation and are used by the department's paramedic response units. Three (3) of the new units to be purchased are to be advanced units and would allow the department to replace three (3) of the existing basic life support units with advanced life support response units. The remaining six (6) of the new units to be purchased are to be basic units and would allow the department to replace older basic units with new ones that have upgraded features for better patient care. A total of nine (9) older basic units would be taken out of service and traded in toward the purchase of the nine (9) new units.

Staff is of the opinion that the proposed purchase, if authorized, would be a sole-source purchase. Evidence to support this opinion includes:

- Because the Franklin Fire Department is under the medical direction of Williamson Medical Center, and because the Fire Department's AEDs must communicate with Medical Center technology, and because the Medical Center utilizes the LifePak brand of AEDs on its fleet of ambulances and pads connected to the AEDs must be interchangeable for all AEDs that communicate with Williamson Medical Center, LifePak is the only brand of AED that the Fire Department is able to utilize.
- Physio-Control, Inc. has stated in writing that it is the sole-source supplier in the City's marketplace for new LifePak AED units. See attached November 27, 2012 letter from Physio-Control, Inc.

### Financial Impact

The Fire Department budget for fiscal year 2013 allocates \$102,500 out of the General Fund for the purchase of new AEDs. Physio-Control, Inc. has quoted the purchase of the new equipment in the total amount of \$102,181.55, including shipping and handling. Physio-Control, Inc. has indicated separately in writing that the quoted pricing represents the best municipal pricing possible for the quantity indicated. Fire Department staff is



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of the opinion that the quoted pricing is within what would be expected in the market place for this industry at this time.

### **Options**

The Board of Mayor and Aldermen could elect not to authorize this proposed sole-source purchase.

### **Recommendation**

Staff recommends that the City accept the pricing quoted by Physio-Control, Inc. of Redmond, Washington and authorize the proposed sole-source purchase of a quantity of nine (9) LifePak automated external defibrillators and certain ancillary supplies in the total amount of \$102,181.55, including shipping and handling, for the Fire Department. Staff is of the opinion that the proposed sole-source purchase appears to be justified, and that the recommendation appears to be made in a fair and impartial manner based upon the information presented.

Attachment:

- November 27, 2012 sole-source letter from Physio-Control, Inc.
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Physio-Control, Inc. | "Lifesaving starts here."

**ADDRESS**  
11811 Willows Road NE  
Redmond, WA 98052

**PHONE**  
OFFICE:  
+1 509 887 4000  
TOLL FREE:  
800 442 1172

[www.physio-control.com](http://www.physio-control.com)

November 27, 2012

**Sarah B. Glenn, EMS Officer**  
**City of Franklin Fire Department**  
**109 Third Avenue South, Suite 133**  
**Franklin, TN 37064**

Dear Ms. Glenn:

In response to your recent request, I am writing to confirm that Physio-Control, Inc. is the sole source provider in your marketplace for:

- New LIFEPAK<sup>®</sup> devices
- Our factory refurbished line of RELI devices
- LIFENET<sup>®</sup> Data Management Solutions
- The LUCAS<sup>®</sup> Chest Compression System
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections, and repairs

Physio-Control does not utilize the services of any authorized resellers in the sale of these products and services in your marketplace.

Best regards,

**Mark Watson**  
**Associate Contract Analyst**  
**Physio Control, Inc.**  
**11811 Willows Road NE**  
**Redmond, WA 98052-2003**