



HISTORIC  
FRANKLIN  
TENNESSEE

ITEM #5  
FINANCE  
03-17-11

## MEMORANDUM

March 3, 2011

**TO:** Board of Mayor and Aldermen

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

**SUBJECT:** Consideration of sole-source purchase from Masimo Corporation in Irvine, California in the amount of \$34,842 for Rad-57 monitors to be used by the City's Fire Department.

### Purpose

The purpose of this procurement is to purchase up to six (6) Rad-57 monitors with the technology to measure carboxyhemoglobin, methemoglobin, oxygen saturation, and pulse rates on patients treated by the Franklin Fire Department and fire suppression personnel engaged in firefighting or other hazardous materials type operations. This purchase is for new equipment for use in the Franklin Fire Department.

### Background

On May 25, 2010, the Fire Department submitted a grant application through the Assistance to Firefighter Grant program. The procurement is intended to enhance the safety and well-being of fire department personnel as they perform operations in hazardous atmospheres by monitoring the levels of Carbon Monoxide in the Firefighters' blood that may have been inhaled while working in these environments. This technology is also very beneficial to the citizens and visitors of the City who request medical care from the department. The symptoms of Carbon Monoxide poisoning very closely mimic the symptoms of influenza and this monitor is the only way to distinguish the difference between the two in the pre-hospital setting. The Masimo Corporation is the only vendor of this non-invasive technology. On February 18, 2011, the department received an approved award notification.

The purchase of six (6) Rad-57 monitors will be 80% funded by the Assistance to Firefighters Grant program.

A price quote reflective of these amounts is attached for your review.

### Financial Impact

The Masimo Corporation is the sole-source vendor of this technology and has indicated that in writing. They are offering discounted pricing based on the quantity listed in the quote. A sole-source letter is attached.

If the quoted pricing is accepted by the City, then the total value of the order would be \$34,842 including shipping. \$27,873.60 will be provided by the Assistance to Firefighters Grant program and \$6968.40 will be funded by the general fund and absorbed in the Fire Department's FY11 budget. The vendor has indicated in writing that the quoted unit pricing is the best municipal pricing available at this time and in the foreseeable future for the quantity indicated, and staff believes the unit pricing to be reasonable for this industry at this time.

### Recommendation

Staff recommends that the City accept the pricing quoted by Masimo Corporation and approve the sole-source purchase for the items mentioned in the amount of \$34,842. Purchasing Manager Brian Wilcox is of the opinion that this proposed sole-source purchase appears to be justified and the Fire Department's recommendation appears to be made in a fair and impartial manner.