

VILLAGE OF LOMBARD
REQUEST FOR BOARD OF TRUSTEES ACTION

For Inclusion on Board Agenda
Bids and Proposals

Legistar #210258
DISTRICT - ALL

TO: PRESIDENT AND VILLAGE BOARD OF TRUSTEES

FROM: Scott Niehaus, Village Manager

DATE: August 5, 2021 Agenda Date: August 19, 2021

TITLE: Motion to approve the purchase of Four Zoll AutoPulse Units and equipment

SUBMITTED BY: Rick Sander, Fire Chief

RESULTS:

Date Bids Were Published	N/A	Date Bidding Closed:	N/A
Bid Security Required	_____	Yes	_____ <u>X</u> _____ No
Performance Bond Required	_____	Yes	_____ <u>X</u> _____ No
Were Any Bids Withdrawn	_____	Yes	_____ <u>X</u> _____ No
Explanation:			
Waiver of Bids Requested?	_____ <u>X</u> _____	Yes	_____ _____ No
If yes, Explain:			
Award Recommended to Lowest Responsible Bidder?	_____	Yes	_____ _____ No
If no, explain:			

FISCAL IMPACT:

Budget Estimate: \$67,759 to purchase Four Zoll AutoPulse Units. The Foreign Fire Tax Board voted and the motion passed at their, December 9, 2020 meeting, to cover 50% of the cost.

Amount of Award: Cost of Four new Zoll AutoPulse Units and equipment for \$67,759.

BACKGROUND: Background included in attached memorandum.

RECOMMENDATION: The Public Safety and Transportation Committee unanimously voted at their meeting on Wednesday, August 4, 2021, to recommend the purchase of Four new Zoll AutoPulse Units for \$67,759.

Has recommended Bidder worked for Village Previously?	_____ <u>X</u> _____	Yes	_____ _____ No
If yes, was quality of work acceptable?	_____ <u>X</u> _____	Yes	_____ _____ No
Was item bid in accordance with Public Act 85-1295?	_____ _____	Yes	_____ _____ No
Waiver of bids - Public Act 85-1295 does not apply	_____ <u>X</u> _____	Yes	_____ _____ No

REVIEW (as needed):

Village Attorney X _____	Date _____
Finance Director X _____	Date _____
Village Manager X _____	Date _____



MEMORANDUM

Date: July 29, 2021
To: Public Safety and Transportation Committee
From: Rick Sander, Fire Chief *[Signature]*
Subject: Zoll AutoPulse Unit Purchase

The Lombard Fire Department is seeking a recommendation from the Public Safety and Transportation Committee to purchase Four Zoll AutoPulse Units.

This purchase will allow the Firefighter/Paramedics to effectively provide the level of care to our patients for a greater chance of survival while reducing the risks of provider injury, during cardiac arrest incidents.

The cost for Four AutoPulse Units and equipment is approximately, \$67,759. The Foreign Fire Tax Board agreed to a 50% cost sharing measure, not to exceed, \$35,000. This will ease the cost burden to the Village and is a benefit to our first responders.

Incorporating this device into resuscitative efforts is necessary as our mission is to preserve life.

Attached is a memo for your review on the CPR Data update, previously shared with the Village Manager. This will give some additional insight before the next Public Safety and Transportation Committee meeting and will help initiate questions or concerns.



269 Mill Road
Chelmsford, Massachusetts 01824-4105
978-421-9655 (main)
978-421-0025 (fax)
www.zoll.com

August 10, 2021

Village of Lombard
255 East Wilson Street
Lombard, IL 60148

Dear Village of Lombard:

Thank you for your interest in the AutoPulse® Non-invasive Cardiac Support Pump, a revolutionary new resuscitation system that offers the promise of normal blood flow during sudden cardiac arrest.

Please be aware that ZOLL® Medical Corporation is the only company that manufactures and markets the AutoPulse. No other organization is authorized to sell the product in the United States. Further, there are no other devices on the market today that can mimic the AutoPulse's unique mechanism of action and achieve its unprecedented clinical results.

Lastly, there are multiple ancillary items that are unique to the AutoPulse and its functionality. Like the AutoPulse, no other organization is authorized to sell these products, which include but are not limited to the following:

- AutoPulse LifeBands # 8700-0706-01
- AutoPulse Lithium Ion Batteries # 8700-0752-01
- AutoPulse SurePower Charger # 8700-0753-01
- AutoPulse Soft Carry Case # 8700-000758-01
- AutoPulse Soft Stretcher # 8700-0712-01
- AutoPulse Quick Case # 8700-000850-40

Should you have any questions or require additional information please don't hesitate to contact me at (800) 348-9011 x 9657.

Sincerely,

A handwritten signature in blue ink that reads "Nancy Branco". There is a small asterisk (*) above the first letter of the first name.

Nancy Branco
Contracts Specialist

Village of Lombard

Memorandum

Date: May 4th, 2021
To: Scott Niehaus, Village Manager
Through: Richard Sander, Fire Chief
From: Dan Ekhart, EMS Coordinator
Subject: CPR Data Update

Purpose:

To provide insight into the limitations of manual CPR and support the purchase of the Zoll AutoPulse.

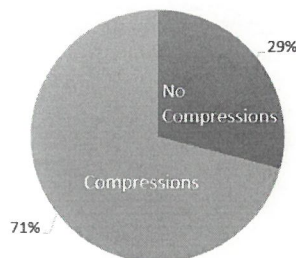
Background:

Our goal is always to provide the highest quality of care to our patients. Despite our best efforts manual CPR is often ineffective. Incorporation of the Zoll AutoPulse device will provide automatous CPR resulting in a 30-40% increased likelihood of achieving Return of Spontaneous Circulation (ROSC) during cardiac arrest (Gao,2016). Obtaining ROSC is, "the most crucial factor contributing to survival and favorable neurological outcomes following Out-of-hospital Cardiac Arrest (OCHA). Survival is believed rare without pre-hospital ROSC for OCHA victims." (Xiong, 2016).

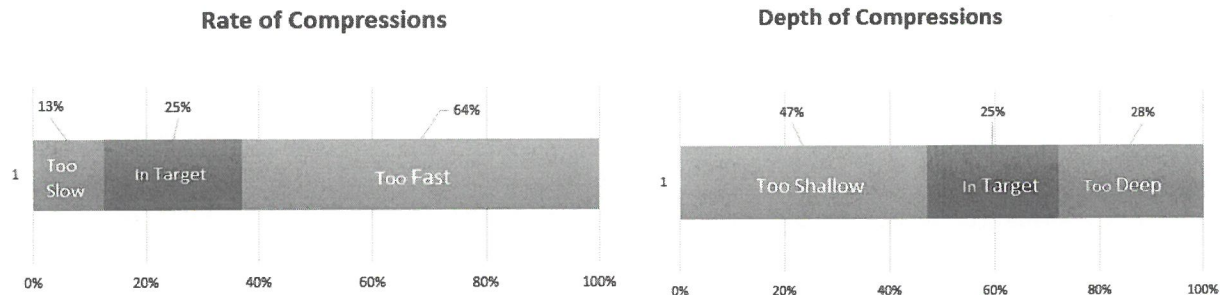
Discussion:

CPR with minimal interruption is critical to preservation of life. Despite the valiant efforts of bystanders and Paramedics, the national average for ROSC is about 9%. In Lombard, we responded to 46 cardiac arrests in 2019, and achieved ROSC in 5 cases (9.2%). Our success is in line with the national average, but there are clear avenues for improvement and a greater chance of survival.

Percentage of Compressions



Data captured during recent CPR events in Lombard show that we are seldom providing our patients with compressions that meet American Heart Association (AHA) recommendations. We are only providing CPR 71% of the time; 29% of the time there are no compressions being delivered. The AHA recommends pauses less than 5 seconds; 42% of our pauses were over 10 seconds in duration. We train to minimize pauses, but long pauses, some stretching beyond two minutes, are unavoidable when the patient is being carried to the stretcher.



Also, when we are delivering compressions, this data shows that we are most often compressing too rapidly and too shallow. We are compressing at the proper depth 19% of the time, we are at the proper rate 25% of the time. Ideally, we should deliver the proper rate and depth at the same time, this is a rare feat that we achieve only 8% of the time.

The consistent mechanical coordination needed to maintain perfusion is an extremely difficult process to choreograph effectively even under ideal conditions. Fluctuations of rate, depth, and interruption of CPR beyond five seconds all have adverse effects on perfusion. This is where automated external CPR calibrated for each patient based on their weight and chest circumference is clearly superior and directly tied to improved rates of survival with neurological preservation.

Studies indicate that we only achieve 29% of normal blood flow to the heart muscle with standard CPR and Epinephrine (Halperin, 2004). With the AutoPulse providing consistent high-quality compressions, we can achieve 100% of pre-arrest perfusion to the heart and brain when combined with Epinephrine (Halperin, 2004). Incorporating the AutoPulse into our resuscitation protocol will ensure uninterrupted CPR, and advance the quality and effectiveness of the care we provide to the community. Due to this improved rate of perfusion provided by AutoPulse, ROSC has been achieved in 40-50% of cardiac arrests (Gao, 2016).

Besides the obvious benefits for the patient, the device may also be effective in reducing the risk of injury while lifting and moving the patient. The AutoPulse was designed with an integrated carrying sling that is easily deployed beneath the patient's legs and torso. The sling has many handles which allow the whole team, usually five providers, to participate in lifting and carrying the patient. The AutoPulse continues to provide compressions while the patient and defibrillator are neatly packaged within the sling. This makes negotiating stairs, hallways, and uneven terrain safer and more effective. The improved ergonomics and a distributed load are effective at reducing the risk of injury due to strain and poor body mechanics.



TO: Lombard Fire Department
50 East Saint Charles Road
Lombard, IL 60148

Attn: **Daniel Eckhart**

email: ekhardt@villageoflombard.org

Tel: 630.742.4095

ZOLL Medical Corporation

Worldwide HeadQuarters
269 Mill Rd
Chelmsford, Massachusetts 01824-4105
(978) 421-9655 Main
(800) 348-9011
(978) 421-0015 Customer Support
FEDERAL ID#: 04-2711626

QUOTATION 363179 V:1

DATE: November 11, 2020

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	8700-0730-01	AutoPulse® System with Pass Thru - Generates consistent and uninterrupted chest compressions, offering improved blood flow during cardiac arrest. Includes Backboard, User Guide, Quick Reference Guide, Shoulder Restraints, Backboard Cable Ties, Head Immobilizer, Grip Strips, In-service Training DVD, and one year warranty.	4	\$10,995.00	\$10,995.00	\$43,980.00
2	8700-0706-01	LifeBand® 3 pack - Single-use chest compression band. (3 per package)	8	\$375.00	\$375.00	\$3,000.00
3	8700-0752-01	AutoPulse® Li-Ion Battery - for use with the AutoPulse Platform.	12	\$825.00	\$825.00	\$9,900.00
4	8700-0753-01	Autopulse SurePower Charger, U.S. Tests, Charges and automatically verifies battery charge level. Includes User Guide and U.S Power Cord. Standard one (1) year warranty.	4	\$2,295.00	No Charge	No Charge *
5	8700-000850-40	AutoPulse® Quick Case, Blue - All-in-one carrying case and patient moving sheet for the Autopulse Resuscitation System.	4	\$495.00	No Charge	No Charge *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID UNTIL DECEMBER 31, 2020.
3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO ESALES@ZOLL.COM.
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.

Rodney Cheney
Territory Manager
419-906-9018



TO: Lombard Fire Department
50 East Saint Charles Road
Lombard, IL 60148

Attn: **Daniel Eckhart**

email: ekhardt@villageoflombard.org

Tel: 630.742.4095

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TERMS: Net 30 Days

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FREIGHT: Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
6	8 7 0 0 - 0 7 0 6 - 0 1	LifeBand® 3 pack - Single-use chest compression band. (3 per package)	25	\$375.00	\$356.25	\$8,906.25 **
*Reflects Promotional Pricing valid until December 31, 2020.						
**Reflects Discount Pricing.						

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

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7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.

TOTAL \$65,786.25

Rodney Cheney
Territory Manager
419-906-9018

[Department Letter Head]

ZOLL Medical Corporation
289 Mill Road
Chelmsford, MA 01824 USA

ATTN: Customer Service / Fax 978-421-0015 (please attach quote if applicable)

Lombard Fire Department: Hereby purchases the items listed in reference to ZOLL Medical Corporation quotation: **#363179 V: 2** Dated **Jan 12, 2021** in the amount of **\$65,786.25** or items listed below.

If quote is not applicable, please use table below.

Item Number	Description	QTY	List Price	Disc Price	Total Price
	See Quote				\$65,786.25

Grand Total \$65,786.25

Payment Terms: Net 30 days

FOB: Shipping Point

Shipping Charges: Prepaid & Bill

SHIPMENT: UPS Ground

*****DO NOT SHIP UNTIL AFTER SEPTEMBER 1, 2021*****

Taxability: Applicable tax will be applied, if non-taxable attach Tax Exemption certificate

ZOLL shall invoice and Customer shall pay against this Purchase Letter. No additional terms will apply without ZOLL's written consent.

Ship To: **Lombard Fire Department**
50 East St. Charles Road
Lombard, IL 60148

Bill To: **Lombard Fire Department**
50 East St. Charles Road
Lombard, IL 60148

Authorized Signature

Date:

Phone: **630.742.4095**

Title

An email containing all of the information requested on this sample letter and sent by an authorized person of the company is also acceptable. Email: esales@zoll.com