

VILLAGE OF LOMBARD  
REQUEST FOR BOARD OF TRUSTEES ACTION  
For Inclusion on Board Agenda

  X   Resolution or Ordinance (Blue)     X   *Waiver of First Requested*  
       Recommendations of Boards, Commissions & Committees (Green)  
       Other Business (Pink)

TO: PRESIDENT AND BOARD OF TRUSTEES

FROM: Scott Niehaus, Village Manager

DATE: January 27, 2025 (COW)(B of T) February 6, 2025

TITLE: Motion to Waive Bids and Approve the Purchase of Seven (7) New Zoll X-Series Cardiac Monitors with a Five (5) Year Warranty for Each Monitor in an Amount of \$284,068.94 and Approval of an Ordinance declaring Seven (7) Old Zoll X-Series Cardiac Monitors, as Surplus and Authorizing the Sale and/or Disposal

SUBMITTED BY: Deputy Chief Nathan Gac. Chief Rick Sander

**FISCAL IMPACT:**

2025 Budget: \$400,000  
Amount of Award: \$284,068.94  
Account #: 640.840.840.73920

**BACKGROUND/POLICY IMPLICATIONS:**

The Fire Department switched to Zoll monitors in 2018 after a competitive evaluation process. The Zoll monitors have been reliable, are widely used in the industry and are compatible with the monitors used at several of our transporting hospitals. These monitors are also compatible with our AutoPulse (mechanical CPR) devices. The Village was able to use competitive contract pricing from NPPGov and the pricing includes a \$7,500 credit for trade-in value of current devices.

**RECOMMENDATION:**

Staff recommends the Village Board of Trustees approve the purchase of seven (7) Zoll X-Series Advanced Cardiac Monitors with 5 year preventative maintenance plan for \$289,068.94 and approval of the attached Ordinance declaring seven (7) old Zoll X-Series cardiac monitors as surplus.

Review (as necessary):

Village Attorney X \_\_\_\_\_ Date \_\_\_\_\_  
Finance Director X \_\_\_\_\_ Date \_\_\_\_\_  
Village Manager X \_\_\_\_\_ Date \_\_\_\_\_

NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 noon, Wednesday, prior to the Agenda Distribution.

ORDINANCE NO. \_\_\_\_\_

**ORDINANCE AUTHORIZING THE SALE AND/OR DISPOSAL  
OF MUNICIPAL OWNED PERSONAL PROPERTY**

**WHEREAS**, in the opinion of the Corporate Authorities of the Village of Lombard, it is no longer necessary or useful to or in the best interest for the Village of Lombard to retain the following described personal property:

Seven (7) Zoll X-Series Cardiac Monitors

**WHEREAS**, The Village routinely declares such type of personal property surplus and the best interest of the Village of Lombard will be served by its sale and/or disposal.

**NOW, THEREFORE, BE IT ORDAINED BY THE PRESIDENT AND BOARD OF TRUSTEES OF THE VILLAGE OF LOMBARD, DU PAGE COUNTY, ILLINOIS, as follows:**

Section 1: Pursuant to 65 ILCS 5/11-76-4, the President and Board of Trustees find the following described property:

Seven (7) Zoll X-Series Cardiac Monitors

now owned by the Village of Lombard is no longer useful or necessary to the Village of Lombard and the best interest if Lombard will be served by its trade-in to Zoll Medical Corporation, 269 Mill Road, Chelmsford, MA 01824-4105 in the amount of \$45,000 total.

Section 2: Pursuant to said 65 ILCS 5/11-76-4, the Village President and Clerk are hereby authorized and directed to sell and/or dispose of the aforementioned personal property now owned by the Village of Lombard.

Section 3: This ordinance shall be in full force and effect from and after its adoption and approval as provided by law.

Passed on first reading this \_\_\_\_\_ day of \_\_\_\_\_, 2025.

First reading waived by action of the Board of Trustees this \_\_\_\_\_ day of \_\_\_\_\_, 2025.

Passed on second reading this \_\_\_\_\_ day of \_\_\_\_\_, 2025, pursuant to a roll call vote as follows:

Ayes:

Nays:

Absent:

Approved by me this \_\_\_\_\_ day of \_\_\_\_\_, 2025.

ATTEST: \_\_\_\_\_  
**Keith T. Giagnorio**  
**Village President**

\_\_\_\_\_  
**Elizabeth Brezinski**  
**Village Clerk**



## Lombard Fire Department Memorandum

**To:** Fire Chief Rick Sander  
**From:** Deputy Fire Chief Nathan Gac  
**Date:** January 21, 2025  
**Subject:** Cardiac Monitor Replacement

### Purpose

To replace all (seven) Zoll X-series cardiac monitors in the fire department's fleet. The current monitors have reached the end of their scheduled replacement cycle of 7 years.

### Background

Cardiac monitors are a key diagnostic tool used on nearly all advanced life support (ALS) responses. The monitors are complex machines that in addition to delivering electric defibrillation to the heart; collect, interrupt and distribute vital information such as:

- Cardiac rhythms
- Blood pressure
- Blood oxygenation
- Carbon dioxide levels in respirations

Every front-line suppression vehicle and ambulance is required to carry a cardiac monitor to maintain the state licensure of ALS.

The department made the switch to the manufacturer (Zoll) for cardiac monitors in 2018 after a competitive evaluation process with several other leading manufacturers.

### Evaluation Process

The Zoll monitors have been reliable, are widely used in the industry and are compatible with the monitors used at several of our transporting hospitals. This is the same manufacturer the department uses for our AutoPulse (mechanical CPR) devices allowing the two lifesaving tools to communicate and deliver quality care.

Our members are experienced with these monitors and have received yearly training on their features and use. This level of familiarity increases our members confidence and ability to deliver quality care on emergency scenes.



## **Lombard Fire Department Memorandum**

### **Recommendation**

After evaluating the performance, training and end user satisfaction with our current version of cardiac monitors (the Zoll X-series), it is my recommendation to stay with this manufacture. Zoll has introduced a Zoll X-Series Advanced, with improved diagnostic rates for cardiac rhythm interpretation, blood oxygenation and carbon dioxide detection. This updated version has the same user interface requiring very little training for our members before placing it in service.

Purchasing all (seven) cardiac monitors at once will allow continuity across the fleet assuring that each vehicle has the same equipment which will bolster our members' familiarity and confidence as they move from vehicle to vehicle as part of their normal rotation of duties.

### **Purchasing Options**

We are able to use competitive contract pricing from NPPGov, a national cooperative procurement organization in Seattle, WA. With this pricing the total for the monitors, associated equipment and a 5-year preventative maintenance plan is \$284,068.94

The 5-year maintenance plan includes yearly calibration and software updates that are required to keep the monitor compliant with industry guidelines for diagnostic equipment. The 5-year preventative maintenance plan, in addition to the included 1-year warranty, will keep the monitors current/calibrated for a majority of their 7-year lifecycle.

#### **Potential upgrade Option:**

Zoll is in the FDA approval process for an entirely new cardiac monitor. They claim this monitor has a better user interface and increased diagnostic accuracy that contribute to improved patient outcomes. This new monitor is not currently available for review or purchase. Zoll anticipates that it "may" be available in the next 12-24 months. The condition of our current monitors and the fact that we cannot evaluate this new monitor does not allow us to wait for its availability.

To preserve the ability to purchase this new monitor when available and be fiscally responsible, it is proposed that we sign a letter of understanding with the manufacturer. This letter will allow us to review/evaluate the new monitor when it is available and upgrade if we decide that is best for our community. The letter of understanding is non-binding and allows us to turn in the relatively new Zoll X Series Advanced we are purchasing and buy the new upgraded monitor at a cost of \$16,000 per unit plus an estimated \$4,000 per unit for accessory equipment. For the department to recommend this optional upgrade, we would have to see verified data showing significant improvement in patient outcomes from the new monitor.

Staff recommends the purchase seven (7) Zoll X-Series Advanced Cardiac Monitors with the 5-year preventative maintenance plan for \$289,068.94 and entering the non-binding letter of understanding for evaluation of the not yet FDA approved new cardiac monitor in the next 12-24 months.



**ZOLL Medical Corporation**

269 Mill Road  
 Chelmsford, MA 01824-4105  
 Federal ID# 04-2711626

Phone: (800) 348-9011  
 Fax: (978) 421-0015  
 Email: esales@zoll.com

Quote No: Q-97285 Version: 6

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

ZOLL Customer No: 192780

Nathan Gac  
 630-873-4597  
 gacn@villageoflombard.org

Quote No: Q-97285  
 Version: 6

Issued Date: January 6, 2025  
 Expiration Date: March 31, 2025

Terms: NET 30 DAYS

FOB: Destination  
 Freight: Free Freight

Prepared by: Caroline Guibord  
 EMS Territory Manager  
 cguibord@zoll.com  
 (773) 425-0710

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1501418	601-2221112-01	<p><b>X Series Advanced Monitor/Defibrillator - 12-Lead ECG, Pacing, SpO2, EtCO2, BVM, NIBP, CPR Expansion Pack, Remote View</b></p> <p>Includes: TBI Dashboard, 4 trace tri-mode display monitor/ defibrillator/ printer, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5in ( 16.5cm) diagonal screen. Accessories Included: MFC cable and CPR connector, A/C power cord, One (1) roll printer paper, 6.6 Ah Li-ion battery, Operators Manual, Quick Reference Guide, and One (1)-year EMS warranty.</p> <p>Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru @ CPR artifact filtering • Interpretative 12-Lead ECG (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead OneStep ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Real BVM Help: Dashboard provides real-time ventilation feedback on both volume and rate for intubated and non-intubated patients. AccuVent Cable included. (Accuvent disposable sensors sold separately) • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo Pulse Oximetry with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. Microstream tubing set sold separately •</p>	7	\$51,622.00	\$42,330.04	\$296,310.28
2	1501418	8300-000676	<b>OneStep Cable, X Series</b>	7	\$569.00	\$466.58	\$3,266.06



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Lombard Fire Department  
 Quote No: Q-97285 Version: 6

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
3	1501418	REUSE-13-2MQ	Welch Allyn REUSE-13-2MQ Cuff, Thigh, 2-Tube, Twist Lock connector	7	\$66.00	\$54.12	\$378.84
4	1501418	REUSE-12-2MQ	Welch Allyn REUSE-12-2MQ Cuff, Lg Adult, 2-Tube, Twist Lock connector	7	\$66.00	\$54.12	\$378.84
5	1501418	REUSE-10-2MQ	Welch Allyn REUSE-10-2MQ Cuff, Small Adult, 2-Tube, Twist Lock connector	7	\$66.00	\$54.12	\$378.84
6	1501418	8000-000151	RD Rainbow SET MD20-04 EMS Patient Cable, 4ft	7	\$313.00	\$256.66	\$1,796.62
7	1501418	8000-001814	RD SET DCI Adult Reusable Sensor, 3ft	7	\$377.00	\$301.60	\$2,111.20
8	1501418	8000-000131	RD SET Pediatric CS-3 SpO2 Adhesive Sensors, 3ft (20/box)	1	\$478.00	\$391.96	\$391.96
9	1501418	8000-0580-01	Six Hour Rechargeable, SurePower II Smart Battery	12	\$1,001.00	\$820.82	\$9,849.84
10	1501418	8300-0500-01	SurePower 4 Bay Charging System including 4 Battery Charging adapters	1	\$3,453.00	\$2,831.46	\$2,831.46
11	1501418	8707-000502-01	X Series Accessory Carry Case - Printer Chute with Single Zipper	7	\$663.00	\$0.00	\$0.00
12		8778-89005-PM	Professional Defibrillators/Monitors - Preventive Maintenance - 5 Years At Time of Sale  Includes: Annual preventive maintenance, 24/7 Telephone support, general software updates, and minimum service fee waived. Shipping and use of a Service Loaner during preventive maintenance, no charge shipping.	7	\$1,625.00	\$1,625.00	\$11,375.00
13		6008-9901-61	ZOLL X Series Trade In Allowance (EMS Group)  See Trade Unit Considerations.	6		(\$7,500.00)	(\$45,000.00)

Subtotal: \$284,068.94

**Total: \$284,068.94**

Contract Reference	Description
1501418	Reflects CHM GPO NPP 2020 - Contract No. PS20200 (EXT2) contract Pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in NPP Contract No. PS20200 shall apply to the customer's purchase of the products set forth on this quote.

Trade Unit Considerations
Trade-In values valid through March 31, 2025 if all equipment purchased is in good operational and cosmetic condition and includes all standard accessories. Trade-In values are dependent on the quantity and configuration of the ZOLL devices listed on this quotation. Customer assumes responsibility for shipping trade-in equipment at the quantities listed on the trade line items in this quotation to ZOLL's Chelmsford Headquarters within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.



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Lombard Fire Department  
Quote No: Q-97285 Version: 6

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 this 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 <https://www.zoll.com/terms-and-conditions-of-sale>, for software products can be found at <https://www.zoll.com/software-legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/ExpertCare-Service-Terms>. 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 upon availability.
2. This Quote expires on March 31, 2025. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to [esales@zoll.com](mailto:esales@zoll.com) or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.

**Order Information (to be completed by the customer)**

Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

Yes PO Number: \_\_\_\_\_ PO Amount: \_\_\_\_\_  
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

**Lombard Fire Department**

Authorized Signature:

\_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_