



Orting Valley Fire and Rescue

Pierce County Fire District 18
P.O. Box 386 Orting, WA 98360
Phone: (360) 893-2221 Fax: (360) 893-8524

Resolution 2018-026

A RESOLUTION BY THE BOARD OF FIRE COMMISSIONERS OF PIERCE COUNTY FIRE PROTECTION DISTRICT NO. 18. WAIVING COMPETITIVE BIDDING REQUIREMENTS FOR THE PURCHASE OF X SERIES® DEFIBRILLATORS.

WHEREAS, the District desires to purchase X Series® Defibrillators (the "Equipment");

WHEREAS, the District is aware that similar products to the Equipment are available, but the District has determined that the Equipment identified above is the only product to fully meet the needs of the District because it is the only available defibrillator that includes an electrocardiogram monitor that offers real time CPR feedback directly on the device, which is an integral part of the District's CPR program and documented in the letter attached as **Exhibit A**;

WHEREAS, under RCW 52.14.110 and RCW 39.04.280, the District may waive competitive bidding requirements applicable to purchases of goods and services if such purchases are clearly and legitimately limited to a single source of supply (a "Sole Source Contract");

WHEREAS, the Equipment is only sold to agencies in the State of Washington by the manufacturer, namely ZOLL® Medical Corporation (the "Manufacturer"), such that the process of competitive bidding, obtaining quotes, or use of vendor lists would be futile; and

WHEREAS, the Board finds that a sole source contract is justified in this instance.

NOW, THEREFORE BE IT HEREBY RESOLVED, that because the Equipment is clearly and legitimately limited to a sole source of supply, the District waives the competitive bidding requirements and may purchase the Equipment directly from the Manufacturer.

Adopted this 18th day of December 2018.


Shawn Mahoney-Commissioner Chair


Margaret O'Harra Buttz-Commission Vice Chair


Arlene Dannat-Commissioner

Tom Marino-Commissioner


Kevin Gorder-Commissioner

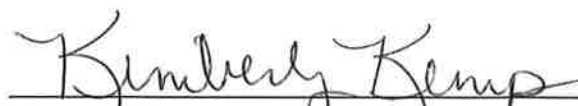

Kimberly Kemp-District Secretary

Exhibit "A"

ZOLL

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

November 29, 2018

Zane Gibson
Orting Valley Fire & Rescue
401 Washington Avenue SE
Orting, WA 98360

Dear Zane,

We appreciate your selection of ZOLL® products for Orting Valley Fire & Rescue. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series® Defibrillators for the EMS Market. ZOLL® or Amy Turley, EMS Territory Manager, will not sell an X Series® Defibrillator to Orting Valley Fire & Rescue, through any vendor or dealer.

Should you have any questions or require additional information please contact me at 800-348-9011 x 9439

Sincerely,
Jody Podgurski
Jody Podgurski
Local Contracts Specialist

ZOLL X Series Justification



The attached document will provide the necessary justification, illustrating how the ZOLL X Series is highly specialized and uniquely qualified to address the needs of your organization.

Clinically

Only defibrillator that has Real CPR-help

A dashboard for CPR feedback that provides real-time quantitative data showing rate and depth numbers (beats/minute and inches of depth), release, and perfusion performance.

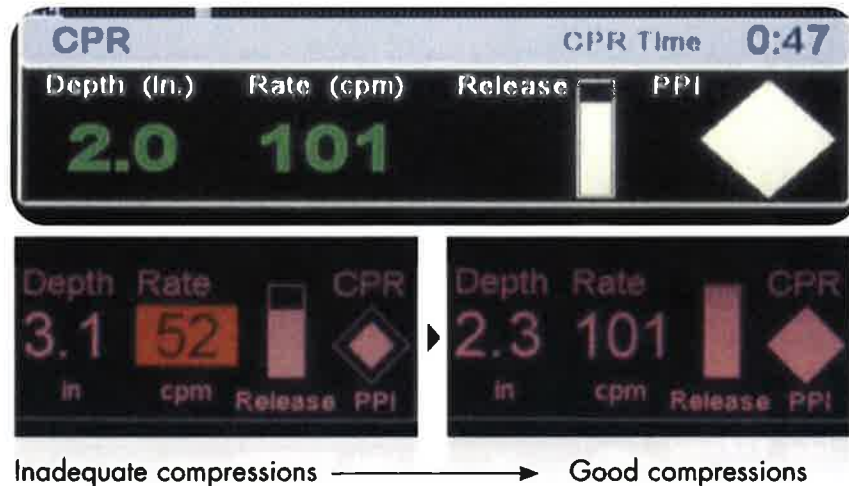


Exhibit "A"

Depth Display	The X Series provides real time measurement of depth of compressions so providers can make sure they adhering to CPR guidelines set forth by the American Heart Association.
Rate Display	The X Series provides real time measurement of rate of compressions so providers can make sure they adhering to CPR guidelines set forth by the American Heart Association.
Interruption Timer	Notifies the provider of idle time so he/she can get back on the chest and perform CPR
CPR Timer	Provider can see how long he or she is on the chest
Full Release Display	American Heart Association Guidelines call for full chest recoil. Only the X Series can provide this feedback.
Perfusion Indicator	An indicator to show that the provider is providing quality consistent compressions to perfuse the heart and brain.
Prompts on Depth	Feedback will tell provider to push harder during CPR compressions. This is extremely helpful when the medic is in a position where the screen is not viewable

The ZOLL X Series is also the only defibrillator to have See-Thru CPR

This will allow the paramedic to filter out compression artifact on the ECG monitor so that they can see the underlying heart rhythm during CPR thereby reducing the duration of pauses in compressions.

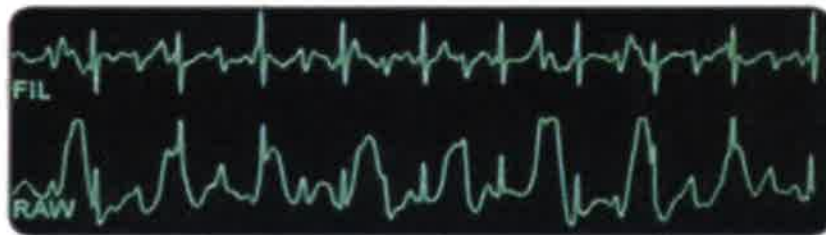
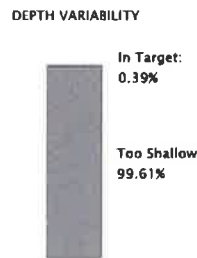
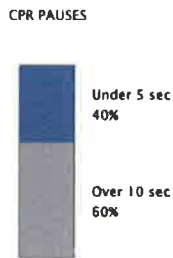
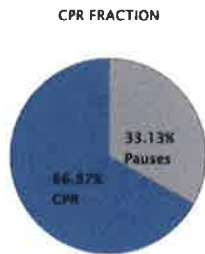


Exhibit "A"

ZOLL's CPR Report Card



LONGEST PAUSES
20.0 Seconds / Time: 02:52
13.0 Seconds / Time: 02:08
11.0 Seconds / Time: 01:01

	PRE-SHOCK	POST-SHOCK
Total shocks 1	Average 3.0 Seconds	Average 3.0 Seconds
Shortest	3.0 Seconds	3.0 Seconds
Longest	3.0 Seconds	3.0 Seconds

Exhibit "A"

ZOLL's Clinical Superior Rectilinear Biphasic Waveform

All biphasic waveforms are not superior to monophasic waveforms. The fact is, only the ZOLL RBW has demonstrated statistical clinical superiority to monophasic waveforms in the following area **Superiority for the Conversion of Ventricular Fibrillation, Superiority for Long-Duration Ventricular Fibrillation and Superiority for Cardioversion of Atrial Fibrillation**

ZOLL's Clinical Superior Rectilinear Pacing Waveform

The efficacy of the ZOLL pacing waveform is different from other devices because the waveform is different. ZOLL is still the only external pacing manufacturer that uses a 40 msec, constant current pacing pulse. This provides the foundation for increased capture rate at lower levels of current. Recently, other companies have introduced a 40 msec pacing pulse, but they still do not use a constant current design, and have not presented any clinical data. ZOLL remains the only company with clinical evidence to support the superior performance of a 40 msec rectilinear pacing pulse.

The Full Masimo Rainbow® SET Technology Platform

The ZOLL X Series is the first and only pre-hospital monitor/defibrillator to feature the full Masimo® rainbow SET® Technology Platform. It delivers answers to key blood, fluid, and oxygenation questions so you can make the best call for your patients.

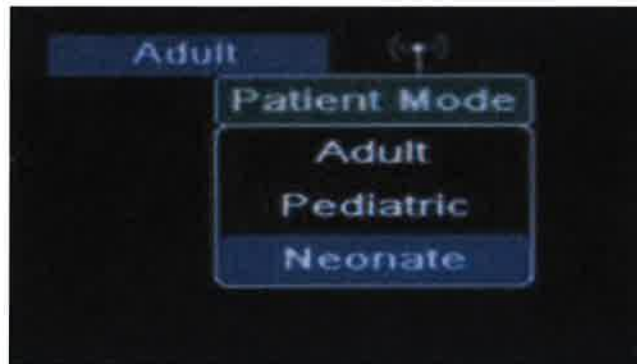
Parameter	Description
Total Hemoglobin (SpHbTM)	Real-time noninvasive monitoring of hemoglobin, a key component in oxygen-carrying capacity
Oxygen Content (SpOCTM)	A more complete picture of patient's oxygenation status by evaluating the combination of oxygen saturation (SpO ₂) and total hemoglobin (SpHb)
Pleth Variability Index (PVITM)	A measurement that may help clinicians noninvasively and continuously assess fluid status of patients
Perfusion Index (PI)	A noninvasive measure of peripheral perfusion

Exhibit "A"

Welch Allyn's Rapid non-invasive blood pressure

Welch Allyn is considered the gold standard for accurate blood pressure readings. X Series is the only defibrillator that synchronizes the patient's ECG R wave with the NIBP algorithm, providing the NIBP algorithm critical information on the patient's pulse wave, which allows the algorithm to remove the artifact and improve the NIBP measurement accuracy. Additionally, quick blood pressures upon inflation in 15 seconds minimizes patient discomfort. Only ZOLL offers the capability of getting a reading upon inflation.

Patient-Specific Settings Select the mode- Adult, Pediatric, or Neonate
Patient-Specific Settings: Select the mode—Adult, Pediatric, or Neonate—and the alarm thresholds and energy levels will automatically adjust.



Pediatric Real CPR Help

Like the Adult setting the ZOLL X Series will provide A dashboard for CPR feedback that provides real-time quantitative data showing rate and depth numbers (beats/minute and inches of depth), release, and perfusion performance.

Exhibit "A"

Up to 4 clinical tracings on the screen

View up to four clinical waveforms of your choice with the ZOLL X Series



Exhibit "A"

The X Series is the only device with 12-Lead Real-Time display

Highly validated interpretive algorithm with a diagnostic display and printout



Dynamic and Static 12-lead

Unstable patients call for extraordinary vigilance. Substantial ST changes can occur between the initial transmission and arrival at the hospital.⁴ The Split-Screen View keeps medics on top of the situation by displaying the real waveform next to one that was previously acquired.

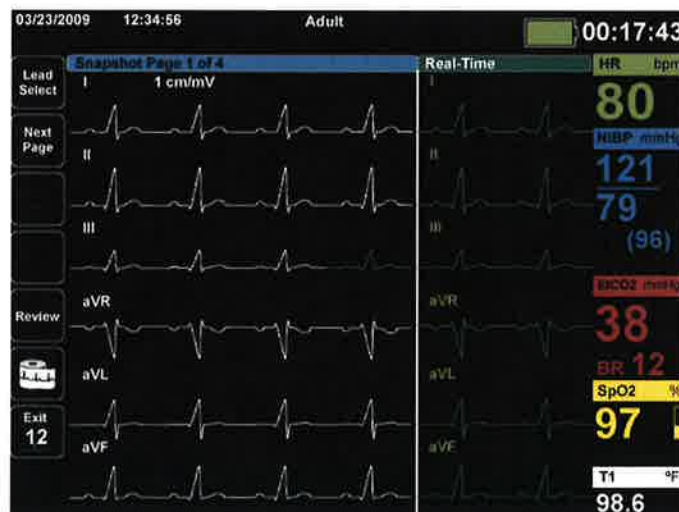


Exhibit "A"

ZOLL's Resuscitation Screen View

You get unequalled support for CPR. Display CPR Dashboard along with the real-time depth and the filtered ECG that See-Thru CPR provides.



AED mode for children under 8 years of age

The X Series monitor is the only monitor that provides a AED mode for children under the age of 8.

ZOLL's Snapshot feature

This unique ZOLL X Series feature allows you to capture a 24 second snapshot of waveforms and clinical values with a push of the bottom. The snapshot feature captures 12 seconds of clinical data prior to the snapshot and 12 seconds post clinical data.

Operationally

Smallest, lightest monitor on the market

The X Series is about ½ the size and weight as the competitors at 11.7 pounds.

Most durable monitor

Driven by requirements from air transport and field military operations, the X Series raises the bar for durability. It complies with standards requiring normal operation following multiple drops from a height of 6.5 feet (2 meters).

Longest running battery

The lithium-ion SurePower II battery delivers six hours of continuous run time with all parameters running. No other battery can last as long.

Exhibit "A"

Integrated WiFi / Bluetooth, USB 2.0 and Ethernet

The X Series simplifies transmission and is the only device that offers integrated WiFi, USB 2.0 and Ethernet. Its standard communication package makes wires, cables, and "dongles" a thing of the past. It is the first monitor to integrate WiFi, Bluetooth, and USB capabilities as part of the standard communication package.

An industry-best ingress protection rating of IP55

An industry-best ingress protection rating of IP55 means no other monitor is protected from dust particles and water like the X Series.

The greatest amount of built-in event memory

The X Series is designed with electronic charting in mind. It redefines what a monitor should send to the patient record. The built-in memory ensures a complete patient record is transmitted by capturing 24 hours of event (ECG and vital signs) or trend data, and up to 1,000 timestamped events. No other device even comes close to this.

Bidirectional Communication

The X Series allows for easy updates from ZOLL's RescueNet 12 lead program to be sent to the X Series monitors over wireless network...no more manually programming monitors with hospital fax numbers or email address.

No special hardware is required to use ZOLL's QAQI free software

Conduct post-event analysis in support of QA, training, and documentation programs with this unparalleled software tools.

Integrated Defibrillation / CPR Help pads that are Pre-connected

ZOLL is the only manufacture to offer pre-connected CPR Stat-padz for monitoring, pacing, defibrillation, and Real CPR Help. No fumbling around with connectors or secondary devices to help with CPR.

Administratively

Little or no training on the new ZOLL product

With the departments 10 year with ZOLL...little or no additional training will be needed. No new settings and no new protocols to remember! Which will make for a simple and easy conversion from the ZOLL E Series to ZOLL X Series.

No real change over in disposables supplies

With almost all the same disposables currently being utilized the X Series will allow for a simple conversion with little or no wasted disposables.

No cost 12 lead solution for the department

ZOLL is unique in that it doesn't charge for its 12 lead solution. Efficient management of acute myocardial infarction (AMI) has tremendous implications for patients, doctors, hospitals, and communities. The more quickly an AMI can be recognized, classified, and treated, the greater the opportunity to save heart muscle, improve patient outcomes, and prevent long-term disability, not to mention control costs. Efficient management impacts reimbursement and hospital revenue. Key to effective management is the 12-lead ECG, which enables rapid diagnosis and classification of the MI as STEMI (ST-elevation myocardial infarction) or non-STEMI.

No subscription cost per monitor to transmit 12 Lead ECG's

Not only does ZOLL not charge for the above mentioned service... there is also no subscription charge per monitor like other manufactures.

No cost 12 lead receiving station for the local hospital

Another benefit that only ZOLL offers is a no cost 12 lead solution for your local hospitals

No change in resuscitation protocols

Your department and local hospitals have been successful in its resuscitation efforts. Continuing with ZOLL...no new resuscitation protocols will have to be developed, learned and executed in the field.

No cost clinical training and support

ZOLL offers free training and clinical support as needed to the department.

Exhibit "A"

IT support of data movement from the X Series

No cost sales engineering set up and support of data movement
Newest monitor on the market.

As a medical device these options and accessories are company specific. ZOLL has applied for, and is the only company to have received, the necessary clearances. Consequently, ZOLL Medical is the only source from whom these capabilities are available. Feel free to contact me directly should you have any questions or need additional information.

Sincerely,

Mike Borkowski
ZOLL Medical Corporation

Exhibit "A"

Thank you for your interest in the ZOLL® X Series monitor/defibrillator. ZOLL Medical Corporation is the sole manufacturer and distributor the X Series product line. The X Series has numerous features that **no other cardiac monitor** on the market today can offer in the following areas:

Clinically

- Real CPR Help®
- See-Thru CPR®
- Pediatric CPR Feedback
- Pediatric AED capabilities
- CPR Report Card
- Rectilinear Biphasic Waveform
- Noninvasive pacing
- The Full Masimo Rainbow® SET Technology Platform
- Advanced Parameters
- Welch Allyn's Rapid non-invasive blood pressure
- Patient-Specific Settings Select the mode- Adult, Pediatric, or Neonate
- Pediatric Real CPR Help
- Up to 4 clinical tracings on the screen
- The X Series is the only device with 12-Lead Real-Time display
- Dynamic and Static 12-lead
- ZOLL's Resuscitation Screen View
- AED mode for children under 8 years of age
- ZOLL's Snapshot feature

Operationally

- Smallest, lightest monitor at ½ the size and weight as the competitors
- Most durable monitor
- Longest running battery
- Integrated WiFi / Bluetooth, USB 2.0 and Ethernet
- An industry-best ingress protection rating of IP55
- The greatest amount of built-in event memory
- Bidirectional communication
- No special hardware is required to use ZOLL's QAQI software
- Integrated Defibrillation / CPR Help pads
- Preconnected CPR Stat-padz® for monitoring, pacing, defibrillation, and Real CPR Help®
- Compatibility with ESO

Exhibit "A"

Administratively

- No cost software updates
- No cost eLearning with 2hrs cardiac CE
- No cost 12 lead solution for the department
- No cost 12 lead receiving station for the local hospital
- No subscription cost per monitor to transmit 12 Lead ECG's
- No cost Code Review, no limit subscriptions
- No cost Case Review Basic, CPR report cards, with immediate debrief
- Voice Recording, for QA/AI playback
- No change in resuscitation protocols
- No cost clinical training and support
- No cost sales engineering set up and support of data movement
- Remote asset and testing
- Newest monitor on the market

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