



## Travis County Commissioners Court Agenda Request

**Meeting Date:** October 2, 2012

**Prepared By/Phone Number:** Loren Breland, 854-4854

**Elected/Appointed Official/Dept. Head:** Cyd Grimes

**Commissioners Court Sponsor:** Judge Biscoe

**Agenda Language:** Consider and take appropriate action for the following items.

A. Approve order exempting the purchase of patient cardiac monitors/defibrillators for Starflight from Zoll Medical Corporation, from the competitive procurement process pursuant to section 262.024(a)(7)(A) of the County Purchasing Act.

B. Pursuant to Section 263.152 of the Texas Local Government Code, declare Physio-Control LifePak 12 cardiac monitors as surplus property and authorize same as trade-in on new equipment.

➤ **Purchasing Recommendation and Comments:** Purchasing concurs with department and recommends approval of requested action. This procurement action meets the compliance requirements as outlined by the statutes.

The Travis County Commissioners Court approved the purchase of new patient cardiac monitors/defibrillators during the FY13 budget process. These new patient cardiac monitors will replace the current Physio-Control LifePak 12 monitors originally purchased by Travis County in 2008. Zoll Medical Corporation is the sole manufacturer and distributor for Zoll X-Series monitor/defibrillators. These new monitors offer significant improvements over the older model with reduced maintenance, weight and size.

Zoll is offering trade-in allowances for the current monitors and ventilators. Zoll is offering \$3,000.00 trade-in for each LifePak unit. The current Physio-Control LifePak 12 monitors have Travis County asset numbers 123586, 123587 and 123588.

AGENDA REQUEST DEADLINE: All agenda requests and supporting materials must be submitted as a pdf to Cheryl Aker in the County Judge's office, [Cheryl.Aker@co.travis.tx.us](mailto:Cheryl.Aker@co.travis.tx.us) by Tuesdays at 5:00 p.m. for the next week's meeting.

➤ **Contract-Related Information:**

Award Amount: Zoll - \$155,575.25

Contract Type: One time purchase.

➤ **Funding Information:**

Funding Account(s): 1598000001

Comments: Funded from FY13 budget.

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**ORDER EXEMPTING  
PURCHASE OF ZOLL MEDICAL CORPORATION X SERIES  
DEFIBRILLATORS  
FROM REQUIREMENTS OF THE COUNTY PURCHASING ACT**

WHEREAS, the Commissioners Court of Travis County, Texas has received a Sole Source Justification from Starflight and an Affidavit of Single Source sworn and submitted by the Purchasing Agent in accordance with TEXAS LOCAL GOVERNMENT CODE, 262.024 (a) (7) (A) and

WHEREAS, based on the evidence presented, the Commissioners Court of Travis County, Texas finds that there is only one source available for the purchase of Zoll Medical Corporation X Series Defibrillators.

NOW, THEREFORE, the Commissioners Court of Travis County, Texas hereby orders that the purchase of Zoll Medical Corporation X Series Defibrillators is exempt from the requirements of the County Purchasing Act because it is a contract for the purchase of an item that can be obtained from only one source.

Signed and entered this \_\_\_\_ day of \_\_\_\_\_, 2012.

\_\_\_\_\_  
Samuel T. Biscoe, County Judge  
Travis County, Texas

\_\_\_\_\_  
Ron Davis  
Commissioner, Precinct 1

\_\_\_\_\_  
Sarah Eckhart  
Commissioner, Precinct 2

\_\_\_\_\_  
Karen Huber  
Commissioner, Precinct 3

\_\_\_\_\_  
Margaret Gomez  
Commissioner, Precinct 4

September 24, 2012

TO: Commissioners Court  
Travis County, Texas

SOLE SOURCE ACQUISITION OF ZOLL MEDICAL CORPORATION X SERIES  
DEFIBRILLATORS

I CERTIFY THAT THE PURCHASE OF ZOLL MEDICAL CORPORATION X Series defibrillators for Travis County constitutes a sole source procurement, and is only available through Zoll. I, therefore, find that this is a sole source purchase pursuant to V.T.C.A. Local Government Code 262.024 and is to be entered into the Commissioners Court minutes.

This statement is submitted pursuant to V.T.C.A. Local Government Code 262.024 and is to be entered into the Commissioners Court minutes.

Cyd V. Grimes, C.P.M.  
Travis County Purchasing Agent

APPROVED ( )      DISAPPROVED ( )

BY COMMISSIONERS COURT ON \_\_\_\_\_  
(DATE)

\_\_\_\_\_  
(COUNTY JUDGE)



Travis County  
**STAR Flight**



7800 Old Manor Road  
Austin, TX 78724  
[www.starflightrescue.org](http://www.starflightrescue.org)

**Dispatch 1-800-531-STAR**  
Administration (512) 854-6464  
Fax (512) 854-6466

**Date:** September 21, 2012  
**To:** Cyd Grimes, Purchasing Agent  
**Through:** Danny Hobby, Executive Manager, Emergency Services  
**From:** Casey Ping, Program Director  
**Subject:** **STAR Flight** Patient Cardiac Monitors

The Travis County Commissioners Court approved the purchase of new patient cardiac monitors / defibrillators (Zoll X-Series) during the FY13 budget process. These new patient monitors will replace our current cardiac monitors (Physio-Control LifePak12) which were purchased after their lease expiration in 2008. These new monitors offer significant improvements over the older model with current patient treatment technology and monitoring, reduced maintenance cost and failure rate, and reduced weight and size.

The current bid includes the trade in of the current Physio-Control monitors. The current monitors have Travis County Asset numbers 123586, 123587 and 123588.

We need Commissioners Court approval to trade the current monitors in for the purchase of the new monitors. Zoll Medical is the sole-source provider for the new monitors and is offering \$3000 trade-in for each LifePak unit.

Please let us know if you have any questions

Casey



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

September 4, 2012

Loren Breland  
Travis County Star Flight  
700 Lavaca St., Suite 800  
Austin, TX 78701

Dear Loren Breland:

We appreciate your selection of ZOLL® products for Travis County Star Flight. 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 Ryan Grulke, EMS Territory Manager, will not sell an X Series® Defibrillator to Travis County Star Flight through any vendor or dealer.

Should you have any questions or require additional information please contact me at 800-348-9011 x 9568.

Sincerely,

A handwritten signature in blue ink that reads "Elizabeth McCaughey". The signature is written in a cursive, flowing style.

Elizabeth McCaughey  
Contracts & Bids Manager

## 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.

### **1. X Series is the smallest and lightest vital signs monitor/defibrillator**

Reducing size, weight and cube is critical to your success. X Series is the only device that is up to 66% smaller than other defibrillator/monitors. The ZOLL X Series is up to 43% lighter than other defibrillator/monitors.

### **2. X Series is the only defibrillator that has been designed and tested to Military Standards to meet the rigors of use in austere environments.**

**2a. X Series is the only defibrillator that has passed the most stringent environmental protection from water and sand ingress to a level of IP55.**

During EMS use, water and sand can interfere with the operation of a medical device. X Series is the only critical care monitor/defibrillator to pass the IEC 60529 water and sand ingress testing and has achieved a level of IP55 protection, which protects the device from jets of water sprayed on all sides without any cables or connectors attached. X Series is only defibrillator that has passed the ingress protection of very fine sand to a level of IPx5.

**2b. X Series is the only defibrillator that has passed the Military Standard MIL STD 810G for Shock protection**

To ensure reliable operation in the most challenging EMS environments, X Series is the only defibrillator that has passed a 75 G shock test as tested per MIL STD 810G, Method 516.6.

**2c. X Series is the only defibrillator that has passed the Military Standard MIL STD 810G for Drop protection**

To ensure reliable operation in the most challenging EMS environments, X Series is the only defibrillator that has passed a 26 sided drop test from one meter as tested per MIL STD, Method 516.6. In addition, X Series is the only device that has passed a 2 meter drop test, as per the IEC 60601 drop test.

**3. X Series has been uniquely designed and tested to function in the most austere EMS environments.**

**3a. X Series is the only defibrillator that can operate over the widest temperature range.**

X Series is the only defibrillator that can operate continuously over a range from 0° C to 50° C. X Series is also the only defibrillator that can operate from -26° C to 60° C for 6 hours, as tested per MIL STD 810G.

**3b. X Series has the longest operating time from a single battery.**



X Series can continuously monitor more physiological parameters for a longer time from a single battery, than any other defibrillator. Each X Series battery will continuously monitor ECG, pulse oximetry, EtCO<sub>2</sub>, three channels of invasive pressures, two channels of temperature and non-invasive blood pressure every 15 minutes for 6 hours. X Series is the only defibrillator that can operate for 6 hours from one battery and still provide AC backup capability. The X Series battery is hot swappable, allowing the user to remove the battery without losing data or monitor settings.

### **3c. X Series has the fastest recharge rate than other defibrillators**

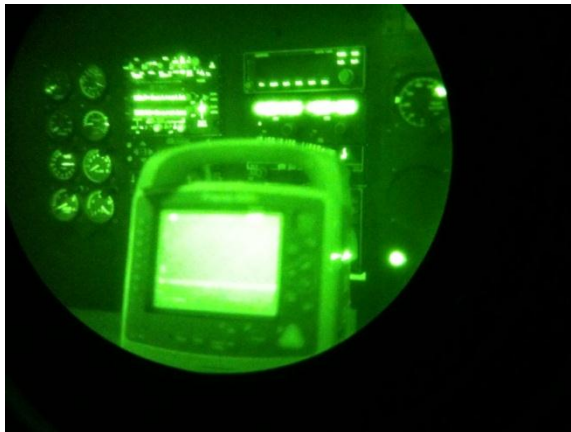
X Series is the only defibrillator that can recharge a low battery within 4 hours, while the device is being operated. This will provide continuous operating power to your EMS team, allowing them to take fewer batteries on a call.

### **3c. X Series has the smallest and lightest airworthy auxiliary AC power supply and battery charger.**

Reducing equipment size, weight and cube is critical in EMS. X Series auxiliary AC power supply and battery charger is up to 84% lighter (over 5 lbs. lighter) and up to 97% smaller (over 500 cubic inches smaller) than other defibrillators.

### **3d. X Series is the only device with a high contrast and NVG "Friendly" Display.**

X Series is the only device that has a high contrast display allowing the user to quickly change from a normal display to a high contrast display- allowing the user to view the waveforms and numerics in bright sunlight. In addition, X Series is the only device that will allow the user to quickly enter a night vision goggle (NVG) "friendly" display mode. This NVG display mode will improve night flight Ops safety, by not impairing the Pilot or other member's NVG vision during night missions.



**4. X Series is the only defibrillator that has been uniquely designed with the clinical features to help EMS providers treat patients safely and accurately.**

**4a. Only defibrillator has the capability of treating neonate to adult patients.**

X Series is the only defibrillator that is FDA cleared to treat neonate patients for defibrillation and Non-invasive blood pressure monitoring. This will allow the clinician to treat all patient populations from one device.

**4b. Only defibrillator with User Selectable patient modes**

X Series is the only defibrillator that will allow the user to quickly select a patient mode (Adult, Peds, Neonate), which will automatically set the default parameters for key operating functions (i.e. alarms, NIBP cuff inflation pressure, initial defibrillation energy, etc.)

**4c. Only defibrillator with Motion tolerant, FAST, EMS tested NIBP**

X Series is the only defibrillator that synchronizing the patients ECG R wave with the NIBP algorithm, providing the NIBP algorithm

critical information on the patients pulse wave, which allows the algorithm to remove the artifact and improve the NIBP measurement accuracy. X Series is also the only defibrillator that will take a blood pressure in 15 seconds, while other devices typically take over 45 to 60 seconds to obtain a measurement.

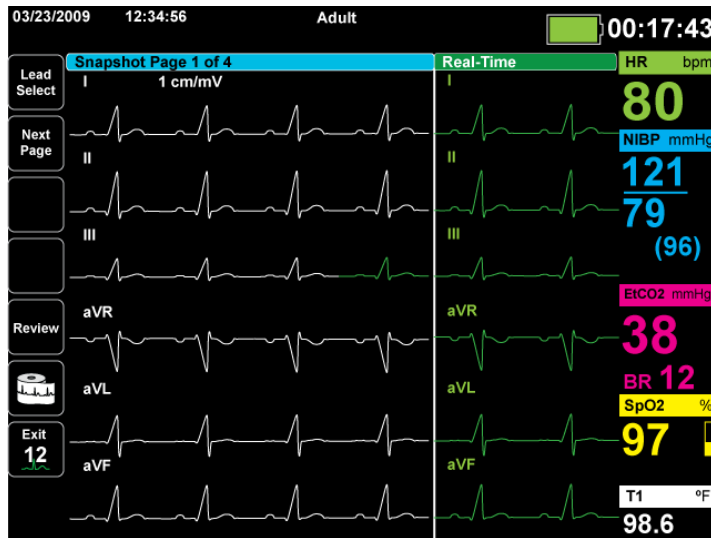
#### **4d. Only defibrillator with the option of three invasive pressure channels.**

X Series is the only defibrillator that can monitor 3 invasive pressures. X Series will allow clinicians to continue to monitor the patient's Art line, CVP and ICP simultaneously. By integrating a 3<sup>rd</sup> Invasive Pressure into X Series, this can reduce the need to carry additional equipment, saving weight and size.



#### **4e. Only device with Diagnostic 12-Lead Real-Time display**

X Series is the only defibrillator that provides the ability to view the recently acquired 12-Lead and the corresponding real-time ECG on the same display, allowing the clinician to compare the current 12-Lead waveforms from any stored 12-Lead.



#### 4f. Hyper and Hypothermic Temperature measurement capability

X Series has the widest measurement range compared to other defibrillators. X Series can accurately measure patient temperatures from 32° F to 122° F (0° C to 50° C). Some devices do not have the capability of measuring temperature or cannot measure patient temperatures greater than 113° F. X Series is the only device that provides the clinician with valuable lifesaving information for hypo and hyperthermic patients. Without the ability to monitor the patients with extreme temperatures, the patient's diagnosis could be mismanaged. X Series is capable of monitoring two temperature channels, where some defibrillators do not have this capability. X Series can also automatically calculate and display the differential temperature measurements between the two temperature channels (T1 – T2), allowing the clinician to monitor the differential temperature between the patient's core and distal temperature. This can be important for properly managing the severe extremity injuries being found in trauma patients.

#### **4g. Only device that has both an ECG display and chart recorder sweep speed of 50 mm/sec**

To assist the clinician in properly diagnosing tachycardia patients, X Series is the only defibrillator with a monitor capable of allowing the operator to view traces at either 25mm or 50mm / sec ECG sweep speed. X Series is also the only defibrillator capable of allowing the operator to quickly select either 25 mm or 50 mm/sec print speed, directly from the ECG display.

#### **4h. EtCO<sub>2</sub> accurately measures elevated CO<sub>2</sub> patients**

X Series offers end-tidal carbon dioxide Microstream® monitoring for continuous monitoring of both intubated and non-intubated patients of all ages (neonate to adult). The American Heart Association, in 2010, stated that use of capnography to monitor endotracheal tube placement is a Class I recommendation. Additionally, this parameter allows continuous monitoring of the progress of resuscitation and provides a secondary indicator of CPR quality and ventilation. X Series offers the widest CO<sub>2</sub> measurement range than any other defibrillator. X Series can measure from 0 to 150 mmHg, allowing the clinician to accurately measure patients with elevated CO<sub>2</sub> levels (i.e. some drug overdose patients). Other defibrillators stop reading at 99 mmHg.

**4i. Only defibrillator that is compatible with most ZOLL defibrillators and Propaq Monitors accessories**

X Series has been designed to be backwards compatible with ZOLL defibrillator accessories currently in use and all the Propaq monitors. This compatibility will also allow the user to conserve expenses not having to inventory redundant accessories and consumables.

**4j. Only defibrillator that has clinical documentation of achieving the highest transcutaneous pacemaker capture rates and using the lowest average current to obtain capture.**

X Series is the only defibrillator that has published data documenting the highest average capture rates (80% - 95%), as well as being able to obtain capture using the lowest average current (40 to 50 mA).