



ANTHONY C. MARRONE
FIRE CHIEF
FORESTER & FIRE WARDEN
"Proud Protectors of Life,
the Environment, and Property"

**COUNTY OF LOS ANGELES
FIRE DEPARTMENT**

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October 22, 2024

ADOPTED

BOARD OF SUPERVISORS
COUNTY OF LOS ANGELES

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, California 90012

48 October 22, 2024

Dear Supervisors:

EDWARD YEN
EXECUTIVE OFFICER

APPROVAL OF SOLE SOURCE ACQUISITION OF 240 ZOLL X SERIES ADVANCED CARDIAC MONITORS/DEFIBRILLATORS (ALL DISTRICTS) (3 VOTES)

SUBJECT

The Consolidated Fire Protection District of Los Angeles County (District) is requesting Board of Supervisors' (Board) approval for the sole source acquisition of 240 ZOLL X Series Advanced monitors/defibrillators, accompanying software subscriptions, service plans, batteries, peripherals, and accessories.

IT IS RECOMMENDED THAT THE BOARD ACTING AS THE GOVERNING BODY OF THE CONSOLIDATED FIRE PROTECTION DISTRICT OF LOS ANGELES COUNTY

1. Approve the District's request and authorize the Internal Services Department (ISD), as the County's Purchasing Agent, to proceed with the sole source acquisition for the District, at an approximate cost of \$9.8 million, including sales tax.
2. Find that this purchase is exempt from the provisions of the California Environmental Quality Act (CEQA).

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION

Approval of the recommended actions will allow the District to maintain state-of-the-art equipment to protect lives, deliver effective emergency care, and improve patient outcomes while providing life safety services. Upgrading from the District's current ZOLL X Series monitors/defibrillators to the ZOLL X Series Advanced monitors/defibrillator addresses several critical challenges and ensures the

District can provide the highest quality of Emergency Medical Services (EMS). The ZOLL X Series Advanced monitor/defibrillator offers real-time monitoring, cardiopulmonary resuscitation (CPR) feedback, advanced defibrillation, pacing, vital sign trending, tidal volume feedback, and telemetry capabilities. The ZOLL X Series Advanced monitor/defibrillator also allows for interoperability of defibrillation pads, peripheral devices, and data sharing across devices used by the District and other County departments. This purchase includes the procurement of the following equipment:

- 240 ZOLL X Series Advanced monitors/defibrillators.
- 240 Case Review Premium (CRP) subscriptions. CRP is a suite of hosted software used to alert the District's quality improvement teams when there are potential training or delivery of care issues. CRP has become an integral part of how the District provides feedback to the field, responds to statements of concern from regulators or hospitals, and conducts system research.
- 240 ZOLL Worry-Free five-year service plans. The Worry-Free service plan offered by ZOLL includes annual preventive maintenance, discounts on new cables and parameter upgrades, battery replacement upon failure, and accidental damage coverage.
- 480 ZOLL SurePower batteries. These rechargeable lithium batteries include a runtime indicator, automatic calibration capability, and storage history of use and maintenance.
- Peripherals/Accessories: Blood pressure cuffs, cables, EtCO2 sensors, etc.

Implementation of Strategic Plan Goals

Approval of the recommended actions is consistent with the County's Strategic Plan North Star 3.G. Internal Controls and Processes, by continually maximizing revenue, managing, and maximizing County assets, measuring impact and effectiveness of our collective efforts, and enhancing County's fiscal strength through long-term planning. ZOLL has the specialized experience and tools to provide this service effectively, efficiently, and in a responsive manner that will support the District in meeting this goal.

FISCAL IMPACT/FINANCING

The District, as a Special District, is funded independently from the County's General Fund, and relies primarily on property tax revenue to provide essential fire protection and life safety services. Sufficient funding is available in the District's FY 2024-25 Final Adopted Budget for this purchase.

There is no impact to net County cost.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS

In 2013, the District responded to 329,119 EMS calls. In 2023, the District responded to 449,354 EMS calls, representing an approximate increase of 120,000 calls or about 36 percent. This increase has taken a toll on the District's EMS equipment, especially the cardiac monitors/defibrillators, which are used on almost every call for service. The District has been able to replace approximately 20 percent of the aging devices; however, the remaining devices are nearing the end of their lifecycle and have incurred an increased rate of repairs and out-of-service time.

Only ZOLL monitors/defibrillators provide real-time CPR feedback (compression depth, rate, metronome, and release velocity) and "see-through CPR" which allows paramedics to review cardiac

rhythm without interrupting chest compressions. Through this program, the Fire Department has achieved best-practice cardiac arrest resuscitation, and no other cardiac monitor/defibrillator would allow for continuity of this program. No other vendor is authorized to sell or service ZOLL products, and thus a sole source commodity purchase is required.

Approval of the recommended actions will allow the District to purchase and implement the latest generation of cardiac monitor/defibrillator devices and software. The new devices and software will feature real-time data transfer capabilities, improved diagnostic accuracy, enhanced ease of use, and will integrate seamlessly with the District's current electronic Patient Care Record (ePCR) system. Data from the cardiac monitor/defibrillator is captured and shared within the ePCR and packaged for review by hospitals and quality improvement teams.

As this is a commodity purchase via ISD, a Sole Source Board notification and the Sole Source checklist are not required.

ENVIRONMENTAL DOCUMENTATION

This acquisition will not have a significant effect on the environment and, therefore, is exempt from CEQA, pursuant to Section 15061 (b)(3) of the CEQA Guidelines.

CONTRACTING PROCESS

The District has worked with ZOLL to maintain its current Master Agreement (MA) pricing and arrange for a buy-back of existing devices as stipulated in the MA. Using the established pricing, the devices will be purchased at an almost 40 percent discount from the retail price and the District's current ZOLL devices will be returned to ZOLL via buy-back.

This will be a commodity purchase under the statutory authority of the County's Purchasing Agent. The purchase will be requisitioned through and accomplished by the County's Purchasing Agent in accordance with the County's purchasing policies and procedures.

IMPACT ON CURRENT SERVICES (OR PROJECTS)

Approval of the recommended actions will greatly enhance the District's ability to protect lives in a safe, efficient, and cost-effective manner.

CONCLUSION

Upon approval by your Honorable Board, please instruct the Executive Officer of the Board to return the adopted stamped Board Letter to the following:

Consolidated Fire Protection District of Los Angeles County
Executive Office - Business Operations
Attention: Marissa Martin Jensen, Administrative Services Manager II
1320 North Eastern Avenue
Los Angeles, CA 90063
Marissa.MartinJensen@fire.lacounty.gov

The Honorable Board of Supervisors

10/22/2024

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Internal Services Department
Purchasing and Contracts Services
Attention: Gerald Plummer, Division Manager
1100 North Eastern Avenue, Suite 102
Los Angeles, CA 90063
GPlummer@isd.lacounty.gov

The District's contact can be reached at (323) 881-6173.

Respectfully submitted,

A handwritten signature in blue ink that reads "Anthony C. Marrone". The signature is written in a cursive style with a large initial 'A' and a long, sweeping tail on the 'e'.

ANTHONY C. MARRONE

FIRE CHIEF

ACM:cs

c: Chief Executive Officer
Executive Officer, Board of Supervisors
County Counsel
Internal Services Department