



AGENDA REPORT

TO: Edward D. Reiskin
City Administrator

FROM: Reginald Freeman
Fire Chief

SUBJECT: Stryker Corporation Contract
Extension

DATE: June 21, 2021

City Administrator Approval 

Date: Jul 8, 2021

RECOMMENDATION

Staff Recommends That City Council Adopt:

A Resolution Authorizing The City Administrator To Appropriate Funds Levied From The Paramedic Services Act Of 1997 (Measure N) In An Amount Not To Exceed One Hundred And Seventy One Thousand Four Hundred And Eighty-Four Dollars And Sixteen Cents (\$171,484.16); (2) Amending The Contract With Stryker Corporation (Previously Known As Physio Control, Inc.) For The Purchase, Maintenance, And Repair Of Advanced Life Support Equipment (ALS) By Increasing The Funding Amount By One Hundred Seventy One Thousand Four Hundred And Eighty Four Dollars And Sixteen Cents (\$171,484.16), For A Total Authorized Contract Amount Not To Exceed Six Hundred And Forty-Three Thousand Three Hundred And Three Dollars And Seventy-Six Cents (\$643,303.76); And (3) Waiving The Advertising And Bidding Process Requirements, And Local And Small Business (L/SB) Enterprise Program Provisions For The Proposed Contract Amendment With Stryker Corporation.

EXECUTIVE SUMMARY

A resolution has been prepared authorizing the City Administrator to waive the advertising and bidding requirements and award a one-year contract to Stryker Corporation for maintenance of advanced life support (ALS) equipment for one hundred and seventy-one four hundred and eighty-four dollars and sixteen cents (\$171,484.16) as part of the City of Oakland's paramedic service delivery system. The current contract with Stryker Corporation expires on June 30, 2021 and must be extended to ensure that the City's cache of life-saving equipment is well-maintained.

BACKGROUND / LEGISLATIVE HISTORY

The residents of Oakland rely on the City and County to provide emergency medical services for individuals as well as for large-scale events. In June 1997, the electorate of Oakland passed by more than a two-thirds majority, the Paramedic Services Act of 1997 (Measure N). The measure

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imposes a special parcel tax for the purpose of raising revenue necessary to increase, enhance and support paramedic emergency services in the City of Oakland, particularly those offered by OFD.

Measure N and other funds have been utilized in subsequent years to acquire and maintain the cache of ALS equipment used by Oakland Fire Department in the delivery of Paramedic services.

In 2011, the City Council approved Resolution No. 83579 C.M.S, which authorized a nine hundred- and seventy-six-thousand-dollar (\$960,000.00) agreement with Physio-Control to furnish cardiac monitors, chest compression devices, automatic external defibrillators, all necessary accessories and a five-year LifeNet transmission subscription.

In 2017, an agreement in the amount of fifty-nine thousand seven hundred and eighty-seven dollars and twelve cents (\$59,787.12) with Physio-Control was authorized under the City Administrator's authority.

In 2018, an agreement in the amount of four hundred twelve thousand and thirty-two dollars and forty-eight cents (\$412,032.48) with Physio-Control was authorized under the City Administrator's authority.

In April 2016, Stryker purchased Physio-Control from Bain Capital and integrated the company into their Emergency Care division.

ANALYSIS AND POLICY ALTERNATIVES

This purchase is required by the City of Oakland to ensure that OFD's personnel can meet their obligations as required under the following State of California Code of Regulations (CCR), Title 22 Social Security, Division 9: Pre-hospital Emergency Medical Services Regulations which establishes who must be certified as an emergency medical technician (EMT) or Paramedic, what the requirements to obtain or maintain certification and licensure are, the scope of practice for EMT's and Paramedics, and the obligations of the Local Emergency Medical Services Agencies in developing policies and procedures for pre-hospital care.

The following sections of Title 22, CCR, Division 9 refer to the authority of an EMT or Paramedic to perform CPR, use ventilating devices, and perform defibrillation:

- Chapter 2, Article 2, Section 100063, Part 4 and Part 6E.
- Chapter 4, Article 2, Section 100146, Part 1B.

Additionally, this purchase allows OFD Personnel to meet their obligations under Alameda County-specific protocols contained within the 2018 Alameda County EMS Field Guide for the following medical episodes:

- Asystole/Pulseless Electrical Activity (patient with no heartbeat)
- Bradycardia (patient with slow heartbeat).

- Chest pain - suspected cardiac/STEMI (patient experiencing heart attack).
- Tachycardia (patient with rapid heartbeat).
- Ventricular fibrillation | ventricular tachycardia: pulseless (patient with no pulse).

Rationale for Waiver of Request for Advertising and Bidding

Oakland Municipal Code Section 2.04.050.1.5, authorizes the City Council to waive the City's standard advertising and bidding process upon a finding that it is in the best interests of the City. Stryker Corporation is the only vendor that can service the cardiac monitors, chest compression devices, automatic external defibrillators (AEDs) within OFDs equipment cache and is therefore the only company capable of meeting the Department's purchase needs. The manufacturer only guarantees their products, and affirmatively verifies warranty status, if the repairs are made by Stryker Corporation Technicians. Only their company's authorized technicians can repair these devices to factory standards. There is only one vendor— Stryker Corporation —that can reliably service OFD's proprietary, Stryker Corporation ALS equipment cache.

FISCAL IMPACT

The projected costs over the one (1) year period for the purchase, maintenance and/or repair of the Advanced Life Support (ALS) cardiac monitors, chest compression devices automatic external defibrillator equipment are detailed in the table below:

Description	Number of Units	Net Price Per Unit	Cost
Lifepak 15 - heart monitor / defibrillator unit	41	\$1,800.00	\$67,896.00
Lucas Device - chest compressor to improve blood flow in victims of cardiac arrest	35	\$1,291.68	\$45,208.80
Lifepak 1000 - escalating energy technology to shock up to 360 Joules for patients who are difficult to defibrillate	23	\$364.32	\$8,379.36
Contingency / Miscellaneous			\$50,000.00
Total Projected Costs			\$171,484.16

Total funding, not to exceed one hundred and seventy-one four hundred and eighty-four dollars and sixteen cents (\$171,484.16), is from Measure N: Fund (2250), Measure N (20912), Various Accounts, Project (1000009), and Emergency Medical Response (PS19).

PUBLIC OUTREACH / INTEREST

This item did not require additional public outreach, other than posting on the City's website.

COORDINATION

The City Attorney's Office and the Budget Bureau were consulted in preparation of this report.

SUSTAINABLE OPPORTUNITIES

Economic: Stryker Corporation has a valid City of Oakland business license. This contract will yield business tax revenue for the City of Oakland.

Environmental: There are no environmental opportunities associated with this report.

Race and Social Equity: There are no social equity opportunities related to this contract.

ACTION REQUESTED OF THE CITY COUNCIL

Staff recommends that the City Council adopt a resolution authorizing the City Administrator To appropriate funds levied from the Paramedic Services Act Of 1997 (Measure N) In an amount not to exceed one hundred and seventy one thousand four hundred and eighty-four dollars and sixteen cents (\$171,484.16); (2) amending the contract with Stryker Corporation (previously known as Physio Control, Inc.) for the purchase, maintenance, and repair of advanced life support equipment (ALS) by increasing the funding amount by one hundred seventy one thousand four hundred and eighty four dollars and sixteen cents (\$171,484.16), for a total authorized contract amount not to exceed six hundred and forty-three thousand three hundred and three dollars and seventy-six cents (\$643,303.76); and (3) waiving the advertising and bidding process requirements, and local and small business (L/SB) enterprise program provisions for the proposed contract amendment with Stryker Corporation.

For questions regarding this report, please contact Michael Hunt, at (510) 238-6353.

Respectfully submitted,



Reginald D. Freeman
Fire Chief
Oakland Fire Department

