



# AGENDA REPORT

**TO:** Jestin D. Johnson  
City Administrator

**FROM:** Damon Covington  
Fire Chief

**SUBJECT:** PSA with Stryker Sales, LLC,  
Emergency Medical Equipment

**DATE:** February 4, 2026

City Administrator Approval

  
Jestin Johnson (Feb 11, 2026 10:34:10 PST)

Date: 02/11/2026

## RECOMMENDATION

**Staff Recommends The City Council To Adopt Resolution Authorizing The City Administrator To: (1) Enter Into A Cooperative Purchasing Agreement With Stryker Sales, LLC For The Purchase, Lease, Maintenance, And Repair Of Advanced Life Support Equipment (ALS) In An Amount Not To Exceed Six Hundred Eighty-One Thousand Eight Hundred Seventy-Seven Dollars (\$681,877.80) Per Year For Five (5) Years For A Total Not To Exceed Amount Of Three Million Four Hundred Nine Thousand Three Hundred Eighty-Nine Dollars (\$3,409,389.00); And (2) Waiving The Advertising And Competitive Bidding Process Requirements, And Local Business Enterprise And Small Local Business Enterprise (LBE/SLBE) Program Requirements For The Proposed Cooperative Purchasing Agreement With Stryker Sales, LLC.**

## EXECUTIVE SUMMARY

A resolution has been prepared authorizing the City Administrator to waive the advertising and bidding requirements and award a five-year cooperative purchasing agreement to Stryker Sales LLC Corporation for the purchase, lease, and maintenance of advanced life support (ALS) equipment for three million four hundred nine thousand three hundred eighty-nine dollars (\$3,409,389.00) as part of the City of Oakland's paramedic service delivery system. The most recent contract with Stryker Sales, LLC, expired on June 30, 2023. A new cooperative purchasing agreement must be obtained to ensure that the City's end-of-life cache of life-saving equipment is replaced and will be 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 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 the Oakland Fire Department.

Public Safety Committee  
February 24, 2026

Measure N and other funds have been utilized in subsequent years to acquire and maintain the cache of ALS equipment used by the 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 Sales, LLC, 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.

Adoption of this resolution aligns with the citywide priority to provide **holistic community safety**, as the devices the department will be purchasing through this agreement allow OFD to support advanced life safety responses to emergency medical incidents and traumatic events. Failure to adopt this resolution would compromise the department's response capacity and could leave it without spare equipment in the field.

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 2025 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 Sales, LLC is to provide the cardiac monitors, chest compression devices, and maintenance that match the previous Stryker Sales, LLC OFD's equipment cache and is therefore the only company capable of meeting the Department's purchase needs. Stryker Sales, LLC has been the only manufacturer to provide previous cardiac related equipment and services for the Paramedic pre-hospital care equipment and service needs. Stryker Sales, LLC remains the only vendor that can dependably furnish OFD's proprietary ALS equipment cache.

***Rationale for Cooperative Purchase Agreement***

OFD seeks to utilize a cooperative purchasing agreement with Stryker Sales, LLC, authorized under Oakland Municipal Code Section 2.04.080. This leverages an existing competitively awarded contract from another public agency, providing cost and time efficiencies while complying with City policies and standard contracting and insurance requirements.

**FISCAL IMPACT**

The projected costs over the five (5) year period for the lease/purchase, maintenance and/or repair of the Advanced Life Support (ALS) cardiac monitors, chest compression devices are detailed in the table below:

Description	Total Cost
Lifepak 35 - heart monitors / defibrillators (41 units)	\$2,726,446.29
Lucas Device - chest compressor to improve blood flow in victims of cardiac arrest (41 units)	
Trade In Credit	(\$471,500.00)
Net Total Equipment cost	\$2,254,946.29
Maintenance 5 years (optional 8 years at no extra cost) <i>Life Pack 35 (41 units) &amp; Lucas Devices (41 units)</i>	\$868,749.00
Tax and shipping cost	\$285,693.71
<b>Total Projected Costs</b>	<b>\$3,409,389.00</b>

Total funding for the contract is an amount not to exceed three million four hundred nine thousand three hundred eighty-nine dollars (\$3,409,389.00). A projected annual amount of funding required over the five-year period will be six hundred eighty-one thousand, eight

hundred seventy-seven dollars and Eighty Cents (\$681,877.80). Initial funding is available in the current Oakland Fire Department FY 2025-26 Budget. Funding for the future years of the contract is contingent upon appropriation in future budget cycles.

### **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.

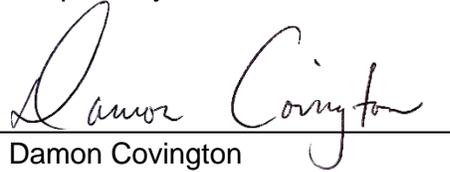
***Race and Social Equity:*** There are no race and social equity opportunities related to this contract.

**ACTION REQUESTED OF THE CITY COUNCIL**

Staff Recommends The City Council To Adopt Resolution Authorizing The City Administrator To: (1) Enter Into A Cooperative Purchasing Agreement With Stryker Sales, LLC For The Purchase, Lease, Maintenance, And Repair Of Advanced Life Support Equipment (Als) In An Amount Not To Exceed Six Hundred Eighty-One Thousand Eight Hundred Seventy-Seven Dollars (\$681,877.80) Per Year For Five (5) Years For A Total Not To Exceed Amount Of Three Million Four Hundred Nine Thousand Three Hundred Eighty-Nine Dollars (\$3,409,389.00); And (2) Waiving The Advertising And Competitive Bidding Process Requirements, And Local Business Enterprise And Small Local Business Enterprise (LBE/SLBE) Program Requirements For The Proposed Cooperative Purchasing Agreement With Stryker Sales, LLC.

For questions regarding this report, please contact Vena Sword-Ratliff, at [vsword-ratliff@oaklandca.gov](mailto:vsword-ratliff@oaklandca.gov).

Respectfully submitted,

A handwritten signature in cursive script that reads "Damon Covington". The signature is written in black ink and is positioned above a horizontal line.

Damon Covington  
Interim Fire Chief