



AGENDA ITEM # 11A

AGENDA ITEM EXECUTIVE SUMMARY

Village Board Meeting

January 28, 2019

Item Title: Purchase of Lucas Chest Compression Systems

Staff Contact: Mark Bozik, Deputy Fire Chief

VILLAGE BOARD ACTION

Adopt a resolution waiving the Village’s competitive bidding process (sole source purchase) and authorize the purchase of 3 Lucas Chest Compression Systems and associated supplies from Physio-Control at a cost not to exceed \$33,248.00.

Executive Summary:

The Roselle Fire Department has been field testing two CPR chest compression devices approved by the CDH EMS system for the past year and a half on our ambulances. The CPR devices tested have been the DefibTech Lifeline ARM by AED Professionals and the Lucas by Physio-Control.

The DefibTech was trialed from January to July of 2018 with limited success. By statistics from patient care reports, the DefibTech achieved Return of Spontaneous Circulation (ROSC) one out of 10 cardiac arrests, a success rate of 10%. Due to the design of the piston system and the pad that rests on the patient’s chest, it has been noted that compressions can produce a depression in the patient’s sternum and skin abrasions at the site. The depression in the sternum can cause injury to the heart, impeding the ability of the heart to heal and pump effectively once restarted. The skin abrasions could be unsightly to the patient and family as well as could potentially result in increased rates of infection.

The Lucas device from Physio-Control has been trialed twice, March to January of 2017 and August to January of 2018. Out of 26 cardiac arrests, the device successfully obtained ROSC 14 times, a success rate of 53%. The design of the device does not cause the depression in the sternum. The design of the patient interface pad does not lead to damage to the skin like the DefibTech and spreads the pressure out across the chest due to a larger and softer contact surface. The Physio-Control pad acts as a suction cup to improve CPR by assisting in expansion of the chest wall and assists in keeping the device stable once put into operation. The Lucas does not need to be readjusted like the DefibTech after moving the patient, improving the quality of the chest compressions and leading to an increased chance of resuscitating the patient.

The Lucas has multiple validated scientific patient studies, while the DefibTech only has two manikin studies with no available patient studies. The Lucas has been in the field in-service since 2003 and is currently in Version 3 while the DefibTech device is in version 1. The Lucas is able to download usage data by Bluetooth.

Attached are both quotes for consideration. Staff recommends the Physio-Control Lucas device despite the increased cost over the DefibTech Lifeline ARM based on the following:

- A decreased ROSC rate compared to the Lucas; 10% vs. 53% as tested in Roselle;
- Decreased trauma to the patient from the piston;
- A lack of scientific studies by DefibTech to support the use of their device;
- The Lucas has been in the field since 2003 and is on its third upgrade, the DefibTech has been in the field since approximately 2014 and is on the first variant;
- Experience with the device and vendor support from surrounding communities;
- The DefibTech is sold through a supply distributor versus direct sales by the manufacturer;
- Support for the Lucas is direct through the manufacturer with a better warranty.

The Lucas device is sold and distributed directly from Physio-Control, which has been in business since 1955. The manufacturer has provided a sole source letter confirming that the Lucas can only be purchased directly from the manufacturer. Due to the technology specific to Physio-Control and the availability of the Lucas device only from the manufacturer, it is requested that the Village Board waive the competitive bidding process and authorize purchase of the Lucas device. Upon approval, the Roselle Foreign Fire Tax Board has agreed to purchase a third Lucas device to provide the proper and best coverage to the Village.

Implications:

Is this item budgeted? Yes - \$28,380 is budgeted. Village cost will be \$22,165.34

Any other implications to be considered? Yes – Foreign Fire Tax Board will reimburse / pay for the 3rd unit at a cost of \$11,082.66

Attachments:

Resolution

Quote from Physio-Control

Sole Source Letter from Physio-Control

Quote from DefibTech

RESOLUTION NO. 2019-

A RESOLUTION WAIVING THE VILLAGE'S COMPETITIVE BID PROCESS AND AUTHORIZING THE PURCHASE OF THREE LUCAS CHEST COMPRESSION SYSTEMS AND ASSOCIATED SUPPLIES FROM PHYSIO-CONTROL, INC IN AN AMOUNT NOT TO EXCEED \$33,248.00.

WHEREAS, the Village's Purchasing Policy requires a competitive bid process for purchases exceeding \$20,000; and

WHEREAS, the Village's Purchasing Policy permits the Village Board to waive competitive bidding in certain circumstances including the purchase of equipment that is available only from a single source (known as a sole source purchase);

WHEREAS, the Fire Department is desirous of purchasing Lucas Chest Compression Systems that can be obtained only from the manufacturer, Physio-Control, Inc.; and

WHEREAS, Physio-Control Inc. has provided a letter wherein it states it is the sole manufacturer and source of the Lucas Chest Compression System; and

WHEREAS, the corporate authorities of the Village of Roselle deem it in the best interests of the Village to waive the competitive bidding process for a sole source purchase of Lucas Chest Compression Systems from Physio-Control Inc.; and

NOW, THEREFORE, be it resolved by the Mayor and Board of Trustees of the Village of Roselle that the Mayor is hereby authorized to purchase Lucas Chest Compression Systems and associated supplies from Physio-Control Inc. in the amount of \$33,248.00 as outlined in the itemized quote that is attached hereto and incorporated as fully set forth as Exhibit A.

ADOPTED this ____ day of _____, 2019

AYES:
NAYS:
ABSTAIN:
ABSENT:

Andrew J. Maglio, Mayor

ATTEST:

Patricia Burns, Village Clerk

\$11,082.67 / unit



Physio-Control, Inc
11811 Willows Road NE
P.O. Box 97006
Redmond, WA 98073-9706 U.S.A.
www.physio-control.com
tel 800.442.1142
Sales Order fax 800.732.0956
Service Plan fax 800.772.3340

To ROSELLE FD
Attn: Bob Goepp
100 E MAPLE AVE
ROSELLE,IL 60172
(630) 671-2848
rgoepp@roselle.il.us

Quote Number 00158828
Revision # 1
Created Date 1/22/2019
Sales Consultant John Fischer

john.fischer@stryker.com

FOB Redmond, WA
Terms All quotes subject to credit approval and the following terms and conditions
NET Terms NET 30

The LUCAS v3.0 device has been discontinued.
These quoted units are designated as used devices.

Expiration Date 3/8/2019

Product	Product Description	Quantity	List Price	Unit Discount	Unit Sales Price	Total Price
11576-000071	LUCAS Power Supply	3.00	391.00	-112.75	278.25	834.75
11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	3.00	755.00	-221.00	534.00	1,602.00
11576-000060	LUCAS Battery Desk-Top Charger	1.00	1,235.00	-338.75	896.25	896.25
Write-In Product	LUCAS 3.0 Chest Compression System INCLUDES HARD SHELL CASE, SLIM BACK PLATE, TWO (2) PATIENT STRAPS, (1) STABILIZATION STRAP, 2 SUCTION CUPS, 1 RECHARGEABLE BATTERY, AND INSTRUCTIONS FOR USE WITH EACH DEVICE. Refurbished Device: U3326785-001	3.00	9,950.00	0.00	9,950.00	29,850.00

Subtotal USD 33,183.00
 Estimated Tax USD 0.00
 Estimated Shipping & Handling USD 65.00

Current Sales Tax Rates will be applied at the time of Invoice and tax rate is based on the Ship To location

Grand Total USD 33,248.00

Pricing Summary Totals
 List Price Total USD 64,373.00

ADDRESS

11811 Willows Road NE
Redmond, WA 98052

PHONE

GENERAL
425 867 4000

TOLL-FREE
800 442 1142

www.physio-control.com

Dear Customer,

Physio-Control, Inc. is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® Chest Compression Systems
- TrueCPR™ Coaching Devices

Physio-Control, Inc. is the sole-source provider in all markets for the following products & services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® System and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK® defibrillator/monitors


Physio-Control is also the sole source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRATH® MAC EMS Video Laryngoscope
- McGRATH® MAC Disposable Laryngoscope Blades
- McGRATH® X Blade™

Physio-Control does not authorize any resellers to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products. If you have questions, please feel free to contact your local Physio-Control sales representative at 800.442.1142.

Best regards,

PHYSIO-CONTROL, INC.



Allan Criss
Vice-President, Americas Sales

7995.67/unit

General Medical Devices, Inc. Companies



AED Professionals™
ECG Professionals™

AEDS - Automated External Defibrillators
Diagnostic Cardiology, Imaging & ECG / EKG Medical Equipment
Emergency Oxygen, AED / CPR Training & Supplies

Invoice

Date	Invoice #	Customer #
01/09/2019	65570	38005

General Medical Devices, Inc.
348 W. Colfax Street, Palatine, IL, 60067 USA
Toll Free: 888-541-2337
Phone: 847-202-3233
Fax: 866-879-7795
www.aedprofessionals.com

Bill To:	
Roselle Fire Protection District Attn: Mr. Bob Goepf 100 E Maple Ave Roselle, IL 60172 rgoepf@roselle.il.us Phone: (630) 671-2848	
Fax:	

Ship To:	
Roselle Fire Protection District Attn: Mr. Bob Goepf 100 E Maple Ave Roselle, IL 60172 rgoepf@roselle.il.us Phone: (630) 671-2848	
Fax:	

P.O. #	TERMS
	Net 30

Item	Description	Qty	Qty Back Order	Price Each	Amount
RFC-A1000EN	Lifeline ARM Configured Package, includes, one each: Compression Module Frame, Backboard Battery Pack Backpack Carry Case Patient Interface Pad (3) Neck Stabilization Strap Wrist Strap Power Module Quick Start Guide User Manual Wrist Strap User Manual	3	0	\$ 7,295.00	\$ 21,885.00
RAC-G1450GG	USB Cable (Type A, Mini B) Lifeline ARM	3	0	\$ 0.00	\$ 0.00
RCF-RBC-U1000NA	Battery Charger, Dual Lifeline ARM	1	0	\$ 685.00	\$ 685.00
RPM-G1000NA	Power Module Lifeline ARM to be used with Dual bay charger or as extra for the ARM Unit.	1	0	\$ 220.00	\$ 220.00
RCF-RBP-G1000GG	Battery Pack Lifeline ARM	3	0	\$ 399.00	\$ 1,197.00
SUBTOTAL:				USD \$ 23,987.00	
SALES TAX (0.00%):				USD \$ 0.00	
GRAND TOTAL:				USD \$ 23,987.00	

PLEASE REMIT TO:
AED PROFESSIONALS
P.O. BOX 700
PALATINE, IL 60078

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PURCHASE!
Devon Carlson
devon@aedprofessionals.com
www.aedprofessionals.com

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