



**AGENDA ITEM # 11C**

**AGENDA ITEM EXECUTIVE SUMMARY**

**Village Board Meeting**

**February 25, 2019**

**Item Title: Purchase of Stryker Power Loads and Power Cot**

**Staff Contact: Mark Bozik, Deputy Fire Chief**

**VILLAGE BOARD ACTION**

**Adopt a resolution waiving the Village's competitive bid process (sole source vendor) and authorizing the purchase of two Power Load Systems and one Power Cot from Stryker Medical in the amount of \$58,795.96**

**Executive Summary:**

In the FY 2019 budget is \$38,450 allocated to retrofit the existing second ambulance with a Power Load System and Power Cot. The budget also includes receiving a grant from IRMA reimbursing the Village for 1/3 of the cost or \$13,316. As part of the \$220,000 budgeted for the new ambulance purchase this year, it was planned to include a Power Load System as part of the specifications. However, the cost of the Power Load is backed out of the ambulance purchase as it places the ambulance over budget and purchasing the Power Load from the ambulance dealer would incur additional mark-up versus purchasing it directly from the vendor. The Power Load / Power Cot System significantly reduces the potential for back injuries as it eliminates much of the lifting that department personnel now experience. Under new regulations effective in the year 2020 Power Load Systems are mandated to be in new ambulances.

Staff is proposing to purchase the Power Load for the new ambulance and the Power Cot / Power Load for the existing ambulance at the same time in the amount of \$58,795.96 (\$19,850 x 2 Power Load & \$19,095.96 Power Cot). The Village already has a Power Cot that will go with one of the Power Load Systems.

The purchase of the Stryker equipment will result in the following:

- New Ambulance – Complete Power Load / Power Cot System
- Second Ambulance – Complete Power Load / Power Cot System
- Reserve Ambulance – Power Cot only

The Stryker devices are sold and distributed directly from Stryker Medical. The manufacturer has provided a sole source letter confirming the Stryker devices can only be purchased directly from the manufacturer. Due to compatibility of Stryker devices currently utilized by the fire department and availability only from the manufacturer, staff

requests that the Village Board waive the competitive bidding process and authorize purchase of the Stryker devices.

**Implications:**

**Is this item budgeted?** The FY 2019 budget includes \$38,450 for a complete Power Load and Power Cot System. Staff recommends spending an additional \$20,345.96 to purchase a Power Load System for the new ambulance. Funding for the additional system will come from reserves or through additional savings in the Fire Department budget. The CPR devices recently purchased by the Village were \$6,214 under budget that would reduce the amount of reserves required to purchase the system for the new ambulance.

**Any other implications to be considered?** The FY 2019 budget includes receiving \$13,319 in grant funding from the Village's workers' compensation provider, IRMA, because this equipment reduces workers' compensation injuries. Because the Village previously received grant funding for purchasing similar equipment, the Village's request for grant funding is given lower priority. However, due to the cost of the equipment, the Village is eligible for a grant up to \$15,000. Staff was informed that any grant funding distributed to the Village may not occur until FY 2020.

**Attachments:**

Stryker Quote  
Sole Source Letter  
Resolution

**RESOLUTION NO. 2019-**

**A RESOLUTION WAIVING THE VILLAGE'S COMPETITIVE BID PROCESS (SOLE SOURCE PURCHASE) AND AUTHORIZING THE PURCHASE OF TWO POWER LOAD SYSTEMS AND ONE POWER COT FROM STRYKER MEDICAL IN AN AMOUNT NOT TO EXCEED \$58,795.96.**

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 Power Load Systems and a Power Cot that can be obtained only from the manufacturer, Stryker Medical; and

WHEREAS, Stryker Medical has provided a letter wherein it states it is the sole manufacturer and source of the Power Load System and Power Cot; 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 the Power Load Systems and Power Cot from Stryker Medical; 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 the Power Load Systems and Power Cot from Stryker Medical in the amount of \$58,795.96 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



Comprehensive Quotation

Sales Account Manager

John Fischer  
john.fischer@stryker.com  
Cell: 847-989-4536  
Fax: 815-578-1679

Remit to:

Stryker Medical  
P.O. Box 93308  
Chicago, IL 60673-3308

End User Shipping Address

1156048  
ROSELLE FIRE DEPT  
100 E MAPLE ST  
ROSELLE, IL 60172

Shipping Address

1156048  
ROSELLE FIRE DEPT  
100 E MAPLE ST  
ROSELLE, IL 60172

Billing Address

1156048  
ROSELLE FIRE DEPT  
100 E MAPLE ST  
ROSELLE, IL 60172

Customer Contact	Ref Number	Date	PO Number	Reference Field	Quote Type
	7145126	02/12/2019	QUOTE		

Line #	Quantity	Item Description	Part #	Unit Price	Extended Price	Item Comments
1.00	2	MTS POWER LOAD	63900555000	\$19,850.00	\$39,700.00	
2.00	2	Protect Power-Load 7yrs	750600T	<del>\$5,728.00</del>	<del>\$11,456.00</del>	
3.00	1	Power-PRO XT	650600000	\$19,095.96	\$19,095.96	
		Options				
	1	Power-PRO XT	650600000	\$13,618.80	\$13,618.80	
	1	XPS Siderails	6506040000	\$1,713.66	\$1,713.66	
	1	Power-LOAD Compatible Option	6506127000	\$1,451.58	\$1,451.58	
	1	Knee-Gatch/Trendelenburg	6500082000	\$684.06	\$684.06	
	1	Steer Lock Option	6506038000	\$656.76	\$656.76	
	1	3 Stage IV Pole PR Option	6500315000	\$295.62	\$295.62	
	1	Fowler O2 Bottle Holder	6500241000	\$223.86	\$223.86	
	1	Pocketed Back Rest Pouch	6500130000	\$222.30	\$222.30	
	1	Head End Storage Flat	6500128000	\$119.34	\$119.34	
	1	SMRT KIT-120V AC,12V DC, Brckt	6500038000	\$64.74	\$64.74	
	1	Equipment Hook	6500147000	\$45.24	\$45.24	
	1	Dual Wheel Lock	6086602010			
	1	PR Cot Retaining Post	6085033000			
	1	Power Pro Standard Components	6506026000			
	1	No Runner/HE O2	0054200994			
	1	No HE Section O2 Bottle	6506036000			
	1	ONE PER ORDER, MANUAL, ENG OPT	650606160000			
	1	Short Hook	6060036017			
	1	XPS Mattress - Black	6500003130			
	1	3 YR X-Frame Powertrain Wrnty	7777881669			
	1	2 Yr Bumper to Bumper Warranty	7777881670			
	1	DOM SHIP (NOT HI, AK, PR, GM)	0054030000			
	1	X-RESTRAINT PACKAGE	6500001430			
	1	STANDARD FOWLER	6506012003			
4.00	1	<del>6506 PWRLD COMPAT UPGRADE KIT</del>	<del>6500700001</del>	<del>\$1,492.05</del>	<del>\$1,492.05</del>	
5.00	1	<del>ProCare Upgrade Charge</del>	<del>77100003</del>	<del>\$510.00</del>	<del>\$510.00</del>	
6.00	1	<del>Protect - Time of Sale</del>	<del>710500T</del>	<del>\$2,089.00</del>	<del>\$2,089.00</del>	



Comprehensive Quotation

Sales Account Manager

John Fischer  
john.fischer@stryker.com  
Cell: 847-989-4536  
Fax: 815-578-1679

Remit to:

Stryker Medical  
P.O. Box 93308  
Chicago, IL 60673-3308

Note:  
SHIPPING IS NO CHARGE. IRMA MEMBER. SPECIAL  
PRICING ON PRIOR VERSION OF POWER-LOAD  
APPROVED BUT IN LIMITED SUPPLY. 7-YR PM /  
EXTENDED WARRANTY COVERAGE INCLUDED.

Product Total	\$74,943.01
Freight	\$0.00
Tax	\$0.00
<b>Total</b>	<del>\$74,943.01</del>

\$58,795.96

Signature: \_\_\_\_\_ Title/Position: \_\_\_\_\_ Date: \_\_\_\_\_

**Deal Consummation:** This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.

**Confidentiality Notice:** Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.

**Terms:** Net 30 Days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-STRYKER.

**Cancellation and Return Policy:** In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.

QUOTE REQUIRES APPROVAL

**Sam Bossley**  
Associate Marketing Manager – EMS

3800 E. Centre Ave.  
Portage, MI 49002  
t: 269 389 6628  
sam.bossley@stryker.com

**stryker**<sup>®</sup>

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**Medical**

Date: March, 2015

Re: Power-PRO XT Ambulance Cot Sole Source Information

To Whom It May Concern,

Stryker Medical certifies that we are the sole manufacturer of the Stryker EMS Power-PRO XT (Model 6506). This correspondence is to inform you of the unique characteristics of the Power-PRO XT Ambulance Cot. These characteristics can be broken down into two primary categories: Independent Qualification, and Ease of Use and Maintenance.

### **Independent Qualification**

- IPX6: The system is rated to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: This certification indicates that Power-PRO conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789 clause 4.5.9: This is a European dynamic crash test which subjects a 50<sup>th</sup> percentile dummy to a nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance. <sup>1</sup>

### **Ease of Use and Maintenance**

- The cot has a weight capacity of 700lbs.
- When unloading with the manual release handle, the cot utilizes hydraulic dampening. Thus, the cot will not abruptly jar the operator or the patient.
- The battery is placed at the foot-end of the stretcher.
- The cot legs power-retract in 2.4 seconds which speeds load times.
- The cot provides the highest possible load height of any cot on the market at 36” and is operator adjustable to match the deck height of individual ambulances.
- The foot-end of the cot provides lifting bars and operator controls at two different heights, thus providing optimum ergonomics to most operator heights.
- The foot-end of the cot contains a large battery indicator light which displays amber or green which indicates battery level. A warning is given by a flashing amber light, providing the operator the time to change the battery before full depletion of power.
- The Model 6506 has 6” x 2” sealed bearing casters – the largest in the industry.
- The cot features a foot-end-mounted hourly usage meter. This is an easy tool to determine the timing of preventative maintenance checks.

<sup>1</sup> Only conforms when used with Power-LOAD (model 6390).

- The cot features powder-coating of the entire aluminum frame (including the patient handling surfaces), thus eliminating aluminum oxidation throughout the cot.
- All caster bearings are sealed, eliminating timely and costly lubrication.
- The cot is power-washable.

Please forward any further questions to your Stryker sales representative.

Sincerely,

A handwritten signature in black ink, appearing to read 'Sam Bossley', with a stylized flourish at the end.

Sam Bossley

Date: April 29, 2013

Re: Power-LOAD Cot Fastener Sole Source Information

To Whom It May Concern:

Stryker Medical certifies that we are the sole manufacturer of the Stryker EMS Power-LOAD (Model 6390). This correspondence is to inform you of the unique characteristics of the Power-LOAD Cot Fastener. These characteristics can be broken down into two primary categories: Independent Qualification, and Ease of Use.

The Stryker EMS Power-LOAD (Model 6390) cot fastening system is mounted within the patient compartment and is intended to aid in the loading/unloading of patients. The Stryker Power-LOAD is the only powered cot fastening system that meets the following:

#### Independent Qualification

- IPX6: The system is rated to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: This certification indicates that Power-LOAD conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789 clause 4.5.9: This is a European dynamic crash test which subjects a 50<sup>th</sup> percentile dummy to a nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance.

#### Ease of Use

- Device must provide a linear guide when loading and unloading the cot
- Device must allow for remote actuation from Power-PRO foot end controls
- Device must engage to the cot during loading and unloading, providing a means of lifting and lowering
- Device must allow for manual back-up operation in the event of power failure or system error
- Device must have a safe working load of 870 lbs and be capable of lifting patients weighing up to 700lbs.
- Device must be mounted inside the patient compartment to prevent environmental exposure and corrosion
- Device must be power washable
- Device must be capable of inductively charging the Stryker SMRT cot battery

Please contact your Stryker Sales Representative for further information.