



**CAL FIRE**  
**San Luis Obispo**  
**County Fire Department**

635 N. Santa Rosa • San Luis Obispo, CA 93405  
Phone: 805.543.4244 • Fax: 805.543.4248  
www.calfireslo.org



Scott M. Jalbert, Unit Chief

December 4, 2019

**TO:** LOCSD Board of Directors  
**FROM:** George Huang, Battalion Chief  
**SUBJECT:** **Agenda Item 5E – 12/12/2019 Board Meeting**  
Approve Purchase of Zoll Heart Monitor

**DESCRIPTION:**

This Staff Note requests permission to purchase new equipment for Station 15 – South Bay Paramedics including one Zoll X Series Manual Monitor/Display and supporting equipment.

**STAFF RECOMMENDATION:**

Staff recommends that the Board adopt the following motion/resolution:

***Motion: I Move to Direct Staff to Purchase One Zoll X Series Manual Monitor/Display with Supporting Equipment from the FY 2019/2020 Fund 301 Budget.***

**DISCUSSION:**

Station 15 – South Bay is required to have a total of three heart monitor/defibrillators for use by its paramedics (2 front-line and one backup). Staff has made purchases over the years to meet this requirement. Zoll Monitors are the industry standard in San Luis Obispo County, and therefore the only vendor used by paramedic providers in SLO County.

The LOCSD-owned 2011 E Series Zoll Monitor is past its warranty and lacking technology that has become the standard of care in San Luis Obispo County, such as side-stream capnography, 12-lead telemetry, compatibility with electronic patient care reporting and more. Staff has received a bid from Zoll for the purchase of a Zoll X-Series ECG Monitor/Defibrillator to replace the obsolete E-Series. The bid received by CAL FIRE Staff for the new monitor utilized the bulk discount pricing granted to CAL FIRE. Our savings is approximately \$7,200; total price is \$36,663.15.

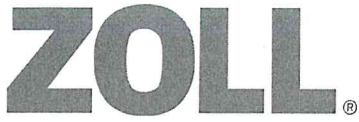
**FINANCIAL IMPACT:**

Staff has designated the necessary funds for this purchase in Line Item 7238-Paramedic & EMT Small Tools, not to exceed \$36,663.15.

Respectfully Submitted,

By George Huang, North Coast Battalion Chief  
**CAL FIRE** / San Luis Obispo County Fire Department

Encl: Zoll Medical Corporation Price Quote (4 pages)



**TO: CAL FIRE - San Luis Obispo Unit**  
 880 Manzanita Drive  
 Los Osos, CA 93402

Attn: **Noah Byrne**

email: [noah.byrne@fire.ca.gov](mailto:noah.byrne@fire.ca.gov)

Tel: 760-445-2020

**ZOLL Medical Corporation**

Worldwide HeadQuarters  
 269 Mill Rd  
 Chelmsford, Massachusetts 01824-4105  
 (978) 421-9655 Main  
 (800) 348-9011  
 (978) 421-0015 Customer Support  
 FEDERAL ID#: 04-2711626

**QUOTATION 323635 V:2**

DATE: November 07, 2019

TERMS: Net 30 Days

FOB: Shipping Point

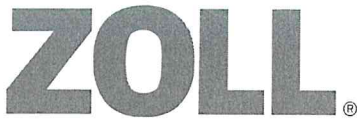
FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2231011-01	<p><b>X Series ® Manual Monitor/Defibrillator \$14,995</b>            with 4 trace tri-mode display monitor/ defibrillator/ printer,            comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5"( 16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display.</p> <p><b>Accessories Included:</b></p> <ul style="list-style-type: none"> <li>• MFC cable</li> <li>• MFC CPR connector</li> <li>• A/C power adapter/ battery charger</li> <li>• A/C power cord</li> <li>• One (1) roll printer paper</li> <li>• 6.6 Ah Li-ion battery</li> <li>• Carry case</li> <li>• Declaration of Conformity</li> <li>• Operator's Manual</li> <li>• Quick Reference Guide</li> </ul> <p>• <b>One (1)-year EMS warranty</b></p> <p><b>Advanced Options:</b>  <b>Real CPR Help Expansion Pack \$995</b>            CPR Dashboard quantitative depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI)            • See - Thru CPR artifact filtering</p>	1	\$40,020.00	\$32,816.40	\$32,816.40 *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

Bryan Pank  
 Sr. EMS Account Executive  
 617-901-6565

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. **PRICES QUOTED ARE VALID UNTIL DECEMBER 31, 2019.**
3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTANCE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO [ESALES@ZOLL.COM](mailto:ESALES@ZOLL.COM).
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
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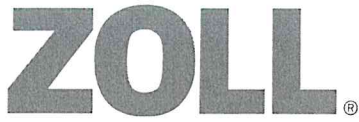
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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		<b>ZOLL Noninvasive Pacing Technology: \$2,550</b>  <b>Masimo Pulse Oximetry</b>  <b>SP02 &amp; SpCO \$4,540</b> • Signal Extraction Technology (SET) • Rainbow SET ( for SpCO & SpMet)  <b>NIBP Welch Allyn includes: \$3495</b> • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff  <b>End Tidal Carbon Dioxide monitoring (ETCO2)</b> <b>\$4,995</b> <b>Oridion Microstream Technology:</b> Order required Microstream tubing sets separately  <b>Interpretative 12- Lead ECG: \$8,450</b> • 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
2	8000-0341	<b>SpO2/SpCO/SpMet Rainbow Resuable Patient Cable: Connects to Single Use Sensors (4 ft)</b>	1	\$245.00	\$168.75	\$168.75 *

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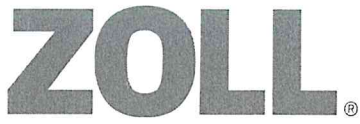
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3	8000-000371	SpO2/SpCO/SpMet Rainbow DCI Adult Reusable Sensor with connector (3 ft)	1	\$845.00	\$340.28	\$340.28	*
4	8000-0580-01	Six hour rechargeable Smart battery	2	\$495.00	\$420.75	\$841.50	*
5	8000-0895	Cuff Kit with Welch Allyn Small Adult, Large Adult and Thigh Cuffs	1	\$157.50	\$133.88	\$133.88	*
6	8300-0250-01	SurePower Charger Adapter	1	\$295.00	\$82.45	\$82.45	*
7	8000-001405-01	Kit, MultiTech MTC Cat M1 Cell Modem, Verizon	1	\$895.00	\$733.90	\$733.90	**
8	5001-9928	ZOLL E Series w/Pacing, 12 lead + 3 parameters or more Trade-In	1		(\$1,000.00)	(\$1,000.00)	***
9		Estimated Sales Tax at 7.25%				\$2,545.99	

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		<p><b>*Reflects National Purchasing Partners (NPP) Contract Pricing.</b></p> <p><b>**Reflects Discount Pricing.</b></p> <p><b>***Trade-In Value valid if all equipment purchased is in good operational and cosmetic condition, and includes all standard accessories. Customer assumes responsibility for shipping trade-in equipment to ZOLL Chelmsford within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.</b></p> <p><b>***Trade value guaranteed only through December 31, 2019.</b></p>				

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**TOTAL \$36,663.15**

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