

33. Purchase of Three Gurneys and Related Equipment for the Transport Capable Squads

Recommendation:

That the Honorable City Council:

- (1) Determine Stryker as a Sole Source;
- (2) Approve the purchase of three gurneys and equipment for the transport capable squads in the amount of \$181,529.28; and
- (3) Authorize the City Manager, or his designee, to execute all purchasing documentation.



Item Number: 33

City Council / Board of Directors

Written Communications

Meeting of: August 20, 2024

Submitted By:

Robert Clemmer, Fire Chief

Subject:

Purchase of Three Gurneys and Related Equipment for the Transport Capable Squads

Recommendation:

That the Honorable City Council:

- (1) Determine Stryker as a Sole Source;
- (2) Approve the purchase of three gurneys and equipment for the transport capable squads in the amount of \$181,529.28; and
- (3) Authorize the City Manager, or his designee, to execute all purchasing documentation.

Fiscal Impact:

The purchase of the gurneys and related equipment was included in the 2024-2025 Fiscal Year budget under Measure P account no. 1052010-55040-96140 – Stryker Gurneys. No additional appropriations are needed.

Strategic Plan Goal:

This item aligns with Goal B – Public Safety, Strategy 6 - Expand Emergency Medical Services response capabilities. This equipment will support the transport capable squads which will be utilized as an EMS system augment to support CONFIRE improving patient care and response times.

Background:

During the September 19, 2023, City Council meeting, the City Council approved the purchase of three transport capable squads from Frazer. The squads are currently being built and have an estimated delivery date of late November 2024. Frazer is ready to start receiving the gurneys and related equipment for installation.

Discussion:

The Fire Department is seeking approval for the purchase of three gurneys and emergency patient transport equipment from Stryker. Stryker offers a wide variety of medical equipment with advanced technology. The gurneys and system offered by Stryker that the department would like to purchase are known as Power-PRO and Power-LOAD. The Power-PRO feature means the gurney can be automatically operated by the push of a button. The automation will assist with lifting through a hydraulic assembly with load-sensing capabilities. In addition, it has lights and reflectors for low lighting environment, and bumper detection technology that help reduce cot damage, and patient and staff injuries. Most importantly, it helps reduce the risk of injury for personnel and patients that can be caused by manually lifting and lowering gurneys. The Power-LOAD feature is a cot fastener installed in the transport capable squad that assists by automatically loading and unloading the gurney into the vehicle. This improves the operator and patient safety, helps reduce the risk of patient drops, and meets dynamic crash test standards for maximized occupant safety. This purchase from Stryker includes three Power-Pro gurneys and two Power-Load stretcher fastener systems. Once the transport capable squads are placed into service, staff will analyze the frequency of use of the gurneys and will determine if a third Power-Load system is needed.

Stryker currently has a four-week turnaround time for delivery. If approved and purchased, Stryker will be able to ship the Power-PRO gurneys and Power-LOAD equipment directly to Frazer for installation. If those deadlines are met, the transport capable squads will be ready to go into service upon their expected delivery date of late November 2024. Stryker is considered a sole source as they are the only vendors that offer an automated gurney model such as Power-LOAD (Attachment B). Per the City's Municipal Code section 2.28.100(b)(2), a sole source is an exception from the bidding procurement if the City Council determines it is in fact a sole source. Therefore, staff recommends that Honorable City Council determine Stryker as a Sole Source and approve the purchase of the three gurneys and related equipment for the transport capable squads in the amount not to exceed of \$181,529.28.

Staff remain available to answer any questions the Council may have.

Attachments: A. Stryker Quote
 B. Sole Source

Attachment A

Stryker Quote



Power System

Quote Number:10954343

Version:1

Prepared For:CITY OF VICTORVILLE FIRE DEPT

Attn:

Quote Date:08/07/2024

Expiration Date:11/05/2024

Remit to:Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Rep:David Gandara

Email:david.gandara@stryker.com

Phone Number:

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	FRAZER LTD	Name:	CITY OF VICTORVILLE FIRE DEPT	Name:	CITY OF VICTORVILLE FIRE DEPT
Account #:	20061521	Account #:	20128123	Account #:	20128123
Address:	7227 RAMPART ST	Address:	14343 CIVIC DR	Address:	14343 CIVIC DR
	HOUSTON		VICTORVILLE		VICTORVILLE
	Texas 77081-6403		California 92392-2303		California 92392-2303

Equipment Products:

#	Product	Description	U/M	Qty	Sell Price	Total
1.0	639005550001	MTS POWER LOAD	PCE	2	\$30,919.50	\$61,839.00
2.0	650705550001	6507 POWER PRO 2, HIGH CONFIG	PCE	3	\$32,026.40	\$96,079.20
3.0	650700450301	ASSEMBLY, BATTERY CHARGER	PCE	3	\$1,342.46	\$4,027.38
4.0	650707000002	KIT, ALVARIUM BATTERY, SERVICE	PCE	3	\$938.26	\$2,814.78
5.0	650700450102	ASSEMBLY, POWER CORD, NORTH AM	PCE	3	\$30.96	\$92.88
Equipment Total:						\$164,853.24

Price Totals:

Estimated Sales Tax (8.750%):	\$14,424.66
Freight/Shipping:	\$2,251.38
Grand Total:	\$181,529.28

Prices: In effect for 30 days

Terms: Net 30 Days



Power System

Quote Number:	10954343	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
Version:	1	Rep:	David Gandara
Prepared For:	CITY OF VICTORVILLE FIRE DEPT	Email:	david.gandara@stryker.com
Attn:		Phone Number:	
Quote Date:	08/07/2024		
Expiration Date:	11/05/2024		

Terms and Conditions:
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. A copy of Stryker Medical's terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html.

Attachment B

Sole Source

SOLE SOURCE/BRAND REQUEST

When a request is made for a non-competitive purchase and the specifications limit the bidding to one source and/or one brand or trade name, the requesting department must complete the following:

VENDOR/COMPANY NAME: Stryker

1. Please check one:

- ☒ **SOURCE:** Item is available from one source only. Item is one-of-a kind and is not sold through distributors. The manufacturer is exclusive distributor.
- ☐ **SOLE BRAND:** Various sources can supply the specified model and brand, and competitive bids will be solicited for the requested brand only. Meets form, fit and function - nothing else will do.
- ☐ **STANDARDIZATION REQUEST:** The City of Victorville _____ (Department name)
Department requires the item(s) to standardize parts; design; quality; training; etc...

2. What are the unique performance features of the product / brand requested that are not available in any other product / brand? (For services: What unique qualifications, rights, licenses does this vendor possess?)

They provide powered gurneys and power load which helps assist with putting the gurney into the vehicle.

3. Why are the unique performance features REQUIRED (not merely preferred), and how would your requirement be inhibited without this service or item? N/A

Having automatic gurneys and autoloader will assist our fire personnel w/heavy lifting, avoiding injuries.

4. If justification is based on matching and/or interdependent with existing equipment (refer to 1. Standardization Request), list the quantity, manufacturer, brand, and model of the existing equipment and why the matching is required.

Please see attached for further justification.

I am aware of the City of Victorville's policy for competitive bidding and the established criteria for sole source/sole brand purchasing. Therefore, I feel confident that this request for sole source/sole brand procurement meets the City of Victorville's criteria and will withstand an audit or a vendor protest.

Requestor: Karen Ostrom
(Print Name)

[Signature]
(Signature)

8/7/24
(Date)

Dept. Director: ANDREW ROACH
(Print Name)
on behalf of Chief Clemmer

[Signature]
(Signature)

8/7/24
(Date)

Finance Director: Coenen Cui
(Print Name)

[Signature]
(Signature)

8/8/24
(Date)



August 2024

Power-LOAD® Cot Fastener sole source information

To whom it may concern,

Stryker certifies that we are the sole manufacturer of Stryker's Power-LOAD Cot Fastener (Model 6390). This correspondence is to inform you of the characteristics of the Power-LOAD Cot Fastener. These characteristics can be broken down into two primary categories: **qualifications** and **ease of use**.

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

Qualifications:

- IPX6: The system is tested to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: The Power-LOAD Cot Fastener conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789:2007, clause 4.5.9 when used with Power-PRO Cot and X-Restraints: This is a European dynamic crash test which subjects a 50th percentile dummy to nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges.
- SAE J3027 compliant when used with Stryker's Power-PRO Cot and X-Restraints

Ease of use:

- Provides a linear guide for loading and unloading the cot.
- Allows for remote actuation from Power-PRO foot end controls.
- Engages to the cot during loading and unloading, providing a means of lifting and lowering.
- Safe working load of 870 lb and capable of lifting patients weighing up to 700 lb.
- Mounts inside the patient compartment to prevent environmental exposure and corrosion.
- Power washable.
- Capable of inductively charging Stryker's SMRT Battery.

Please contact your Sales Representative for further information.

Sincerely,

John Guyeskey, Sr. Manager, Downstream Marketing

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: Power-LOAD, Power-PRO, SMRT, Stryker. All other trademarks are trademarks of their respective owners or holders.

The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

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Emergency Care

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