

DATE: April 13, 2012

REPORT TITLE: **PARAMEDIC SERVICES DEFIBRILLATOR CONTRACT RENEWAL**

FROM: Janette Smith, Commissioner of Health Services

## RECOMMENDATION

That the contract (Document 2006-320P) with Zoll Medical Canada Inc. for the supply, delivery and annual inspection of defibrillators and related consumable supplies be extended for a period of five years commencing October 1, 2012 to September 30, 2017 in the estimated amount of \$3,418,400 (excluding applicable taxes and net of credits for trade-in equipment) being the most cost effective solution in accordance with Purchasing By-law 63-2008.

### REPORT HIGHLIGHTS

- Enter into a five year contract with Zoll Medical Canada Inc. for the supply and delivery of defibrillators, batteries, chargers, disposable supplies, repair and maintenance and other accessories is recommended.
- Paramedic Services Medical Director from the Sunnybrook Centre for Prehospital Medicine supports continued use of the Zoll defibrillator.
- Cost per defibrillator has decreased when compared to the original purchase price.
- Refresh and cycle defibrillators out of the system as/when warranties expire to reduce costs.
- Original contract was established using a competitive RFP process.
- Funds are available within existing Capital and Operating budgets.

## DISCUSSION

### 1. Background

Paramedic Services current inventory of defibrillators totals 110. All have been purchased through Zoll Medical Canada Inc. (Zoll) as a result of a competitive procurement process (Document 2006-320P). Over the past five years, new life saving protocols have been instituted using the E-Series defibrillator purchased through which Zoll provides critical data and in turn has led to better patient outcomes. Zoll technology is currently utilized by both Paramedic and Fire Services in Peel during the treatment of cardiac arrest patients.

Zoll is one of three manufacturers of automated, semi-automated and non-automated external defibrillators suitable for the prehospital care environment. The other two are

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manufactured by Physio Control and Phillips. Physio Control offers the LifePak 15 and Phillips provides the MRx defibrillators. Both are used limitedly throughout the Paramedic field in Ontario.

### **2. Platform Change Implications**

To successfully transition to another product, there are implications related to performance of medical protocols, fire response, training, and product supply lines.

#### **a) Medical Implications**

Dr. Sheldon Cheskes, Medical Director for Peel supports continued use of the Zoll Series Defibrillator. Attached as Appendix I is a letter dated March 8, 2012 outlining Dr. Cheskes' rationale which includes:

- Continued participation in life saving research studies resulting in excellent cardiac arrest survival rates;
- Elimination of re-training needs;
- Reinforces consistency between Paramedic and Fire Services as both utilize Zoll products in Peel Region.

#### **b) Fire Response Implications**

In the event of a product change, there will be an impact to our fire partners with respect to the product being used, compatibility, and the potential for additional training and supplies for fire staff. With the introduction of a new defibrillator device it would also increase the overall on scene time as the devices would have to be switched over prior to departing for hospital.

#### **c) Transitional Cost Implications**

With a change in defibrillator there will be several costs incurred related to training support by the vendor, paramedic training, replacement of consumables and the mounting hardware and carrying bags required for the new product. The transitional cost implications are estimated to be \$164K over the term of the contract.

#### **d) Trade-In Allowance**

The vendor will accept trade-in of existing defibrillators in the estimated amount of \$506,000 over the term of the contract.

### **Proposed Direction**

With a staggered refresh of defibrillators over the next five years, replacing only when warranties expire, the cost to replace all defibrillators with new defibrillators is borne over the 5 year term and eliminates a one time capital investment.

It is proposed that defibrillators and associated hardware and supplies be purchased from Zoll Medical Canada Inc. for a five year term commencing in 2012.

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**PARAMEDIC SERVICES DEFIBRILLATOR CONTRACT RENEWAL****FINANCIAL IMPLICATIONS**

Zoll Medical Canada Inc. has reduced the cost of the defibrillator by 19.4% since 2006. This represents a savings of \$546K over the term of the contract.

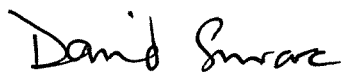
Capital costs related to the defibrillator purchase are estimated at \$2.3 million and will be fully funded through 10-7801 (\$.8M) and 12-7801 (\$1.5M).

Summary of Defibrillator Costs						
	Year 1	Year 2	Year 3	Year 4	Year 5	5 Year Total
Gross Cost of Defibrillators	\$1,189,000	\$553,500	\$205,000	\$307,500	\$553,500	\$2,808,500
Less: Total Rebate for Trade-ins	-\$288,000	-\$102,000	-\$20,000	-\$30,000	-\$66,000	-\$506,000
Net Capital Cost	\$901,000	\$451,500	\$185,000	\$277,500	\$487,500	\$2,302,500

Operating costs related to consumable supplies and annual maintenance costs are estimated at \$200,000 (5 year total of \$1.1M) and are included in the 2012 budget.



Janette Smith  
Commissioner of Health Services

**Approved for Submission:**


D. Szwarc, Chief Administrative Officer

For further information regarding this report, please contact P F Dundas at extension 3921 or via email at [peter.dundas@peelregion.ca](mailto:peter.dundas@peelregion.ca)

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c. Legislative Services  
 Manager, Financial Support Unit (FSU)  
 L. Morrow, Acting Director, Purchasing

P. F. Dundas, Chief & Director, Paramedic Services

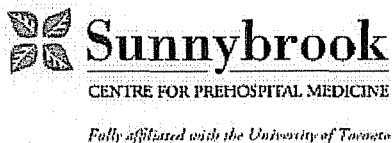
APPENDIX I

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77 Brown's Line, Suite 100  
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Tel 416-667-2200  
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Date: March 8, 2012

Attn: Peter F. Dundas  
Chief & Director  
Peel Regional Paramedic Services  
5299 Maingate Drive  
Mississauga, ON L4W 1G6

Dear Chief Dundas,

As Medical Director for Peel Regional Paramedic Services I would encourage the Region of Peel to continue with the existing technology and platform being used with the ZOLL E-Series defibrillator and components. The reasons for my continued support in its use are as follows:

- The ZOLL monitor/defibrillator is the identified cardiac instrumentation used by Peel Paramedics and accepted by the Resuscitation Outcomes Consortium (ROC), a North American research consortium studying cardiac arrest
- The upload links for the ROC studies have been designed to be utilized by the ZOLL product and are currently being used effectively by our service
- ZOLL platforms are built to support the investigative components of multiple research trials we currently partake in
- Consistency and ease of use of machine applications which minimizes the need for new training and familiarity that would occur if a new device was employed
- "See through CPR" component where paramedics can in real time monitor the effectiveness of the chest compressions being done and are also able to do rapid analysis while continuing with chest compressions
- CPR feedback technology that has greatly impacted the quality of CPR performed by our paramedics and fire fighters, a critical element in our excellent cardiac arrest survival rates
- Adaptability for paediatric use with the ZOLL defibrillator
- ZOLL has built the technology based on input from our own scientific community as well as paramedics. Our working relationship allows the use of cutting edge technology before it becomes available to other end users
- Base Hospital training modules are built around the use of the ZOLL product
- Consistency throughout our EMS and Fire agencies as both currently use a Zoll product simplifying the transfer of care between services during treatment of a cardiac arrest patient.



Regional Base Hospital



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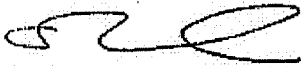
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Although there are several models of defibrillators in the market, the advantages of the ZOLL series in Peel's work environment in my opinion is the best choice.

Sincerely,



Sheldon Cheskes MD CCFP (EM) FCFP  
Medical Director, Sunnybrook Centre for Prehospital Medicine  
Regions of Halton and Peel

Collaborating Investigator  
Keenan Research Centre  
Li Ka Shing Knowledge Institute,  
St Michael's Hospital  
Assistant Professor  
Division of Emergency Medicine  
University of Toronto