



CITY COUNCIL

AGENDA ITEM STAFF REPORT

MEETING DATE:	SEPTEMBER 9, 2025
TITLE:	AN ORDINANCE AUTHORIZING THE WAIVER OF THE COMPETITIVE BIDDING PROCESS IN AND FOR THE APPROVAL OF THE PURCHASE OF CARDIAC MONITORS FROM ZOLL MEDICAL CORPORATION
DEPARTMENT:	FIRE DEPARTMENT
PROJECT MANAGER:	JOHN BAILOT, FIRE CHIEF
REQUESTED ACTION:	APPROVAL
STRATEGIC PLAN GOAL(s):	#6: KEEP COLLINSVILLE SAFE #7: SUPPORT EXCELLENT MUNICIPAL SERVICES
ATTACHMENTS:	ORDINANCE, QUOTES, SOLE SOURCE LETTER, SECURITY AGREEMENT, CIP PROJECT SHEET

SUMMARY RECOMMENDATION

Authorize the purchase of five (5) Zoll X-series cardiac monitor/defibrillators at a total cost of \$274,066.95, requiring additional funding in the amount of \$118,784 to the 2025 C.I.P. project FD22-003. This project will now be funded through the agreement with Zoll for 5 years with zero (0) finance charges.

EXECUTIVE SUMMARY

Cardiac monitor/defibrillators are critical equipment that per IDPH, must be on every advanced EMS ambulance. The fire department's cardiac monitor/defibrillators have surpassed the 10-year service life. The department attempted to replace these lifesaving devices, entering into an agreement with Ferno for Philips-Tempus brand devices. After multiple delays and unkept promises we cancelled our order. The department re-evaluated vendors and recommended moving forward with Zoll X-series monitors. Zoll offers current technology, trade-in credit for existing monitors, and a written guarantee allowing the City to exchange these units for the next-generation model at no cost once FDA approval is obtained.

BACKGROUND

In 2022, the City Council approved the purchase of five (5) Philips cardiac monitor/defibrillators in the amount of \$155,282.60 (Ord. No. 22-62, PO# FD22-003). Despite repeated assurances from the vendor, delivery of the monitors was continually delayed. As a result, we cancelled the order for these cardiac devices.

The Fire Department re-evaluated available vendors. There is an extremely limited pool of vendors (3) selling cardiac monitor/defibrillators for pre-hospital use. After a comprehensive review of ZOLL, Stryker-LIFEPAK, and FERNO-Philips Tempus, the department recommends proceeding with Zoll X-series monitors. Zoll offers proven reliability, a favorable trade-in value for existing equipment, and a written

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Cardiac Monitor/Defibrillators

guarantee allowing the City to upgrade to the next-generation model at no additional cost once FDA approval is obtained. Stryker-LIFEPAK did not offer this upgrade.

Because of the limited number of vendors and the fact that we had cancelled our purchase agreement with FERNO for the Philips-Tempus units, we were unable to obtain the requisite number bids. Of the two vendors available and quotes, Zoll has the lowest and best price.

	Five (5) cardiac monitor/defibrillator devices with appurtenances	Service plan	Post event analysis software	Shipping	Sub Total	Less Trade-in/discount	Total inclusive price
ZOLL	\$265,649.50	\$34,695.00	\$13,080.00	\$0.00	\$313,424.50	-\$39,357.55	\$274,066.95
LifePak	\$271,406.30	\$67,144.00	\$1,500.00	\$500.00	\$340,550.30	-\$47,500.00	\$293,050.30

Zoll provided a sole source letter, and pricing is based on their National Purchasing Partners (NPP) contract. The City of Collinsville holds membership with this group purchasing entity which gives us the ability to purchase through the group.

FUNDING SOURCE

CAPITAL PROJECTS FUND

TOTAL COST \$274,066.95 OVER FIVE (5) YEARS AT 0% INTEREST

DEPARTMENT REVIEW

FIRE DEPARTMENT, FINANCE, ADMINISTRATION

RECOMMENDATION

Staff recommends the approval of the Ordinance authorizing the waiver of the competitive bidding process and for the approval of the purchase of five (5) Zoll X-series cardiac monitor/defibrillators at a total project cost of \$274,066.95.