

**VILLAGE OF DOWNERS GROVE**  
**Report for the Village**  
**11/19/2024**

<b>SUBJECT:</b>	<b>SUBMITTED BY:</b>
Motion to Approve Purchase of Cardiac Monitor/Pacemaker/Defibrillator & Accessories	Scott Spinazola Chief of Fire Department

**SYNOPSIS**

A motion is requested to approve the purchase of a Zoll X Series cardiac monitor/pacemaker/defibrillator in an amount not to exceed \$70,500.57.

**STRATEGIC PLAN ALIGNMENT**

The goals for 2023-2025 include *Excellent Municipal Service*.

**FISCAL IMPACT**

The FY 2024 General Fund includes funding for this purchase. Costs will be offset by the national opioid settlement funds.

**RECOMMENDATION**

Approval on the November 19, 2024 consent agenda.

**BACKGROUND**

The Fire Department requests the purchase of a Zoll X Series Cardiac Monitor/Pacemaker/Defibrillator and various accessories for use in equipping an emergency medical services simulation lab. This equipment is consistent with that used on the Village's ambulances and will be used in conjunction with Village "Sim man" patient simulators to create realistic training scenarios for Fire Department personnel.

ZOLL Medical Corporation of Chelmsford, Massachusetts is the sole manufacturer and source of this equipment.

**ATTACHMENTS**

Quote  
Sole Source Documentation

VILLAGE OF DOWNERS GROVE  
COUNCIL ACTION SUMMARY

INITIATED: Fire Department DATE: November 19, 2024  
(Name)

RECOMMENDATION FROM: \_\_\_\_\_ FILE REF: \_\_\_\_\_  
(Board or Department)

NATURE OF ACTION:

STEPS NEEDED TO IMPLEMENT ACTION:

- Ordinance
- Resolution
- Motion
- Other

Motion to approve the purchase of a Zoll X Series cardiac monitor/pacemaker/defibrillator in an amount not to exceed \$70,500.57.



SUMMARY OF ITEM:

Adoption of this motion shall authorize the purchase of a Zoll X Series cardiac monitor/pacemaker/defibrillator in an amount not to exceed \$70,500.57

RECORD OF ACTION TAKEN:

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**ZOLL Medical Corporation**

269 Mill Road  
 Chelmsford, MA 01824-4105  
 Federal ID# 04-2711626

Phone: (800) 348-9011  
 Fax: (978) 421-0015  
 Email: esales@zoll.com

Quote No: Q-90261 Version: 3

Downers Grove Fire Department  
 5420 Main Street  
 Downers Grove, IL 60515

ZOLL Customer No: 105323

Dan Rietveld  
 (630) 434-5991  
 drietveld@downers.us

Quote No: Q-90261  
 Version: 3

Issued Date: September 23, 2024  
 Expiration Date: September 30, 2024

Terms: NET 30 DAYS

FOB: Destination  
 Freight: Free Freight

Prepared by: Kyle Sears  
 EMS Territory Manager  
 ksears@zoll.com  
 708-466-8172

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1501418	601-2231011-01	<p><b>X Series Monitor/Defibrillator - 12-Lead ECG, Pacing, NIBP, SpO2, SpCO, EtCO2, CPR Expansion Pack</b></p> <p>Includes: 4 trace tri-mode display monitor/ defibrillator/ printer, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5in ( 16.5cm) diagonal screen.                      Accessories Included: MFC cable and CPR connector, A/C power cord, One (1) roll printer paper, 6.6 Ah Li-ion battery, Carry case, Operator Manual, Quick Reference Guide, and One (1)-year EMS warranty.</p> <p>Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru® CPR artifact filtering • Interpretative 12-Lead ECG (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead OneStep ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo SpO2 &amp; SpCO with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. Microstream tubing set sold separately •</p>	1	\$50,938.00	\$41,769.16	\$41,769.16
2	1501418	8900-0400	<b>CPR Stat-padz HVP Multi-Function CPR Electrodes - 8 pair/case</b>	1	\$749.00	\$561.75	\$561.75
3	1501418	8900-0402	<b>CPR Stat-padz HVP Multi-Function CPR Electrodes - 1 pair</b>	2	\$113.00	\$84.75	\$169.50


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Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
4	1501418	8300-000676	<b>OneStep Cable, X Series</b>	1	\$569.00	\$466.58	\$466.58
5	1501418	8009-0020	<b>CPR-D-padz and CPR Stat Padz Connector</b>	1	\$493.00	\$404.26	\$404.26
6	1501418	8900-000220-01	<b>OneStep Pediatric CPR Electrode (8 per case)</b>	1	\$869.00	\$712.58	\$712.58
7	1501418	8900-000219-01	<b>OneStep Pediatric CPR Electrode (1 pair)</b>	2	\$118.00	\$96.76	\$193.52
8	1501418	8000-0895	<b>Cuff Kit with Welch Allyn Small Adult, Large Adult and Thigh Cuffs</b>	7	\$195.00	\$159.90	\$1,119.30
9	1501418	REUSE-09-2MQ	<b>Welch Allyn REUSE-09-2MQ Cuff, Child, 2-Tube, Twist Lock connector</b>	7	\$66.00	\$54.12	\$378.84
10	1501418	8000-0580-01	<b>Six Hour Rechargeable, SurePower II Smart Battery</b>	4	\$1,001.00	\$820.82	\$3,283.28
11	1501418	8000-000875-01	<b>Paper, Thermal, BPA Free (Box of 6)</b>	1	\$32.00	\$26.24	\$26.24
12	1501418	8707-000503-01	<b>X Series Clear Plastic Display Protector</b>	1	\$49.00	\$40.18	\$40.18
13	1501418	8000-002005-01	<b>Cable Sleeve, Propaq / X Series, ZOLL Blue</b>	1	\$63.00	\$51.66	\$51.66
14	1501418	8000-001392	<b>Masimo rainbow® RC-4 - 4FT, Reusable EMS Patient Cable</b>	7	\$313.00	\$256.66	\$1,796.62
15	1501418	8000-000371	<b>rainbow® DCI® SpO2/SpCO/SpMet Adult Reusable Sensor with connector (3 ft)</b>	7	\$1,076.00	\$882.32	\$6,176.24
16	1501418	REUSE-11-2MQ	<b>Welch Allyn REUSE-11-2MQ Cuff, Adult, 2-Tube, Twist Lock connector</b>	6	\$66.00	\$54.12	\$324.72
17	1501418	8300-0002-01	<b>Dual Lumen NIBP Tubing Assembly, 10 FT, X Series</b>	2	\$156.00	\$127.92	\$255.84
18	1501418	8300-0802-01	<b>12-Lead one step ECG cable - AAMI</b>  Includes 4-Lead trunk cable and removable precordial 6 lead set	6	\$423.00	\$346.86	\$2,081.16
19	1501418	8000-000476	<b>M-LNCS Pdx-3 Pediatric SpO2 Adhesive Sensor, 3 ft. Single Patient Use 10-50kg (20 per box)</b>	3	\$433.00	\$355.06	\$1,065.18
20	1501418	8000-000477	<b>M-LNCS Inf-3 Infant SpO2 Adhesive Sensor, 3 ft. Single Patient Use 3-20 kg (20 per box)</b>	3	\$548.00	\$449.36	\$1,348.08


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 Quote No: Q-90261 Version: 3

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
21	1501418	12-0242-000	<b>ResQPOD ITD 10 (only)</b>	12	\$148.00	\$145.04	\$1,740.48
22	1501418	8000-001128	<b>Accuvent Flow Tube (Box of 10)</b>	10	\$797.00	\$653.54	\$6,535.40

Subtotal: \$70,500.57

**Total: \$70,500.57**

Contract Reference	Description
1501418	Reflects CHM GPO NPP 2020 - Contract No. PS20200 (EXT2) contract Pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in NPP Contract No. PS20200 shall apply to the customer's purchase of the products set forth on this quote.

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 <https://www.zoll.com/about-zoll/invoice-terms-and-conditions>, for software products can be found at <https://www.zoll.com/en/about-zoll/legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/en/about-zoll/compliance>. 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.

1. Delivery will be made upon availability.
2. This Quote expires on September 30, 2024. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to [esales@zoll.com](mailto:esales@zoll.com) or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.



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**Order Information (to be completed by the customer)**

- Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)
- Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

- Yes      PO Number: \_\_\_\_\_      PO Amount: \_\_\_\_\_  
 (A copy of the Purchase Order must be included with this Quote when returned to ZOLL)
- No      (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

**Downers Grove Fire Department**

Authorized Signature:

\_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

**ZOLL Medical Corporation**

Worldwide Headquarters  
269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
U.S.A.

978 421-9655  
978 421-0025 Main Fax

9/23/2024

We appreciate your selection of ZOLL® products for the Village of Downers Grove Fire Department. This letter serves as confirmation that ZOLL® Medical Corporation at 269 Mill Road in Chelmsford, Massachusetts, is the sole manufacturer and source of X Series® or X Series Advanced defibrillators for the EMS Market. ZOLL® or Kyle Sears, EMS Territory Manager, will not sell an X Series® or X Series Advanced Defibrillator to the Village of Downers Grove Fire Department through any vendor or dealer.

The ZOLL® monitor line is the only source for the patented Rectilinear Biphasic Waveform. This waveform is proven clinically superior by the FDA for the synchronized cardioversion of Atrial Fibrillation and for High Impedance Ventricular Fibrillation. ZOLL® is also the only source of the RLB 40msec pulse duration pacing waveform. This pacing technology is patented technology as well and is not available from any other manufacturer.

Additionally, ZOLL is the sole provider of the Inovise 12-lead algorithm for ALS monitors in the EMS environment. This 12-lead algorithm provides the highest level of accuracy and specificity for determining ST elevations in the EMS environment. Additionally, the exclusive capabilities of the Inovise 12-lead and ZOLL X Series or X Series Advanced to simultaneously capture all EKG leads provides for higher levels of accuracy, reduces the need for acquiring multiple EKG's, therefore increasing the speed and quality of care for the patients. These technologies are exclusive to the Inovise 12 lead algorithm, which can only be found in the ZOLL X Series or X Series Advanced for the EMS Market and not available from any other manufacturer.

ZOLL® is also the sole source manufacturer of FDA approved Real CPR Help and See-thru CPR technologies only available in the ZOLL® X Series® or X Series Advanced and other ZOLL® defibrillation equipment. The ZOLL® monitor line, including the ZOLL X Series® or X Series Advanced is the only ALS Cardiac monitor with both Real CPR Help and See-thru CPR technologies. See-thru CPR is also the only technology of its kind on the market allowing the rescuer to filter through the CPR to see a verifiable rhythm without stopping CPR. These technologies must be capable of being used through defibrillation pads than must have an attached accelerometer to enable CPR feedback and artifact filtering functionality and are disposable with each event. These technologies and the ZOLL® X Series® or X Series Advanced cardiac resuscitation monitor is not available from any other manufacturer.

In addition, the X Series or X Series Advanced cardiac monitor is the only EMS monitor with the following capabilities:

- Device must be capable of acquiring a blood pressure measurement on inflation within 15 to 30 seconds
- Device must be capable of synchronizing the oscillation to the R-wave of the ECG during Non-invasive blood pressure monitoring
- Device must have impedance pneumography for monitoring respiratory rate via ECG Leads I or II
- Device must have a minimum IP55 rating for water and solid foreign objects
- Device shall not exceed 10.6 lbs. (4.82 kg) without battery and paper

Should you have any questions or require additional information please contact me at: 708-466-8172.

Sincerely,

Kyle Sears  
Senior EMS Account Executive