



The Corporation of the City of Cornwall
Regular Meeting of Council
Report

Department: Financial Services
Division: Purchasing
Report Number: 2020-321-Financial Services
Prepared By: Nicole Robertson, Supervisor
Meeting Date: August 10, 2020
Subject: Non-Budget and Non-Competitive Procurement of
Defibrillators (Paramedic Services)

Purpose

To provide Council with information as it relates to the purchase of defibrillators for Paramedic Services.

Recommendation

That Council approve the non-budgeted and non-competitive procurement of the defibrillators for Paramedic Services from Stryker Canada ULC (formally known as Physio Control) for a total cost of \$336,631.52 (net cost to Corporation – \$303,147.11).

Financial Implications

During the 2020 budget process, the Corporation indicated in the 10-year capital plan that the replacement of defibrillators for Paramedic Services would be a 2021 purchase, budgeted at \$460,000. The units are appropriately amortized over their life cycle, so funds are available in the Land Ambulance Reserve when the time comes to replace the units.

Based on current pricing, the 22 defibrillators scheduled to be replaced in 2021 would cost approximately \$670,000. Stryker has offered to replace the

defibrillators with a \$16,545 discount per unit and trade-in of \$40,000. It is recommended that the purchase be made in 2020 and, as planned, be funded from the Land Ambulance Reserve.

Strategic Priority Implications

This report addresses Council's accountability and transparency to the ratepayers of the City of Cornwall.

Background / Discussion

Paramedics require functional defibrillators to perform life saving tasks. A functional defibrillator is absolutely required to perform their duties. Presently, Cornwall SDG Paramedic Services use Stryker defibrillators and are very satisfied with their performance.

Defibrillators are sophisticated computers. The mother boards on the existing defibrillators are no longer manufactured. In the event of a motherboard failure the entire defibrillator would have to be replaced at a cost of approximately \$33,000. According to the manufacturer, who is contracted to perform annual maintenance of the defibrillators, the failure rate has doubled to almost 2%.

As part of a regular life cycle replacement program, the current 22 defibrillators (the City receives 2 defibrillators at no cost for every 10 purchased) have been scheduled to be replaced in 2021.

Stryker is offering an opportunity to move to the newer models in advance of any anticipated failures by offering a significant reduction in cost. It is highly unlikely defibrillators matching the current sophistication will be cheaper than the quote provided by Stryker at less than \$14,000 per unit.

There will be no training required to educate paramedics on the new version of defibrillator. This model of defibrillator fits with all accessory equipment already in use, such as, charging stations and stretcher attachments.

Document Title:	Non-Budget Non-Competitive Purchase of Defibrillators - 2020-321-Financial Services.docx
Attachments:	
Final Approval Date:	Aug 5, 2020

This report and all of its attachments were approved and signed as outlined below:

No Signature - Task assigned to Nicole Robertson was completed by workflow administrator Debbie Caskenette

Nicole Robertson - Aug 4, 2020 - 2:32 PM

Bill Lister - Aug 4, 2020 - 2:38 PM

Tracey Bailey - Aug 4, 2020 - 4:25 PM

Maureen Adams - Aug 5, 2020 - 7:58 AM