

- E. Approval to Utilize Zoll Medical Corporation on a National Purchasing Partners (NPP) Government Cooperative Contract for the Purchase of One (1) Cardiac Monitor in the Amount of \$60,015 and Authorization to Use Ambulance Fund Balance



**Northwest Fire District  
Governing Board**  
13535 North Marana Main Street  
Marana, Arizona

**SCHEDULED**

**MEMORANDUM NO. 25-1074**

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<b>Date:</b>	February 25, 2025
<b>To:</b>	Governing Board
<b>From:</b>	Meagan Hill, Buyer
<b>Division:</b>	Business Services
<b>Type of Action:</b>	Formal Action/Motion
<b>Strategic Plan Goals:</b>	Create greater financial efficiencies and ensure financial sustainability and responsibility
<b>Agenda Item:</b>	Approval to Utilize Zoll Medical Corporation on a National Purchasing Partners (NPP) Government Cooperative Contract for the Purchase of One (1) Cardiac Monitor in the Amount of \$60,015 and Authorization to Use Ambulance Fund Balance

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**RECOMMENDATION:**

Staff recommends approval to utilize Zoll Medical Corporation on a National Purchasing Partners (NPP) Government Cooperative Contract for the purchase of one (1) cardiac monitor in the amount of \$60,015 and authorization to use Ambulance Fund balance.

**MOTION:**

Move to approve the utilization of Zoll Medical Corporation on an NPP Cooperative Contract for the purchase of one (1) cardiac monitor in the amount of \$60,015, and authorization to use Ambulance Fund balance.

**DISCUSSION:**

Zoll Medical Corporation is on an NPP Cooperative Contract that can be utilized for medical supplies and equipment. The District joined the NPP Cooperative membership in January 2010. Individual cooperative contracts go through a competitive process with the hosting agency, but they are not approved by the Governing Board like District issued contracts.

The requested cardiac monitor was not included in the Adopted FY24/25 Budget, but it is necessary equipment for the ambulance that is currently in production. The Ambulance Fund balance as of February 1, 2025, is \$1,403,424 which is sufficient to cover the purchase of the cardiac monitor. Due to the purchase exceeding \$50,000, and the request to use Ambulance Fund balance, the District is seeking Board approval.

**ALTERNATIVES:**

None recommended.

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### **Fiscal Impact**

**FISCAL YEAR:** 24/25

**BUDGETED Y/N:** No

**AMOUNT REQUESTED:** \$60,015

**FISCAL IMPACT:** The estimated Ambulance Fund balance is approximately \$1.4 million and sufficient to cover the requested cardiac monitor.

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### **Attachments**

Ambulance Fund Balance 02.01.2025  
Northwest Fire District - Q-100994 - X Series Advanced v1



Northwest Fire District AZ

# Fund Balance Report

As Of 02/01/2025

Fund	Beginning Balance	Total Revenues	Total Expenses	Ending Balance
250 - AMBULANCE FUND	778,595.50	2,466,781.61	1,841,952.76	1,403,424.35
Report Total:	778,595.50	2,466,781.61	1,841,952.76	1,403,424.35

**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-100994 Version: 1

Northwest Fire District  
13535 N Marana Main St.  
Marana, AZ 85653

ZOLL Customer No: 165314

Raymond Thibault  
(520) 887-1010 Ext 3183  
rthibault@nwfdaz.gov

Quote No: Q-100994  
Version: 1

Issued Date: January 28, 2025  
Expiration Date: March 31, 2025

Terms: NET 30 DAYS

FOB: Destination  
Freight: Free Freight

Prepared by: Mark Olafson  
Territory Manager  
mark.olafson@zoll.com  
+1 4804937455

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1	1501418	601-2231112-01	<b>X Series Advanced Monitor/Defibrillator - 12-Lead ECG, Pacing, SpO2, SpCO, EtCO2, BVM, NIBP, CPR Expansion Pack, Remote View</b>  Includes: TBI Dashboard, 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, Operators Manual, Quick Reference Guide, and One (1)-year EMS warranty.  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 • Real BVM Help: Dashboard provides real-time ventilation feedback on both volume and rate for intubated and non-intubated patients. AccuVent Cable included. (Accuvent disposable sensors sold separately) • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo SpO2 & SpCO with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. Microstream tubing set sold separately •	1	\$55,013.00	\$45,110.66	\$45,110.66
2	1347920	8300-000676	<b>OneStep Cable, X Series</b>	1	\$569.00	\$415.37	\$415.37

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Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
3	1501418	8009-0020	<b>CPR-D-padz and CPR Stat Padz Connector</b>	1	\$493.00	\$404.26	\$404.26
4	1501418	REUSE-12-2MQ	<b>Welch Allyn REUSE-12-2MQ Cuff, Lg Adult, 2-Tube, Twist Lock connector</b>	1	\$66.00	\$54.12	\$54.12
5	1501418	REUSE-10-2MQ	<b>Welch Allyn REUSE-10-2MQ Cuff, Small Adult, 2-Tube, Twist Lock connector</b>	1	\$66.00	\$54.12	\$54.12
6	1501418	REUSE-09-2MQ	<b>Welch Allyn REUSE-09-2MQ Cuff, Child, 2-Tube, Twist Lock connector</b>	1	\$66.00	\$54.12	\$54.12
7	1501418	REUSE-08-2MQ	<b>Welch Allyn REUSE-08-2MQ Cuff, Small Child, 2-Tube, Twist Lock connector</b>	1	\$66.00	\$54.12	\$54.12
8	1347920	8000-0580-01	<b>Six Hour Rechargeable, SurePower II Smart Battery</b>	2	\$1,001.00	\$730.73	\$1,461.46
9		8000-000393-01	<b>X Series Carry Case, Premium</b>	1	\$443.00	\$443.00	\$443.00
10		8778-89022-WF	<b>Professional Defibrillators/Monitors - Worry-Free Service Plan - 2 Years On-Site At Time of Sale</b>  Includes: Annual preventive maintenance, 27% discount on new cables, 27% discount on additional SurePower II Batteries, discount on parameter upgrades, SurePower II Battery replacement upon failure, and accidental damage coverage (see below). Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the One Year Product Limited Warranty.   Battery replacement and accidental damage guidelines can be found in the ExpertCare Service Plan Terms and Conditions on the ZOLL website.	1	\$4,430.00	\$4,430.00	\$4,430.00
11		8400-110043	<b>CaseReview Premium Subscription, X Series, 3 Year- Hosted</b>  Provides detailed post-case information, including CPR quality on compression depth, rate, pause time and release velocity, as well as ECG, shocks, EtCO2 and SpO2 vital signs.	1	\$1,713.00	\$1,713.00	\$1,713.00
12	1347920	8000-001392	<b>Masimo rainbow® RC-4 - 4FT, Reusable EMS Patient Cable</b>	1	\$313.00	\$228.49	\$228.49
13	1347920	8000-000371	<b>rainbow® DCI® SpO2/SpCO/SpMet Adult Reusable Sensor with connector (3 ft)</b>	1	\$1,076.00	\$785.48	\$785.48

Subtotal: \$55,208.20

**Total: \$55,208.20**

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Northwest Fire District

Quote No: Q-100994 Version: 1

Contract Reference	Description
1347920	Reflects Service Contract Worry Free X Series Modifier 2023 contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in Service Contract Worry Free X Series Modifier 2023 shall apply to the customer's purchase of the products set forth on this quote.
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/terms-and-conditions-of-sale>, for software products can be found at <https://www.zoll.com/software-legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/ExpertCare-Service-Terms>. 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 March 31, 2025. 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.

**Northwest Fire District**

Authorized Signature:

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





Northwest Fire District  
Quote No: Q-100994 Version: 1

269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
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## **ALS/BLS Software Solutions Master Software, SaaS and Services Agreement and Addenda Acknowledgement Form**

The terms and conditions applicable to ZOLL Medical Corporation's Software Solutions products can be found at <https://www.zoll.com/en/about-zoll/legal>. By signing below, the Customer acknowledges and agrees to those terms and conditions. The person signing below represents and warrants that she or he has the authority to bind the Customer to those terms and conditions.

Customer

Signature:

\_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Company Address: \_\_\_\_\_

Date: \_\_\_\_\_