

Agenda Report

TO: CITY COUNCIL

DATE: April 9, 2007

FROM: CITY MANAGER

SUBJECT: AUTHORIZATION TO ENTER INTO A CONTRACT WITH ZOLL DATA SYSTEMS, INC. FOR IMPLEMENTATION OF AN ELECTRONIC PATIENT CARE REPORTING SYSTEM

RECOMMENDATION:

It is recommended that the City Council:

1. Authorize the City Manager to enter into a contract, without competitive bidding pursuant to City Charter section 1002(F) contracts for professional or unique services, with Zoll Data Systems, Inc. for the purchase and implementation of an electronic patient care reporting system in an amount not to exceed \$220,000; and
2. Grant the proposed contract an exemption from the competitive selection process of the Competitive Bidding and Purchasing Ordinance pursuant to Pasadena Municipal Code Section 4.08.049 (B), contracts for which the City's best interest are served.

BACKGROUND:

Over the past few months, the Fire Department has been researching solutions to improve its inefficient patient care report and billing system, which is currently processed by paper. The documentation process, from the first handwritten mark to filing, is riddled with inefficiencies. Attempting to read a firefighter's handwritten patient care report following a call that was performed under extreme circumstances can be difficult. Pre-hospital care documentation provides the Fire and the Finance Departments with data that help improve patient care, allow for service reimbursements, and reduce exposure to litigation. Additionally, as pointed out in the below referenced City audit, it can take up to ten days to process handwritten patient care reports and generate a billing statement. The medical billing industry recognizes that the quicker a bill is generated following an event, the more likely the bill is to be paid.

On February 26, 2007, the Finance Department, Internal Audit Unit, submitted a report to the Audit Committee addressing paramedic transport and billing. The report cites six audit objectives. One of the objectives was to evaluate the use of technology to ensure that information processing is performed in a timely, effective and efficient manner. The internal audit recommended that electronic technology be employed by paramedics in the field in an effort to expedite the data collection, transmission and billing process. The utilization of technology was recognized as assisting the City in streamlining and optimizing business processes.

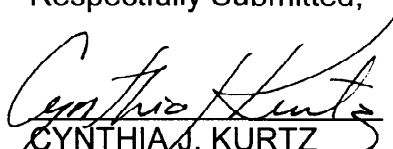
Based on the software system currently in use within the City for medical billing, the recommendation of the Internal Audit Unit staff is that Zoll Data Systems, Inc., be selected to provide an electronic patient care reporting system for the Fire Department; Fire Department staff concurs with this recommendation.

The Finance Department's Paramedic Billing Unit currently utilizes the Zoll RescueNet billing and collection software. Integration of the Zoll electronic patient care reporting system will provide for a seamless platform for transferring patient billing information electronically. The system allows field personnel to enter patient information easily, ensures medical protocols are followed consistently, eliminates extra or redundant entries, prevents incomplete patient care reports, improves paramedic efficacy, establishes baseline data via in-depth reporting and analysis of operational data, efficiently transfers information to billing to improve collection rates, and is custom programmable for special considerations.


FISCAL IMPACT:

Sufficient funds were appropriated in the FY 2007 Operating Budget, Fire / EMS account 101-363200.


Respectfully Submitted,


CYNTHIA J. KURTZ
City Manager

Prepared by:


Fred Law
Battalion Chief

Approved by:


Dennis J. Downs
Fire Chief

**Disclosure Pursuant to the
City of Pasadena Taxpayer Protection Amendment of 2000
Pasadena City Charter, Article XVII**

Contractor/Organization hereby discloses its trustees, directors, partners, officers, and those with more than a 10% equity, participation, or revenue interest in Contractor/Organization, as follows:
(If printing, please print legibly. Use additional sheets as necessary.)

1. Contractor/Organization Name:

ZOLL DATA SYSTEMS, INC. 10000 WILLOW AVENUE SUITE 100 PASADENA CA 91104

2. Name(s) of trustees, directors, partners, officers of Contractor/Organization:

ZOLL DATA SYSTEMS INC	ZOLL MEDICAL CORP
DAVID BROWN - President	Richard Moore - CEO, President
STEPHEN KORN - VICE PRESIDENT	A.E. Wilson - CFO, V.P. ADMIN
JOHN BUELL, CEO - TREASURER	ALEXANDER HUGHAN - V.P. OPERATIONS
A.E. WILSON - DIRECTOR	STEVEN BROWN - V.P. MARKETING
JAMES COTTER - VICE PRESIDENT	WENDY HANCOCK - V.P. MARKETING
ADAM TAYLOR - VICE PRESIDENT	James B. Miller - Director
	THOMAS CLARKE - Director
	Scott Hamilton - Director
	DANIEL NEVENS - Director

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Director

3. Names of those with more than a 10% equity, participation or revenue interest in Contractor/Organization:

ZOLL MEDICAL CORP - 100%	AS THE OWNERS 70% OF ZOLL MEDICAL

Prepared by: Mark Wilgus - Admin

Title: CONTROLLER, ZOLL DATA SYSTEMS, INC

Date: 7/12/2007

For office use only: Contract/Transaction No. _____ If not a contract, type of transaction: _____
