

Agenda Report

March 24, 2025

TO: Honorable Mayor and City Council

THROUGH: Finance Committee

FROM: Fire Department

SUBJECT: AMEND THE FIRE DEPARTMENT FISCAL YEAR (FY) 2025 OPERATING BUDGET AND AUTHORIZE THE CITY MANAGER TO ENTER INTO A CONTRACT WITH STRYKER SALES LLC FOR THE PURCHASE OF 24 UNITS OF MONITOR/DEFIBRILLATOR DEVICES AND PREVENTATIVE SERVICE AND MAINTENANCE FOR 26 DEVICES FOR FIVE YEARS IN AN AMOUNT NOT TO EXCEED \$1,007,678

RECOMMENDATION:

It is recommended that the City Council:

1. Find the proposed action is exempt from the California Environmental Quality Act ("CEQA") pursuant to CEQA Guidelines Section 15061(b)(3), the "Common Sense" Exemption that CEQA only applies to projects that may have an effect on the environment;
2. Amend the Fire Department's Fiscal Year (FY) 2025 Operating Budget by recognizing revenues and appropriating \$1,007,678 for the purchase and maintenance of monitors/defibrillators;
3. Authorize the City Manager to enter into a contract with Stryker Sales LLC for the purchase of 24 units of monitors/defibrillators devices and the associated preventative service and maintenance for 26 devices for five years in an amount not to exceed \$1,007,678; and
4. Grant the contract an exemption pursuant to Pasadena Municipal Code (PMC) Section 4.08.049(B), contracts for which the City's best interests are served. This transaction is exempt from competitive bidding per PMC Section 4.08.030 and City Charter Section 1002 F) based on contracts for professional or unique services.

BACKGROUND:

The Pasadena Fire Department (PFD) is an "All Hazard" response agency which responds to all calls for public assistance including emergency medical service, fires, technical rescues and other hazards. In calendar year 2024, the PFD responded to 20,854 calls for service, of which 16,973 (81%) were medical-related emergencies.

The Pasadena Fire Department currently owns two (2) Lifepak 15 electrocardiogram (EKG) Monitor/Defibrillator devices and leases 26 additional units of Lifepak 15 devices. The 28 units are maintained through a five-year preventative servicing and maintenance program with Stryker's Procure for technical and mechanical support, service calls, parts and labor to maintain the units. The monitors/defibrillators assist the Fire Department in providing uninterrupted Advanced Life Support (ALS) services to the Pasadena community. The lease agreement for the 26 Lifepak 15 units and ProCare, ended in September of 2024. The Department is currently on a month-to-month agreement with Stryker for the lease and support of the 28 devices.

A cardiac monitor/defibrillator is used by fire personnel in emergency situations to provide advanced monitoring capabilities and allow for detection of hard-to-diagnose conditions. The equipment helps to analyze a patient's heart rhythm, deliver defibrillatory shocks when necessary, and monitor vital signs like blood pressure, oxygen saturation, and even carbon monoxide levels, providing a comprehensive picture of a patient's condition during critical situations. The Department's 28 units of Lifepak 15's are currently stocked on all frontline apparatus including six (6) rescue ambulances (RAs), eight (8) fire engines, two (2) ladder trucks, six (6) reserve RAs, and at critical locations across the City including the Rose Bowl Stadium and fire stations.

To ensure adherence to the highest standards of medical care for the Pasadena community, the Emergency Medical Services (EMS) Division assessed the ages and states of the 28 units of monitor/defibrillator currently in the Department's inventory. Staff learned that 14 of the 28 Lifepak 15 devices are operating beyond their recommended 7-year serviceable life. After a thorough assessment and testing of other products available on the market, staff recommend replacement of 16 units of the leased Lifepak 15 devices across all frontline apparatus with purchases of Lifepak 35 monitors/defibrillators. Of the remaining 10 leased Lifepak 15 devices, staff recommend purchasing eight (8) units at the residual value to be stocked on reserve apparatus and around the City, and decommissioning the remaining two (2) units.

The Lifepak 35 was released by Stryker in August 2024 and is the most technologically advanced heart monitor and cardiac therapy device. The Lifepak 35 provides EKG monitoring, defibrillation, oxygen monitoring, CO2 monitoring, temperature monitoring and blood pressure monitoring. A notable upgrade between the Lifepak 15 and Lifepak 35 devices are continuous EKG monitoring, and the speed at which paramedics can receive information about a patient's condition. Through continuous EKG monitoring, paramedics can interpret different heart dysrhythmias or abnormal heart rhythms, detect heart attacks, and allows fire personnel to better and more quickly interpret information and assess patients.

It is in the best interest of the City to continue to utilize Stryker's Lifepak models for monitors/defibrillators, and to continue to service and maintain the equipment under ProCare. Transitioning to a new manufacturer for monitors/defibrillators would require a full replacement of all 26 units currently in the Fire Department's inventory, as using two different types of devices across the Department would create operational incongruity. Additionally, the Department has utilized Lifepak monitors/defibrillators for over a decade and currently stock minor replacement parts and accessories that only work in conjunction with the Lifepak models. Additionally, staff have worked with Stryker to secure a credit for the remaining ProCare coverage term for the 10 Lifepak 15 units. The credit would not be provided by a new vendor. Finally, if the Department transitioned to a different manufacturer, approximately 172 fire personnel would require full and extensive training to become familiar with a new life-saving product. The transition would incur personnel staff time and resources, to ensure all personnel are highly familiar and capable in usage of the equipment.

The Fire Department is seeking approval for the replacement and maintenance of all 26 units of cardiac monitor/defibrillator devices in its inventory. This includes procuring 16 units of Lifepak 35's for frontline apparatus, and purchasing 8 units of Lifepak 15's at the residual value. Stryker will also provide ProCare across the total 26 units in the Fire Department's inventory. Fire Department and Finance Department staff have worked extensively with Stryker to secure the most competitive pricing available to secure this agreement. If approved, the 16 Lifepak 35 cardiac monitor/defibrillator are expected to be placed into service summer of 2025.

The Fire Department has held previous contracts with Stryker including a 5-year lease agreement for 26 units of Lifepak 15's, and ProCare coverage for 28 units of Lifepak 15's, in the amount of \$1,000,000. Additionally, the Fire Department has purchased powered gurneys for RAs, automated external defibrillators (AEDs), and chest compression systems from Stryker in fiscal year 2022 totaling approximately \$176,000.

The Fire Department completed an EMS Fee Study in FY 2022 to more accurately capture for increased costs of services. Additionally, the Department's participation in the Public Provider-Ground Emergency Medical Transportation Intergovernmental Transfer (PP-GEMT IGT) Program, which provides health care services to Medi-Cal managed care (HMO) beneficiaries, has resulted in increases of matching funds through the State Department of Health Care Services (DHCS). Through these initiatives, the Department is currently projected to exceed its FY 2025 Budgeted Revenue for Emergency Medical Aid Response by approximately \$1.2M, which will provide the necessary funding for the contract costs.

COUNCIL POLICY CONSIDERATION:

The City Council's strategic planning goal of maintaining fiscal responsibility and stability and ensuring public safety will be advanced by implementing necessary budget amendments and purchasing and maintaining equipment to respond to medical emergencies.

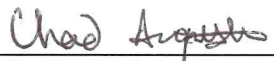
ENVIRONMENTAL ANALYSIS:

The proposed contract is exempt from the CEQA pursuant to State CEQA Guidelines Section 15061 (b) (3), the "common sense" provision of CEQA (formerly the general rule), which applies to projects which may have the potential for causing a significant effect on the environment. The proposed action will not result in any new development or physical changes.

FISCAL IMPACT:

Approval of the proposed budget amendments and purchase will increase the FY 2025 total authorized operating appropriations in the General Fund (101) by \$1,007,678. These additional costs will be offset through increased EMS revenue of \$1,007,678. The budget amendments included in this agenda report are not anticipated to impact existing FY 2025 budgeted indirect and support costs.

Respectfully submitted,



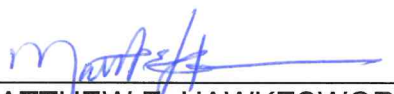
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