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The Regional Municipality of Durham Report

To: Health & Social Services Committee
From: Commissioner & Medical Officer of Health
Report: #2023-MOH-02
Date: March 9, 2023

Subject:

Standing Agreement with Zoll Medical Canada Limited

Recommendations:

That the Health & Social Services Committee recommends to Regional Council:

- A) That the Zoll X-Series/X-Series Advanced monitor/defibrillator be maintained as the Regional standard for a period of five (5) years; and
 - B) That authorization be granted to award a sole source agreement to Zoll Medical Canada Limited effective March 1, 2023 for a period of five (5) years for the purchase of new/replacement monitor/defibrillators pending approval of the 2023 Paramedic Services Business Plans & Budgets; and,
 - C) That a Standing Agreement with Zoll Medical Canada Limited be negotiated and awarded to supply the Region of Durham Paramedic Services (RDPS) with non-warranty maintenance and repair service, and reusable and disposable accessory equipment for Zoll X-Series/X-Series Advanced monitor/defibrillators for a five (5) year term at an annual estimated cost of \$500,000.
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Report:

1. Purpose

- 1.1 The purpose of this report is to obtain approval to maintain the Zoll X-Series/X-Series Advanced monitor/defibrillators as the standard for RDPS, proceed with the sole source purchase of the new and replacement monitor/defibrillators and negotiate a Standing Agreement for the maintenance and repair and reusable and disposable accessory equipment for the monitor/defibrillators.

2. Background

- 2.1 Due to proprietary licensing, medical and corporate liability and warranty issues Zoll Medical Canada Limited (“Zoll”) is the only supplier of reusable and disposable supplies and equipment warranted for use in conjunction with the Zoll defibrillator. The use of any supplies or equipment other than those supplied by Zoll will void any warranty and remove Zoll from any liability related to the failure of the defibrillator or adjunct equipment and supplies.
- 2.2 A Standing Agreement, C002696, has previously been established with Zoll to provide non-warranty maintenance and repair services for Zoll X- Series monitor/defibrillators, along with the supply of reusable and disposable accessory equipment items such as wireless communications cards, cases, cables (therapy cables, ECG cables, End Tidal CO2 Cables, Pulse Oximetry Cables, etc.), lithium-ion batteries and battery charger/support stations, ECG paper and therapy pads.
- 2.3 The Standing Agreement expired December 31, 2022 and requires renewal.
- 2.4 RDPS currently has an inventory of fifty-four (54) Zoll Medical Canada Limited X-Series monitor/defibrillators.
- 2.5 Clinical care reliability, risk management, and product compatibility challenges are best mitigated by all reusable and disposable accessory equipment items being supplied by the original equipment manufacturer, Zoll Medical Canada Limited.
- 2.6 Clinical care reliability, risk management, and product warranty challenges are best mitigated by all preventative maintenance and repairs of Zoll X-Series monitor/defibrillators being performed by original equipment manufacturer certified technicians at Zoll Medical Canada Limited.

3. Previous Reports and Decisions

- 3.1 Report #2017-COW-270, approved by Regional Council on December 13, 2017, authorized:
 - a. That Zoll X-Series monitor/defibrillators be adopted as the Regional Standard for a period of five (5) years, the anticipated lifecycle of the Paramedic Services Division new monitor/defibrillator inventory; and
 - b. That a Standing Agreement with Zoll Medical Canada Limited be negotiated to supply the Paramedic Services Division with non-warranty maintenance and repair service, reusable and disposable accessory equipment for Zoll X-Series monitor/defibrillators at a cost not to exceed \$200,000 for 2018 with the option of four (4) additional one-year terms.

4. Financial Implications

- 4.1 Based on previous expenditures, it is anticipated that RDPS costs associated with Zoll X-Series monitor/defibrillator maintenance and repair, and supply of reusable and disposable accessory equipment items for 2023 will not exceed \$500,000.
- 4.2 Section 7.2 of the Region's Purchasing By-law #16-2020 permits the acquisition of goods and services through sole source negotiations under specific circumstances outlined in Appendix C of the By-law. Section 1.1 of Appendix "C" permits negotiations where the goods or services can be supplied only by a particular supplier, to ensure compatibility with existing goods, or to maintain specialized goods that must be maintained by the manufacturer of those goods or its representative.
- 4.3 Financing for the purchase of new/replacement Zoll X-Series/X-Series Advanced monitor/defibrillators and repair and maintenance costs are included in the proposed 2023 Paramedic Services Business Plans & Budget submission.

5. Relationship to Strategic Plan

- 5.1 This report aligns with/addresses the following strategic goal and priority in the Durham Region Strategic Plan:
 - a. Goal 5: Service Excellence: Optimize resources and partnerships to deliver exceptional quality services and value.

6. Conclusion

- 6.1 It is recommended that the Zoll X-Series/X-Series Advanced monitor/defibrillators be maintained as the standard for RDPS for a period of five (5) years and that authorization be granted to award a sole source agreement to Zoll Medical Canada Limited effective March 1, 2023 for the purchase of new/replacement monitor/defibrillators pending approval of the Paramedic Services Business Plans & Budgets.
- 6.2 Further, it is recommended that a Standing Agreement with Zoll Medical Canada Limited be negotiated and awarded to supply RDPS with maintenance and repair service, and reusable and disposable accessory equipment for the Zoll X-Series/X-Series Advanced monitor/defibrillators.
- 6.3 This report has been reviewed by the Finance Department and the Commissioner of Finance concurs with the recommendations.

Respectfully submitted,

Original signed by

R.J. Kyle, BSc, MD, MHSc, CCFP, FRCPC, FACPM
Commissioner & Medical Officer of Health

Recommended for Presentation to Committee

Original signed by

Elaine C. Baxter-Trahair
Chief Administrative Officer