

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20040069

1. REQUESTED MOTION:

ACTION REQUESTED: Approve Waiver # W-040194 to waive the formal quotation procedure for the Public Safety-EMS Division, for the purchase of forty five ambulance cots model #608200000 MX-PRO R-3, ancillary equipment and warranties deemed as the best value for Lee County, from Stryker (Sole source-please see attachment #4). Total cost for the cots and ancillary equipment is \$158,811.50

WHY ACTION IS NECESSARY: All purchases that exceed \$50,000 annually must be board approved.

WHAT ACTION ACCOMPLISHES: Allows Public Safety-EMS Division to obtain necessary equipment.

2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #

A7A

3. MEETING DATE:

02-10-2004

4. AGENDA:

- CONSENT ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

5. REQUIREMENT/PURPOSE:
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT Public Safety
- C. DIVISION EMS

BY: John Wilson *JW*

BACKGROUND: On January 6, 2004 Purchasing received a request for a waiver bluesheet for the purchase of ambulance cots and ancillary equipment from Stryker. The request for waiver is based on an evaluation, conducted in the month of November 2003 by Public Safety-EMS, in which the findings concluded that the Stryker Model #608200000 MX-PRO-3 Ambulance Cot was the best product available for county requirements.

Account String: KF5260100100.506410

Please see attachments:

- (1) Public Safety-EMS Justification Memo
- (2) Public Safety-EMS Stretcher Evaluation
- (3) Stryker Quotation
- (4) Sole Source Verification Letter from Stryker

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services	G County Manager
<i>[Signature]</i> 1/22/04	<i>[Signature]</i> 1/22/04 <small>per EMS Eval</small>			<i>[Signature]</i> 1/22/04	<i>[Signature]</i> 1/22/04 OM Risk GC	<i>[Signature]</i> 1/22/04

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

RECEIVED BY
COUNTY ADMIN: *[Signature]*
1-21-04
4:30 PM
COUNTY ADMIN
FORWARDED TO: *[Signature]*
1-22-04
2 PM

1-21-04
4:11 PM
COUNTY ADMIN
Budget
3:20 PM

04 JAN -6 AM 9:16

Division of

_____**Public Safety/EMS**

MEMO

To: Bob Franceschini, Purchasing Agent
From: Chief Chris Hansen, EMS Manager
Subject: Bluesheet for Stryker Stretcher Purchase
Date: December 22, 2003

The purpose of this memorandum is to respectfully request your assistance in preparation of a blue sheet to purchase 45 Stryker ambulance stretchers and ancillary equipment to include mounting hardware and stretcher straps for use on Lee County Emergency Medical Services ambulances.

In November of 2003, a field evaluation was performed by Lee County EMS medics on two (2) similar stretcher/cots, Stryker and Ferno. The purpose of the field evaluation was to determine which stretcher/cot would be best suited for Lee County EMS needs. The same evaluation had been performed a year prior and the results indicated the purchase of the Stryker stretcher. During the time period required for budgeting and approval, Ferno released a stretcher model with various upgraded modifications. Our management team decided to perform the field evaluation again since these upgrades did not exist until just prior to EMS's request to purchase the Stryker stretcher/cots on or about September 2003

These findings were in favor of the Stryker product. Although Ferno had upgraded their 35-P stretcher/cot, it was determined by the personnel performing the evaluations that Stryker was the best product.

The following are some of the reasons indicated by our evaluators for the selection of the Stryker product:

- Lightweight
- Easier to lift
- Easier to remove from the ambulance
- Easier release handle
- More user friendly
- More stable and durable
- Overall ease of the Stryker release mechanism
- The head mechanism is light years ahead of Ferno
- The grips on the end of the Stryker made lifting much easier

With ten (10) new ambulances ready to be outfitted, EMS would like to purchase this equipment as soon as possible.

The funding source for this project is KF5260100100.506410. Thank you for your assistance with this important project.

Respectfully Submitted,

Chief Chris Hansen, EMS Manager

cc: Janet Sheehan, Purchasing Director
Patti Hojnacki, Public Safety Fiscal Officer
John Wilson, Public Safety Director
Michael Bridges, Public Safety Deputy Director
Assistant Chief Richard M. Cranford, EMS Operations

DIVISION OF PUBLIC SAFETY

MEMORANDUM

To: Chief Hansen
CC: Logistics
From: Michael Pcolar / EMS Training Coordinator
Date: December 22, 2003
Subject: Stretcher Evaluation



Please find below the results for the stretcher evaluations between Stryker and Ferno.

Time of Trials: November 1-18, 2003: Ferno
November 19-30, 2003: Stryker

Unit Locations: Medic 7 and Medic 12

Process: Each station was given an Evaluation packet, with specific instructions regarding time trials, product videos and product evaluations. At the conclusion of the trial time, participants were to complete a Comparison Evaluation between the two products. The Comparison Evaluations unanimously chose Stryker based on the 25 different qualities evaluated (weight, safety, loading, etc).

Comments on the Comparison Evaluations were: Lightweight, easier to lift, easier to remove from the ambulance, easier release handle, more user friendly, more stable and durable, Ferno seems "hollow " and seems to have "cheaper" construction, the overall ease of the Stryker release mechanism and head mechanism are light years ahead of Ferno, the grips on the end of the Stryker made lifting much easier.

I have attached the actual Comparison Evaluations for your review.

Thank you for allowing me to be a part of this product evaluation.

LEE COUNTY DIVISION OF PUBLIC SAFETY / EMS
PRODUCT EVALUATION PROJECT

Product (s): Stryker "Rugged" Stretcher and Ferno PROFlexx

Date of Trial: November 2003

Trial Units: Medic 7 and Medic 12

Trial Objective: By the end of the trial period, the crews using each device should recommend which model, if any, is preferred for the transport needs of Lee County EMS patients.

Directions: Medic 7 and Medic 12 will use the Ferno stretcher until November 18th. Prior to usage, each crewmember shall watch the product video, review the product manual, and receive an inservice before using the product. Each crewmember shall complete a **Product Evaluation** on the Ferno product, prior to switching to the Stryker. These evaluations will be found, and kept, in each station's **Product Evaluation Packet**, which is to be left in the station until the trial has been completed.

On **November 18th**, the Ferno will be replaced with the Stryker MX Rugged until the end of November. Stryker product evaluations will be distributed and are to be completed as stated above. At the end of the month, each crewmember shall complete a **Comparison Evaluation Form**, along with specific documentation on which stretcher is preferred, and **WHY**.

At the **end of the month**, the completed **Evaluation Packets** will be returned to Training for review.

It is imperative for all evaluation equipment (videos, manuals, straps) to be returned upon request.

Both products come with shoulder harnesses. **These harnesses are considered part of the safety system, and will be used at all times. DO NOT REMOVE THE SHOULDER STRAPS.**

Thank you for your time evaluating these products, and be assured your input will carry great weight in the determination of our future stretcher product.

Contact me with any questions.

Respectfully,


Deputy Chief Michael Pcolar
EMS Training Coordinator

Comparison Evaluation

To be completed after evaluating both the Ferno and Stryker products.

SERVICE/DEPARTMENT: LCEMS DATE: 11-30-03
 NAME/POSITION: PAM WILLIAMS, P-II

FEATURE	PREFER <i>FERNO.</i>		NO PREF	PREFER STRYKER COT	
ROLLABILITY	1	2	3	4	5
STABILITY	1	2	3	4	5
BREAK-AWAY HEAD SECTION	1	2	3	4	5
SIDERAIL OPERATION	1	2	3	4	5
BACKREST	1	2	3	4	5
TRENDELEBURG	1	2	3	4	5
EASE OF FINDING HANDLES	1	2	3	4	5
GENERAL EASE OF USE	1	2	3	4	5
LOADING	1	2	3	4	5
UNLOADING	1	2	3	4	5
LIFTING BAR	1	2	3	4	5
COMFORT OF HANDLES/GRIPS	1	2	3	4	5
CLEANABILITY	1	2	3	4	5
SAFETY	1	2	3	4	5
LITTER SURFACE ³	1	2	3	4	5
HEIGHT INSIDE AMBULANCE	1	2	3	4	5
MATTRESS	1	2	3	4	5
WIDTH	1	2	3	4	5
WEIGHT	1	2	3	4	5
OVERALL PATIENT COMFORT	1	2	3	4	5
OTHER	1	2	3	4	5

List which stretcher you prefer, and list the reasons why you have made this choice.

STRYKER - MORE STABLE / DURABLE - FERNO
SEEMS "HOLLOW" & CHEAPER CONSTRUCTION

Comparison Evaluation

To be completed after evaluating both the Ferno and Stryker products.

SERVICE/DEPARTMENT: Ems DATE: 11-30-03
 NAME/POSITION: Kevin Onovreda Paramedic

FEATURE	PREFER <i>F.ERNO.</i>		NO PREF		PREFER STRYKER COT	
ROLLABILITY	1	2	3	4	5	
STABILITY	1	2	3	4	5	
BREAK-AWAY HEAD SECTION	1	2	3	4	5	
SIDERAIL OPERATION	1	2	3	4	5	
BACKREST	1	2	3	4	5	
TRENDELENBURG	1	2	3	4	5	
EASE OF FINDING HANDLES	1	2	3	4	5	
GENERAL EASE OF USE	1	2	3	4	5	
LOADING	1	2	3	4	5	
UNLOADING	1	2	3	4	5	
LIFTING BAR	1	2	3	4	5	
COMFORT OF HANDLES/GRIPS	1	2	3	4	5	
CLEANABILITY	1	2	3	4	5	
SAFETY	1	2	3	4	5	
LITTER SURFACE	1	2	3	4	5	
HEIGHT INSIDE AMBULANCE	1	2	3	4	5	
MATTRESS	1	2	3	4	5	
WIDTH	1	2	3	4	5	
WEIGHT	1	2	3	4	5	
OVERALL PATIENT COMFORT	1	2	3	4	5	
OTHER	1	2	3	4	5	

List which stretcher you prefer, and list the reasons why you have made this choice.

Prefer the Stryker cot due to its lighter weight, ease of lifting and removing from the ambulance. The release handle is designed on a more even plane with your hand where the Ferno makes you have to cock your wrist more to engage the release lever. The Stryker is much more user friendly and more advantageous to what we as a system will use it for.

Comparison Evaluation

To be completed after evaluating both the Ferno and Stryker products.

SERVICE/DEPARTMENT: _____ DATE: _____
 NAME/POSITION: _____

FEATURE	PREFER <i>FERNO.</i>	NO PREF	PREFER STRYKER COT
ROLLABILITY	1	2	(3)
STABILITY	1	2	(3)
BREAK-AWAY HEAD SECTION	1	2	(3)
SIDERAIL OPERATION	1	2	3
BACKREST	1	2	3
TRENDELENBURG	1	2	(3)
EASE OF FINDING HANDLES	1	2	(3)
GENERAL EASE OF USE	1	2	(3)
LOADING	1	2	(3)
UNLOADING	1	2	(3)
LIFTING BAR	(1)	2	3
COMFORT OF HANDLES/GRIPS	(1)	2	3
CLEANABILITY	1	2	(3)
SAFETY	1	2	(3)
LITTER SURFACE	1	2	(3)
HEIGHT INSIDE AMBULANCE	1	2	3
MATTRESS	1	2	3
WIDTH	1	2	3
WEIGHT	1	2	3
OVERALL PATIENT COMFORT	1	2	3
OTHER	1	2	3

List which stretcher you prefer, and list the reasons why you have made this choice.

I LIKE BOTH. BUT STRYKER WAS BETTER.

Comparison Evaluation

To be completed after evaluating both the Ferno and Stryker products.

SERVICE/DEPARTMENT: _____

DATE: 11/25/03

NAME/POSITION: BONHAM

FEATURE	PREFER		NO PREF		PREFER	
	<i>FERNO.</i>				STRYKER COT	
ROLLABILITY	1	2	3	4	(3)	
STABILITY	1	2	3	4	(5)	
BREAK-AWAY HEAD SECTION	1	2	3	4	(5)	
SIDERAIL OPERATION	1	2	3	4	(5)	
BACKREST	1	2	3	4	(5)	
TRENDELENBURG	1	2	3	4	(5)	
EASE OF FINDING HANDLES	1	2	3	4	(5)	
GENERAL EASE OF USE	1	2	3	4	(5)	
LOADING	1	2	3	4	(5)	
UNLOADING	1	2	3	4	(5)	
LIFTING BAR	(1)	2	3	4	5	
COMFORT OF HANDLES/GRIPS	1	2	3	4	(5)	
CLEANABILITY	1	2	(3)	4	5	
SAFETY	1	2	3	(4)	5	
LITTER SURFACE	1	2	3	4	(5)	
HEIGHT INSIDE AMBULANCE	1	2	3	4	(5)	
MATTRESS	1	2	3	4	(5)	
WIDTH	1	2	3	4	(5)	
WEIGHT	1	2	(3)	4	5	
OVERALL PATIENT COMFORT	1	2	3	4	(5)	
OTHER	1	2	3	4	5	

List which stretcher you prefer, and list the reasons why you have made this choice.

From: Anthony Petito
To: MIKEP.LEEPO01.LEEDOM1
Date: 12/3/03 10:49PM
Subject: Re: stretcher trials

Mike,

I did not get to fill out an evaluation on the stryker stretcher so I am writing you to let you know what I thought of it. As in comparison to the Ferno, there is NO comparison! The Stryker is a much better product! The overall ease of use of the release mechanism and head mechanism were light years ahead of the ferno. the grips on the end of the stretcher made lifting and moving much easier. the only thing I didn't like about the stryker was the rail system. it needs a little work. I hope my input will help in your overall review of the two products. Thanks and "hand salute!"

Sincerely,
Anthony Petito



Proposal



Quotation Number: Q004002
 Quotation Date: 01/13/04

Jamie Witham
 6300 S Sprinkle Rd
 Kalamazoo, MI 49001
 800 669-4968 Ext 8879 Voice
 904 287-4408 Fax
 jwitham@med.strykercorp.com

LEE COUNTY EMS
 14752 BEN C PRATT/6 MILE CYPRESS PKWY
 FORT MYERS FL 33912

	List	Unit Price	Ext Sell
45 ea Model 6082000000 MX-PRO R-3 AMBULANCE COT(s)	3,629.00	2,616.75	\$117,753.75

Standard Features Include:

- Single adjustable wheel lock (*Now Standard!*)
- 650-lb weight capacity
- Seven height positions
- Positive action height adjustment
- Scientifically optimized lift bar design
- Easy to use, one-hand operation of backrest, siderail, breakaway head section, and lift-capable safety bar
- Oversized wheels with sealed caster wheel bearings
- High visibility powder-coated frame
- Short or J-shaped floor-mounted safety hook
- Flat Mattress
- Standard Restraint Package (2 lateral restraint belts and 1 four-point patient restraint set)
- In-service video and operator's manual
- 1 year parts/labor/travel warranty and 7-year warranty on all welded frame components

Selected Options and Accessories

45	6082-502-010	ADDITIONAL ADJUSTABLE WHEEL LOCK	78.00	56.25	\$2,531.25
45	6080-999-001	ERGONOMIC PACKAGE	134.00	109.50	\$4,927.50
<i>Ergonomic Package includes the following:</i>					
<i>-Foot End Pull Handle</i>					
<i>-Head End (Base) Lift Bar</i>					
45	6080-145-000	X FRAME GUARD OPTION	108.00	78.00	\$3,510.00
<i>-X-frame Guard Option includes 3-year parts/labor/travel warranty</i>					
45	6082-128-010	POCKETED HEAD END STORAGE POUCH	170.00	87.00	\$3,915.00
45	6080-210-010	IV POLE ASSY 2-STAGE RIGHT	185.00	133.50	\$6,007.50
			4,304.00	3,081.00	\$138,645.00

Cot Sub-total: \$138,645.00
 Trade-in credit for 38ea Ferno 35A ambulance cots (\$250/cot): (\$9,500.00)

Proposal Total (including freight): \$129,145.00

TO PLACE AN ORDER, PLEASE FAX YOUR PURCHASE ORDER TO:

Stryker EMS, Attn: Jamie Witham

815 South Lilac Loop
 Jacksonville, FL 32259

Phone: 904-287-0824; Fax 904-287-4408

Include your billing/shipping addresses, desired delivery dates, signature and terms (net 30).

THANK YOU!

Order subject to approval by Stryker Corporation. Taxes will be invoiced as a separate item when applicable. Credit cannot be allowed on returns of special or modified items. All approved returns will be accepted ONLY in Kalamazoo, Michigan.

Receiving Contact Name:		Receiving Phone Number:			
Loading Dock:	YES	NO	Boxed	Unboxed	(Circle One)
Sales Rep:					Dock hrs:
Comments:					Po#:



Proposal



Quotation Number: Q004001
 Quotation Date: 01/05/04

Jamie Witham
 6300 S Sprinkle Rd
 Kalamazoo, MI 49001
 800 669-4968 Ext 8879 Voice
 904 287-4408 Fax
 jwilham@med.strykercorp.com

LEE COUNTY EMS
 14752 BEN C PRATT/8 MILE CYPRESS PKWY
 FORT MYERS FL 33912

<u>Selected Optional Accessories</u>			<u>List</u>	<u>Unit Price</u>	<u>Ext Sell</u>
150	6082-260-010	STANDARD RESTRAINT PACKAGE	121.00	87.25	\$13,087.50
10	6080-210-010	2-STAGE I.V. POLE (PATIENT RIGHT)	185.00	133.50	\$1,335.00
28	6370-000-000	FLOOR MOUNT COT FASTENER	497.00	358.00	\$10,024.00
40	6082-128-010	POCKETED HEAD END STORAGE POUCH	170.00	102.00	\$4,080.00
10	6090-042-010	FLAT MATTRESS	158.00	114.00	\$1,140.00
					<u>\$29,666.50</u>
Proposal Total (including freight):					\$29,666.50

TO PLACE AN ORDER, PLEASE FAX YOUR PURCHASE ORDER TO:

Stryker EMS, Attn: Jamie Witham

815 South Lilac Loop
 Jacksonville, FL 32259

Phone: 904-287-0824; Fax 904-287-4408

Include your billing/shipping addresses, desired delivery dates, signature and terms (net 30).

THANK YOU!

Order subject to approval by Stryker Corporation. Taxes will be invoiced as a separate item when applicable. Credit cannot be allowed on returns of special or modified items. All approved returns will be accepted ONLY in Kalamazoo, Michigan.

Receiving Contact Name:		Receiving Phone Number:	
Loading Dock:	YES NO	Boxed Unboxed (Circle One)	Dock hrs:
Sales Rep:		Po#:	
Comments:			

ATTACHMENT

4

Thursday, August 21, 2003

Jamie Witham
Regional Sales Manager6300 Sprinkle Road
Kalamazoo, MI 49001
Phone (904)287-0824
Fax (904)287-4408
Voicemail (800)669-4968 x8879
jwitham@med.strykercorp.com

MEMORANDUM FOR LEE COUNTY PURCHASING DEPARTMENT

RE: Sole Source Information for Stryker Model 6082 MX-Pro R3 Ambulance Cot

Stryker Corporation is a direct-sales company. As such, there are no Stryker EMS distributors, other than the undersigned, in your area. This correspondence is to inform you of the unique and proprietary characteristics found ONLY in Stryker's Model 6082 MX-Pro R3 Ambulance Cot. These characteristics can be broken down into three primary categories: Safety, Maintenance, and Ease of Use.

Safety

- 1) The Stryker Model 6082 is the only cot built that uses free-motion bearings in its weight-sensitive height mechanism. This feature requires that the patient's weight be supported prior to engaging the cot's release handle, thus preventing accidental patient drops. Unless the patient's weight is supported, the release handle will not function.
- 2) The cot features the only frame stable enough to roll in all seven height positions (even with a 650-lb load). This eliminates the need to lower the cot in order to roll it safely with a patient on board, thus saving precious time and possible caregiver injuries.
- 3) Stryker produces the only all aluminum frame that is entirely roll-pin-free. This eliminates the need to replace worn roll-pins which can loosen or fall out, causing cot failure.
- 4) The cot features the lightest 650-lb capacity frame in the industry.

Maintenance

- 1) The cot features powder-coating on the entire aluminum frame (including the patient handling surfaces), thus eliminating aluminum oxidation throughout the cot. Additionally, the powder-coated surface facilitates easier decontamination and prevents the carbon build-up that otherwise would rub onto the caregiver's uniform.
- 2) The cot's construction is entirely grease-free, thus reducing regular maintenance costs and downtime.
- 3) All caster bearings are sealed, eliminating timely and costly lubrication. Because there is no grease to wash off, the cot can be hosed off when cleaning.

Ease of Use

- 1) The Stryker MX-Pro features a patented dual telescoping X-frame mechanism which reduces the work involved in raising and lowering the legs when loading and unloading the cot.
- 2) The cot has a patented lower fowler (back rest) design which enhances adjustability.
- 3) The cot features the industry's only forward-folding, single-hand release, side rails, thus giving caregivers more space inside the transport vehicle and easing patient transfers.
- 4) The Model 6082 has 6" x 2" sealed bearing casters – the largest in the industry, making rolling over any surface much easier and reduces caregiver strain.
- 5) The unique integrated bumper design protects walls, patient's furniture, and the cot.

Please forward any further questions to the undersigned at (800)669-4968 x8879.

Sincerely,

Jamie Witham
EMS Regional Sales Manager