

**RESOLUTION NO. 20-39**

**A RESOLUTION AUTHORIZING ACCEPTANCE OF A PROPOSAL FROM ZOLL MEDICAL CORPORATION, CHELMSFORD, MASSACHUSETTS, FOR THE PURCHASE OF TWO (1) ZOLL ZVENT PORTABLE VENTILATORS FOR THE TOTAL PURCHASE AMOUNT OF \$24,906.05.**

**WHEREAS**, proposals were solicited for the purchase of two portable ventilators, carrying cases, test lung, four-year maintenance agreement with battery replacement, and other related equipment; the proposal from Zoll Medical Corporation is recommended; and

**WHEREAS**, the City of Gladstone received funds from the United States government as part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act and the Medicare Provider Relief Fund to assist with covering expenses related to combating the spread of the Novel Coronavirus known as COVID-19; and

**WHEREAS**, the purchase of two ventilators on patients with cough, fever, difficulty breathing, and prior to knowing their infectious status would help in reducing the risk of exposure to COVID-19 to paramedics treating patients; and

**WHEREAS**, the use of ventilators using the Medicare Provider Relief Fund is permissible under the federal program; and

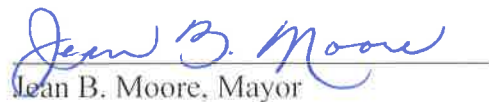
**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF GLADSTONE, MISSOURI, AS FOLLOWS:**

**THAT**, the City Manager of the City of Gladstone, Missouri, be and is hereby authorized to accept the proposal from Zoll Medical Corporation for the purchase amount of \$24,906.05.

Two (2) "*Zoll ZVent Portable Ventilators*" - TOTAL COST: \$24,906.05

**FURTHER, THAT**, funds for such purpose are authorized from the General Fund.

**INTRODUCED, READ, PASSED, AND ADOPTED BY THE COUNCIL OF THE CITY OF GLADSTONE, MISSOURI THIS 10<sup>th</sup> DAY OF AUGUST 2020.**

  
Jean B. Moore, Mayor

  
Ruth Bocchino, City Clerk



## *Request for Council Action*

RES  # R-20-39

BILL  # City Clerk Only

ORD # City Clerk Only

Date: 7/27/2020

Department: Public Safety

Meeting Date Requested: 8/10/2020

Public Hearing: Yes  Date: [Click here to enter a date.](#)

Subject: Resolution authorizing the purchase of two (2) Zoll ZVent.

Background: The Medicare Provider Relief Fund provides funding to cover costs in mitigating the spread of the Novel Coronavirus. The portable ventilator will reduce the risk of emergency personnel exposure to COVID-19 while treating patients. The price quote provided by Zoll reflects “Discount Pricing” and “Proposed State Pricing.”

Budget Discussion: Funds are budgeted in the amount of \$ 24,906.05 from the OTHER Fund. Ongoing costs are estimated to be \$ N/A annually. Previous years’ funding was \$N/A

Public/Board/Staff Input: Public Safety Department staff recommends the approval of the resolution to purchase two Zoll ZVent portable ventilators.

Provide Original Contracts, Leases, Agreements, etc. to: City Clerk and Vendor

Mike Hasty  
Department Director/Administrator

PC  
City Attorney

BB  
Asst. City Manager



*Department of Public Safety  
Administration  
Memorandum MJH 20-20*

**DATE:** July 6, 2020

**TO:** Scott C. Wingerson, City Manager

**FROM:** Chief Michael J. Hasty, Director of Public Safety *MJH*

**CC:** Dominic Accurso, Director of Finance  
Division Chief Sean Daugherty, Fire/EMS Division Commander  
File

**RE:** MEDICARE PROVIDER RELIEF FUNDS

The City of Gladstone received funds from the United States government as a part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act and the Medicare Provider Relief Fund. These funds are distributed to those health care providers who bill Medicare fee-for-service and follows a formula to determine the total funds received. These funds are not part of the CARES Act funding distributed by the Clay County Commission and are allocated for a different purpose.

Director Dominic Accurso has indicated the City of Gladstone has received \$25,134.90 from the Medicare Provider Relief Funds. Division Chief Sean Daugherty has consulted with Director Accurso regarding the appropriate use of these funds and it is their belief these funds could be used for the purchase of two "Zoll ZVent Portable Ventilators." These ventilators would be equipped with Positive End Expiratory Pressure (PEEP) designed to improve oxygenation for the patient as well as Continuous Positive Airway Pressure (CPAP).

The use of these ventilators on patients with cough, fever, difficulty breathing, and prior to knowing their infectious status would help in reducing the risk of exposure to COVID-19 to paramedics treating patients in the field. Should it be determined the purchase of these ventilators would meet the specific criteria for use of Medicare Provider Relief Funds, I recommend the purchase of these ventilators. The total cost for two ventilators (one for each ambulance) would be \$24,906.05. I have attached a copy of a memorandum from Division Chief Daugherty regarding this request as well as price quote from Zoll Medical Corporation for the ventilators. Please advise if you need further information.



*Department of Public Safety  
Fire/EMS  
Memorandum 20-35SCD*

**DATE:** 07/27/2020

**TO:** Director Mike Hasty

**FROM:** Division Chief Sean Daugherty

**RE:** Ventilator Purchase

Director Hasty,

I would like to move forward with the purchase of the Z-Vent portable ventilator/CPAP machine through Zoll. We used their State Bid pricing and their sole source letter for acquiring the quote for the purchase of two ventilators in conjunction with following the city's purchasing policy. The funds for this would be through the Medicare money that was received by the city earlier in the year. These ventilators would be used to assist in the resuscitation of COVID patients and would be easy to clean and disinfect and get placed back in-service.

Respectfully,

Division Chief Daugherty



*Department of Public Safety  
Fire/EMS  
Memorandum 20-34SCD*

**DATE:** 06/26/2020

**TO:** Director Mike Hasty

**FROM:** Division Chief Sean Daugherty

**RE:** Medicare Provider Relief Funds

Directory Hasty,

The city was given through Medicare nearly \$30,000 to use to prevent, prepare for and respond to COVID-19. I would like to use these funds to purchase two ventilators that would also have the capability to do PEEP/CPAP in patients. Since COVID is most dangerous from the respiratory implications I feel this would be a just and advantageous purchase to use the money. The ventilators I am looking at would be around \$10,000 per ambulance and we would also use some funds to purchase the CPAP circuits that would go along with these machines.

Respectfully,

Division Chief Daugherty



**TO: Gladstone Fire/EMS**  
 7010 N Holmes Street  
 Gladstone, MO 64118

Attn: **Sean Daugherty**

Tel: 816-423-4080

**ZOLL Medical Corporation**

Worldwide HeadQuarters  
 269 Mill Rd  
 Chelmsford, Massachusetts 01824-4105  
 (978) 421-9655 Main  
 (800) 348-9011  
 (978) 421-0015 Customer Support  
 FEDERAL ID#: 04-2711626

**QUOTATION 349009 V:1**

DATE: July 10, 2020

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	8660-001400-01	<b>ZVent Portable Ventilator, Basic.</b>  Unit Consisting of:  1ea- Circuit, Vent, Single Limb, WYE, Adult/Pedi 1ea- Circuit, Vent, Single Limb, WYE, Infant 1ea- Assembly Oxygen Hose 6" Long 2ea - Filter, Foam, Inlet, 1.08" dia. X 1/2" Long, Individually Bagged 2ea- Filter, Disk, Fresh Gas/Emergency, Air Intake, Individually Bagged 1ea - Power Cord, 6". 18AWG 3 SPT-2, NEMA 5- 15P, IEC60320-C5 (Check MFR) 1 ea -Power Supply, 100-240 VAC, 100W, 24V, 4.2A, IEC 320 & DT7L Plugs.	2	\$12,495.00	\$9,996.00	\$19,992.00 *
2	703-0731-27	Carry Case (white), Eagle II	2	\$395.00	\$335.75	\$671.50 *
3	820-0106-15	Adult Disposable Circuit, Disposable Circuit, EMV+, AEV, Eagle II, 6 foot length, Single patient use, (case of 15)	1	\$224.25	\$190.62	\$190.62 *

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 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 <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. 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.

Erik Skoog  
 Vent Territory Manager

1. DELIVERY WILL BE ESTIMATED 180 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO [ESALES@ZOLL.COM](mailto:ESALES@ZOLL.COM)
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING [www.zollwebstore.com](http://www.zollwebstore.com)



TO: Gladstone Fire/EMS  
 7010 N Holmes Street  
 Gladstone, MO 64118

Attn: Sean Daugherty

Tel: 816-423-4080

**ZOLL Medical Corporation**

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
4	820-0132-00	Test Lung, plastic/ Silicone	2	\$165.85	\$140.97	\$281.94 *
5	SC-731-PM-4Y	4 Year PM Contract with Battery Replacement	2	\$1,885.00	\$1,885.00	\$3,770.00
*Reflects Discount Pricing.						
*Reflects Proposed State Pricing.						

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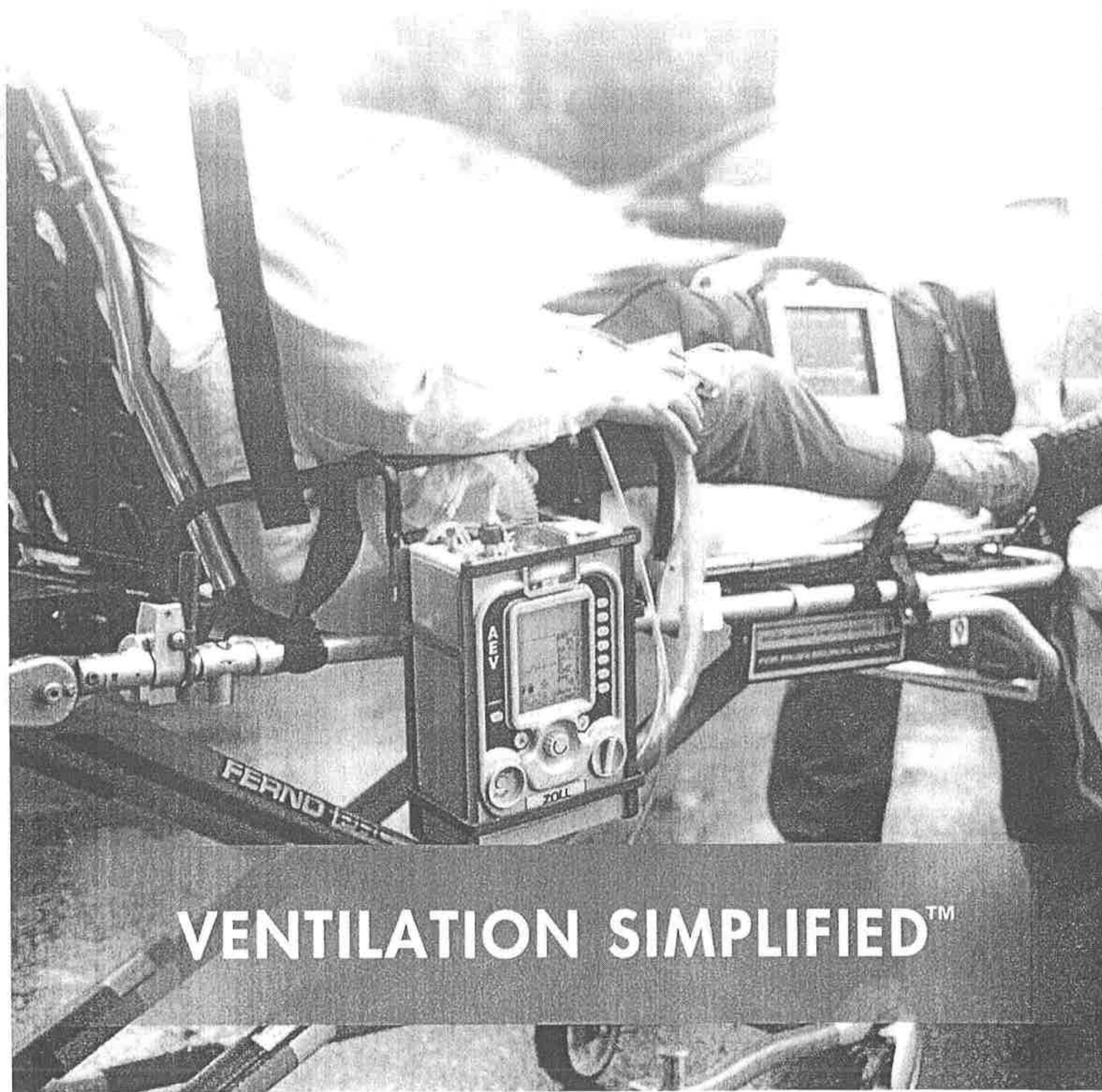
**TOTAL \$24,906.06**

Erik Skoog  
 Vent Territory Manager

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Portable Ventilators

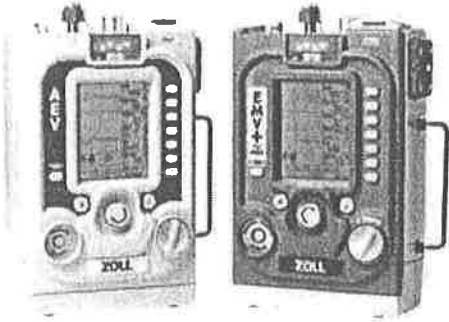
**ZOLL**



**VENTILATION SIMPLIFIED™**



# THE VENTILATOR DESIGNED



It's easy to see why EMS services view ventilators as critical-care devices. Most were originally designed for hospital use. Other ventilators lack durability because they were adopted from home use.

Designed for EMS, ZOLL ventilators are easy to use, portable, durable, and deliver invasive to non-invasive modes to infants through adults.

## EASY TO USE

ZOLL ventilators remove the complications associated with typical portable ventilators. ZOLL's SmartHelp™ System guides medics through alarm resolution with simple on-screen prompts. The Touch, Turn & Confirm interface simplifies use when compared to other portable ventilators.



# FOR EMS

Other standard capabilities of ZOLL ventilators reduce complications associated with disposable CPAP sets by continuously monitoring a patient's breathing in non-invasive ventilation modes. Apnea Backup automatically ventilates patients when spontaneous breathing ceases, while Automatic Leak Compensation adjusts flow when an ill-fitting mask is detected.

## PORTABLE

ZOLL ventilators are designed to travel with the patient. Weighing just 4.4 kilograms (9.7 pounds), ZOLL ventilators are among the lightest portable ventilators available.

The internal compressor further aids busy medics. With ZOLL ventilators, your staff no longer need to carry oxygen cylinders to operate the device. And in the event that additional oxygen is required, ZOLL ventilators consume 1/3 less oxygen when compared to pneumatically driven devices.

## MILITARY-GRADE DURABILITY

With specifications that surpass military standards, ZOLL ventilators are designed to operate in an EMS environment in a way that a hospital or home-use ventilator could never withstand.

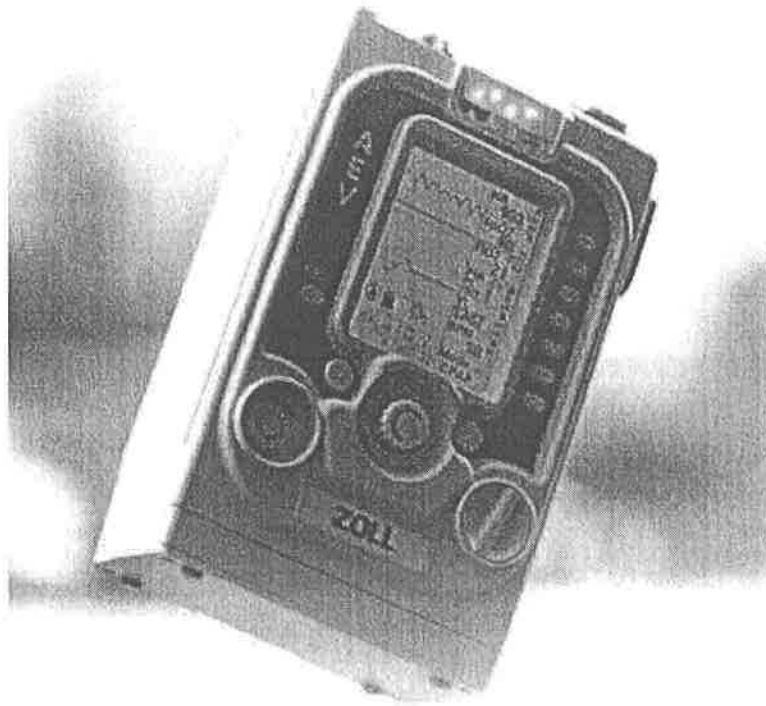
With a military-tested ingress protection rating, ZOLL ventilators are impervious to dust and protected from jetting water. ZOLL ventilators are designed to withstand a 20g impact, ensuring its operation in even the most challenging conditions.

## SOLUTIONS FOR DIVERSE PATIENT CONDITIONS

ZOLL ventilators are optimized for treating multiple patient conditions, including infants as small as 5 kilograms. Whether your patient has asthma, COPD, or CHF, ZOLL ventilators deliver the effective treatment.

Both invasive and non-invasive modes are available on ZOLL ventilators. To apply a non-invasive mode, just fit the mask and select CPAP or Bi mode. Bi mode enables patients to get a head start on the bi-level ventilation that may ultimately be applied at the hospital.





### **A STANDARD FOR EMS**

Like everything else medics carry, ventilators must stand up to the tough physical demands of the EMS environment. With enhanced durability, ZOLL ventilators set the standard for EMS ruggedness.

<b>Parameter</b>	<b>ZOLL Ventilator Rating</b>
Operation Temperature Range	-25° to 49° Celsius (-13° to 120° Fahrenheit)
Ingress Protection—Extreme Dust	Surpasses Mil Standard 810F (Test Method 510.4, Procedure 1)
Ingress Protection—Extreme Rain	Surpasses Mil Standard 810F (Test Method 506.4, Procedure 1)
Crash Testing	20g
Drop Testing (with carry case)	26 drops from 120 centimeters (48 inches) on all surfaces.

*The AEV  
delivers the  
capabilities  
needed for  
emergency  
response  
ground units*



*The EMV+  
is optimized  
for critical  
care and air  
transport*



## ZOLL PORTABLE VENTILATORS — VENTILATION SIMPLIFIED™

### LOWER OPERATING COSTS

If your staff currently employs disposable CPAP sets, ZOLL ventilators can offer a path to lower operating costs. The economical design of ZOLL circuits and masks make it a possibility when providing as few as three treatments per week. Ask your ZOLL representative for more information.

## ZOLL MEDICAL CORPORATION

An Asahi Kasei Group Company | 269 Mill Road | Chelmsford, MA 01824 | 978-421-9655 | 800-804-4356 | [www.zoll.com](http://www.zoll.com)

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MCHP 1611 0163

For subsidiary addresses and fax numbers, as well as other global locations, please go to [www.zoll.com/contacts](http://www.zoll.com/contacts).

# ZOLL