City Council – Action Request Form

Date:	September 12, 2022
To:	Mayor, Mayor Pro Tempore, and Members of the City Council
From:	Patrice Toney, Assistant City Manager Trey Mayo, Fire Chief Shantell McClam, Purchasing Director

Council Action Requested:
Resolution Awarding Purchase Order for Lifepak 1000 AED Kits.

Strategic Focus Area: Service Excellence
Strategic Objective:
Strategic Plan Action Item: No
Key Work Item: No

Summary of Information:

The Winston-Salem Fire Department has a need to replace Lifepak 1000 AED medical kits that will soon reach their non-serviceable expiration date. This equipment is essential to the Fire Department's medical response. The Lifepaks strengthen the chain of survival by restoring a normal heart rhythm in victims of sudden cardiac arrest.

Stryker Sales, LLC located in Redmond, WA, is the sole source provider in the hospital, emergency response services and emergency response training markets in the U.S. for the Lifepak 1000 AED kits. Stryker has submitted Quotation #10557362 to provide this equipment at the unit cost of $1780.00 (which includes a $400.00 trade-in reduction) for a total amount of $60,520.00 for 34 units.

This equipment purchase was approved in the FY 22-23 budget, therefore it is recommended that a purchase order for 34 Lifepak 1000 AED kits per Quotation #10557362 be awarded to Stryker Sales, LLC in the total amount of $60,520.00

This recommendation is based upon provisions of N.C.G.S. 143-129(e) which provides that formal bid requirements do not apply to purchases of apparatus, supplies, materials, or equipment when performance or price competition are not available; when a needed product is available from only one source of supply; or when standardization or compatibility is the overriding consideration."

M/WBE comment: Stryker Sales, LLC is the sole source provider for this purchase. See Exhibit A for Workforce Demographics

Committee Action:

Committee	Finance 9/12/22	**Action**	Approval
For	Unanimous	**Against**	
Remarks:			