

February 12, 2019

RESUME

The Department of Fire and EMS has the opportunity to apply for a grant from the **Rescue Squad Assistance Fund administered through the Virginia Department of Health's Office of EMS. The total amount of the grant is \$62,910.40 and will be for the purchase of two Zoll X series manual monitor / defibrillators. This purchase would ensure the continuity of technology and consistency of operations with all manual monitors/defibrillators exists on each EMS licensed apparatus. This would help to ensure that all apparatus responding to medical calls will have the consistent equipment vital to emergency cardiac care.**

The Grant requires a dollar for dollar match of \$31,455.20. Past awards from RSAF have been matched from 0100-40-900-8208-399999 General Fund – Fund Balance – Grants. The Department of Fire and EMS respectfully request permission to apply during the Spring RSAF grant cycle.

Issue Analysis Form



Date: February 2, 2019
Item: Rescue Squad Assistance Fund Grant
Lead Department(s): Fire and EMS
Contact Person(s): Brad Owens

Description and Current Status

The Department of Fire and EMS has the opportunity to apply for a grant from the Rescue Squad Assistance Fund administered through the Virginia Department of Health's Office of EMS. The total amount of the grant is \$62,910.40 and will be for the purchase of two Zoll X series manual monitor / defibrillators.

Government Path

Does this require IDA action?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Does this require BZA action?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Does this require Planning Commission action?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Does this require Board of Supervisors action?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Does this require a public hearing?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No

If so, before what date?

Fiscal Impact Statement

The Grant requires a dollar for dollar match of \$31,455.20. Past awards from RSAF have been matched from 0100-40-900-8208-399999 General Fund – Fund Balance – Grants. The Department of Fire and EMS respectfully request permission to apply during the Spring RSAF grant cycle.

County Impact

This purchase would ensure the continuity of technology and consistency of operations with all manual monitors/defibrillators exists on each EMS licensed apparatus. This would help to ensure that all apparatus responding to medical calls will have the consistent equipment vital to emergency cardiac care..

Notes



Administration

COUNTY OF PRINCE GEORGE FIRE, EMS, AND
EMERGENCY MANAGEMENT
6602 COURTS DRIVE
P.O. Box 68
PRINCE GEORGE, VIRGINIA 23875
(804) 722-8614 FAX (804) 733-2769

Memorandum

Date: January 22, 2019

To: James Brad Owens, Director Fire and EMS

From: Greg Simms, Fire and EMS Lieutenant

Re: RSAF Grant

The Prince George Fire and EMS is requesting permission to apply for a Virginia Office of EMS RSAF grant. In the past Prince George Fire and EMS has been very successful in obtaining grant funding through this avenue for both vehicles and durable medical equipment. At this time, we would like to apply for the grant in order to purchase two Zoll X series manual monitors / defibrillators.

This purchase would be to keep up with technology and to maintain continuity of manual monitors / defibrillators in all EMS licensed apparatus. These new Zoll X series manual monitors / defibrillators. would be placed on the first line medic units. The current monitors are of the same series and would be moved to an engine or responder unit. This would help to ensure that no matter what piece of apparatus responds to the call for service, it will have the latest technology in emergency cardiac care.

The requested grant is a 50/50 grant, meaning the state grant would provide half of the cost of the two Zoll X series manual monitor / defibrillators, while Prince George Fire and EMS would be responsible for the remainder. Essentially getting two monitor / defibrillators for the cost of one. The total cost for two is \$62,910.40. When the grant is awarded, the County of Prince George would be responsible for \$31,455.20

The grant deadline is March 15 2019 @ 1700 hours.



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

TO: Prince George Fire/EMS
 6602 Courts Drive
 P.O. Box 68
 Prince George, VA 23875

Attn: **Jason Koren**

email: jkoren@princegeorgecountyva.gov

Tel: 804-712-5886

QUOTATION 293468 V:1

DATE: December 06, 2018

TERMS: Net 30 Days

FOB: Destination

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2221011-01	<p>X Series ® Manual Monitor/Defibrillator \$14,995 with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5"(16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> • MFC cable • MFC CPR connector • A/C power adapter/ battery charger • A/C power cord • One (1) roll printer paper • 6.6 Ah Li-ion battery • Carry case • Declaration of Conformity • Operator's Manual • Quick Reference Guide <p>• One (1)-year EMS warranty</p> <p>Advanced Options: Real CPR Help Expansion Pack \$ 995 CPR Dashboard quantitative depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI)</p> <ul style="list-style-type: none"> • See - Thru CPR artifact filtering 	1	\$37,275.00	\$30,565.50	\$30,565.50 *

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 this 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.

Suzanne Ramler
 EMS Territory Manager
 804-615-1195

1. DELIVERY WILL BE MADE 120-150 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX ADDITIONAL.
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.
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.



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

TO: Prince George Fire/EMS
 6602 Courts Drive
 P.O. Box 68
 Prince George, VA 23875

Attn: **Jason Koren**

email: jkoren@princegeorgecountyva.gov

Tel: 804-712-5886

QUOTATION 293468 V:1

DATE: December 06, 2018

TERMS: Net 30 Days

FOB: Destination

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		ZOLL Noninvasive Pacing Technology: \$2,550				
		Masimo Pulse Oximetry				
		SP02 \$1,795				
		• Signal Extraction Technology (SET)				
		• Rainbow SET				
		NIBP Welch Allyn includes: \$3,495				
		• Smartcuff 10 foot Dual Lumen hose				
		• SureBP Reusable Adult Medium Cuff				
		End Tidal Carbon Dioxide monitoring (ETCO2)				
		Oridion Microstream Technology: \$4,995				
		Order required Microstream tubing sets separately				
		Interpretative 12- Lead ECG: \$8,450				
		• 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
2	8000-0330	SpO2 Rainbow Reusable Patient Cable: Connects to LNCs Single Use and Reusable Sensors (4 ft)	1	\$295.00	\$241.90	\$241.90 *
3	8000-0294	SpO2 LNCs Adult Reusable Sensor (1 each)	1	\$295.00	\$241.90	\$241.90 *
4	8000-0580-01	Six hour rechargeable Smart battery	1	\$495.00	\$405.90	\$405.90 *

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 this 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.

Suzanne Ramler
 EMS Territory Manager
 804-615-1195

1. DELIVERY WILL BE MADE 120-150 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX ADDITIONAL.
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.
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.



TO: Prince George Fire/EMS
 6602 Courts Drive
 P.O. Box 68
 Prince George, VA 23875

Attn: **Jason Koren**

email: jkoren@princegeorgecountyva.gov

Tel: 804-712-5886

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 293468 V:1

DATE: December 06, 2018

TERMS: Net 30 Days

FOB: Destination

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
<p>*Reflects National Association of State Procurement Officials (NASPO) Contract Pricing. Master Contract #SW300.</p>						

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 this 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.

TOTAL \$31,455.20

1. DELIVERY WILL BE MADE 120-150 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX ADDITIONAL.
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.
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.

Suzanne Ramler
 EMS Territory Manager
 804-615-1195

Board of Supervisors
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia this 12th day of February, 2019.

Present:

Donald R. Hunter, Chairman
Floyd M. Brown, Jr., Vice-Chairman
Alan R. Carmichael
Marlene J. Waymack
T. J. Webb

Vote:

A-7

On motion of _____, seconded by _____, which carried unanimously, the following Resolution was adopted:

AUTHORIZE THE FIRE & EMS DEPARTMENT TO COMPLETE AND SUBMIT A GRANT APPLICATION TO VIRGINIA OFFICE OF EMS FOR TWO ZOLL X SERIES MANUAL MONITOR/DEFIBRILLATORS

WHEREAS, the Fire & EMS Department is requesting permission to apply for a Virginia Office of EMS RSAF grant in order to purchase two Zoll X series manual monitors/defibrillators totaling \$62,910.40 and

WHEREAS, the requested grant is a 50/50 grant, meaning the State grant would provide half of the cost while Prince George Fire and EMS would be responsible for the remainder, essentially getting two minor/defibrillators for the cost of one; and

WHEREAS, the grant requires a fifty percent (50%) cash match of \$31,455.20, which requires a local general fund appropriation.

NOW, THEREFORE, BE IT RESOLVED That the Board of Supervisors of the County of Prince George this 12th day of February, 2019, does hereby authorize the submission of a grant application for \$62,910.40, which requires a 50% local cash match of \$31,455.20 which will require a local general fund appropriation, for two Zoll X series manual monitors/defibrillators; and

BE IT FURTHER RESOLVED, That a copy of this Resolution shall be retained as support authorizing the grant application to The Virginia Office of EMS.

A Copy Teste:

Percy C. Ashcraft
County Administrator