

To:	Warden Milne and Members of Grey County Council
Committee Date:	September 12, 2024
Subject / Report No:	PSR-CW-09-24
Title:	Sole Source of Mechanical Compression Devices
Prepared by:	Kevin McNab
Reviewed by:	Kim Wingrove, Mary Lou Spicer
Lower Tier(s) Affected:	

Recommendation

1. That report PSR-CW-09-24 regarding the Sole Source of Mechanical Compression Devices be received; and
2. That the purchase of eight (8) Zoll Autopulse NXT mechanical CPR devices as approved by the 2024 budget be sole sourced from Zoll Canada at a cost of \$168,876.80 excluding HST and
3. That the anticipated budget shortfall of approximately \$52,449.03, be funded from the Safe Restart Reserve.

Executive Summary

This report seeks approval for the sole source of 8 Zoll Autopulse NXT mechanical CPR devices for Paramedic Services. The recommendation for a sole-source with Zoll will allow the service to build upon the 11 units purchased in 2023; this addresses the need for equipment consistency across the service, ensuring that paramedics are well-versed and comfortable with the devices during critical situations. The Zoll Autopulse NXT model, recently approved by Health Canada, offers improved technology, is smaller, lighter and has support for the lifespan of the unit of which is 8 – 10 years. The 2024 budget includes \$119,400 and is funded from the Safe Restart Reserve: the recommended award of \$168,876.80 results in a budget shortfall of approximately \$52,499.03 after the HST rebate. Staff recommends that the shortfall be funded from the Safe Restart Reserve that is expected to have a balance of \$568,841 at year-end after taking this request into consideration.

Background and Discussion

Mechanical CPR devices have been shown to be as effective as manual CPR, offering several advantages that enhance patient care and operational efficiency. These devices decrease the physical demand on responders, especially in resource-limited settings, allowing for increased focus on patient care and transport. Mechanical CPR also enables resuscitation in tight areas

and continuous CPR during extrication and transport. Additionally, these devices increase safety by allowing paramedics to remain seated and belted during transport to the hospital.

In 2023, Grey County purchased 11 Zoll Autopulse Model 100 units for frontline ambulances, first response, and the supervisor unit. At the time of purchase, it was not known that the Zoll Autopulse Model 100 units would only be supported until the end of 2028, limiting their lifespan of support. In June 2024, the new Zoll Autopulse NXT model received Health Canada approval, offering upgraded technology, a smaller and lighter design, and will be supported throughout its life expectancy of 8-10 years. The 2024 budget allows for the purchase of six Zoll Autopulse units for spare ambulances and two units for the two additional ambulances being added to the fleet in 2024. Staff recommends sole sourcing the eight units so that the equipment is consistent throughout the fleet.

Financial and Resource Implications

The 2024 approved budget for the eight mechanical compression devices is \$119,400 and is funded from the Safe Restart Reserve. The price for 8 new Zoll Autopulse NXT units totals \$168,876.80 excluding HST. After the HST rebate, this results in a budget shortfall of \$52,449.03: staff recommends the shortfall be funded from the Safe Restart Reserve that is expected to have a balance of \$568,841 at year-end after funding the budget shortfall for this purchase. As part of the budget process, staff will also need to update the 2025-2034 10 year capital to reflect the increase in cost and to also budget for the replacement of 11 units in 2029 that were purchased in 2023 as they will no longer be supported by Zoll after 2028. The 2024-2033 10 year capital plan assumed that these units would be in service until 2031.

As per Grey County's Purchasing Policy (By-Law 5074-20), all sole sources above \$75,000 must be approved by County Council. Staff recommends a sole source for the purchase of 8 Zoll Autopulse NXT units as the new model operates similarly to the existing model and provides consistency across the entire service. This consistency is essential to ensure paramedics are comfortable and familiar with the equipment being used in emergency situations.

Relevant Consultation

External:

Internal: CAO, Finance