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**CITY OF DANBURY
155 DEER HILL AVENUE
DANBURY, CONNECTICUT 06810**

**DAVID W. ST. HILAIRE
DIRECTOR OF FINANCE**

**(203) 797-4652
FAX: (203) 796-1526**

MEMORANDUM

TO: Hon. Mark D. Boughton via the City Council
FROM: David W. St Hilaire, Director of Finance *DWS*
DATE: March 21, 2012
SUBJECT: Ambulance Fund Capital equipments

For the fiscal year 2012-2013 budget, the Ambulance Fund includes \$127,000 for the purchase of two cardiac/defibrillator unit upgrades and the addition of six chest compression systems.

Based on a recent quote, the City has an opportunity to save approximately \$12,000 using the outright purchase option. However, the timeline for this deal ends on April 27, 2012 with a payment term that can be extended to July 1st.

A commitment is required on or before April 27th to take advantage of this significant savings. I am requesting that the City Council approve the issuance of a purchase order in the current fiscal year for the capital equipment budgeted above.

The City Council is respectfully requested to consider this item on their agenda. Please contact me should you require any additional information. Thank you.

DWS/sb

Cc: M.Cassavechia



CITY OF DANBURY
EMERGENCY MEDICAL SERVICES

**WESTERN CONNECTICUT
HEALTH NETWORK**



DANBURY HOSPITAL EMERGENCY MEDICAL SERVICES

Matthew Cassavechia, EMT-P
Director, Emergency Medical Services

March 19, 2012

David St. Hilaire, City of Danbury
Director of Finance
155 Deer Hill Avenue
Danbury, CT. 06810

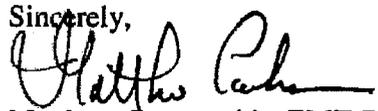
Dear Mr. St. Hilaire:

As a follow up to our conversation this afternoon and reviewing the most recent quote from Medtronic Physio-Control, it appears to be in our best interest to bundle an additional \$65K to the **(5715 equipment other line item)** to facilitate the purchase of the lifesaving equipment. The equipment to be purchased encompasses two cardiac/defibrillator unit upgrades and the addition of six battery operated chest compression systems.

While the upgrade cardiac/defibrillator unit is an addition to our existing equipment, the chest compression system is a new device to our EMS system. This device is consistent with meeting new cardiac arrest guidelines that ensure continued uninterrupted compressions at a consistent depth. Noteworthy, is the City of Danbury EMS system treated and resuscitated some 60 patients last year that were in non-traumatic cardiac arrest. Our clinical goal and deliverables is for our EMS system to work in tandem with the Danbury Hospital hypothermia cooling therapy for patients who experience return of spontaneous circulation.

I have attached the specific details in the quote for your review. Of significance is the strategy of an outright purchase by April 27, 2012, will yield approximately \$12K of additional savings to the City.

Should you have any questions or require clarification about these attachments, please feel free to contact me directly.

Sincerely,

Matthew Cassavechia, EMT-Paramedic
Director, Emergency Medical Services



Physio-Control, Inc.
 11811 Willows Road NE
 P.O. Box 97023
 Redmond, WA 98073-97
 www.physio-control.com
 www.medtronic.com
 tel 800.442.1142
 fax 800.732.0958

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To: John Reed
 Danbury EMS
 24 Hospital Ave
 DANBURY, CT 06810
 Phone: (203) 739-7000
 Fax: (203) 739-8472
 john.reed@danhosp.org

Quote#: 1-209655080
 Rev#: 5
 Quote Date: 03/15/2012
 Sales Consultant: Michael Hooper
 800-442-1142 x 72538
 FOB: Destination
 Terms: Net 30, all quotes subject to c and the following terms & con

State of Connecticut contract.
 Contract: None

Exp Date: 04/27/2012

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	
1	99577-000045 - LP15 MONITOR/DEFIB, CPR, Pace, to 360J, SPO2, 12L GL, NIBP, CO2, Trend, BT INCLUDED AT NO CHARGE: 2 PAIR QUIK-COMBO ELECTRODES PER UNIT - 11996-000091, TEST LOAD - 21330-001385, Service Manual CD-ROM 21340-000438, ShipKit (RC Cable) 41577-000012. HARD PADDLES, BATTERIES AND CARRYING CASE NOT INCLUDED.	2	\$29,995.00	\$5,999.00	\$500.00	\$23,496.00	
2	21330-001178 - LI-ION BATTERY 5.7 AMP HOUR CAPACITY RECHARGEABLE LITHIUM-ION, WITH FUEL GAUGE	8	\$400.00	\$80.00	\$0.00	\$320.00	
3	11171-000048 - M-LNCS DCI, ADULT REUSABLE SENSOR, REF 2501 M-LNCS DCI, ADULT REUSABLE SENSOR, REF 2501	2	\$278.00	\$55.60	\$0.00	\$222.40	
4	11996-000022 - CHILD CUFF (PEDIATRIC), 9X27CM REUSABLE NIBP CUFF-REUSABLE,CHILD,9X27CM	2	\$22.00	\$4.40	\$0.00	\$17.60	
5	11996-000026 - LARGE ADULT CUFF, 16X42CM REUSABLE NIBP CUFF-REUSABLE,LARGE ADULT 16X24CM	2	\$30.00	\$6.00	\$0.00	\$24.00	
6	21300-007298 - NIBP TUBING - 9 FOOT FOR USE WITH LIFEPAK 15 MONITOR/DEFIBRILLATOR	2	\$50.00	\$10.00	\$0.00	\$40.00	
7	99578-000024 - LUCAS 2 Chest Compression System Includes base unit with back plate, carrying bag, two (2) patient straps, stabilization strap, three (3) suction cups, one rechargeable lithium polymer battery and instructions for use.	8	\$14,495.00	\$2,899.00	\$0.00	\$11,596.00	
8	11576-000060 - LUCAS 2 BATTERY CHARGER,MAINS PLUG,US-CAN-JP LUCAS 2 BATTERY CHARGER,MAINS PLUG,US-CAN-JP	3	\$1,004.00	\$200.80	\$0.00	\$803.20	
9	11576-000039 - LUCAS 2 BATTERY LUCAS 2 BATTERY	6	\$633.00	\$128.60	\$0.00	\$506.40	
10	11576-000055 - LUCAS 2 POWER SUPPLY WITH CORD,REDEL,US LUCAS 2 POWER SUPPLY WITH CORD,REDEL,US	6	\$303.00	\$60.60	\$0.00	\$242.40	
11	11576-000051 - LUCAS PATIENT STRAPS PAIR 3-PACK LUCAS PATIENT STRAPS PAIR 3-PACK	1	\$242.00	\$48.40	\$0.00	\$193.60	\$193.60
12	21996-000064 - LUCAS STABILIZATION STRAP IN SHIPPING BOX LUCAS STABILIZATION STRAP IN SHIPPING BOX	2	\$84.00	\$16.80	\$0.00	\$67.20	\$134.40
13	11576-000053 - LUCAS BACK PLATE GRIP TAPE 3-PACK LUCAS BACK PLATE GRIP TAPE 3-PACK	2	\$98.00	\$19.20	\$0.00	\$76.80	\$153.60

SUB TOTAL \$127,120.00
 ESTIMATED TAX \$0.00
 ESTIMATED SHIPPING & HANDLING \$0.00
 GRAND TOTAL \$127,120.00

Trade-In Detail

Product	Qty	Unit Value	Total Value
Pricing Summary Totals			
List Price:			\$160,150.00
Trade-ins:			-\$1,000.00
Cash Discounts:			-\$32,030.00

GRAND TOTAL FOR THIS QUOTE \$127,120.00