

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS  
ACTION AGENDA SUMMARY

DEPT: CEO-Risk Management Division

BOARD AGENDA # \*B-3

Urgent  Routine

AGENDA DATE February 08, 2011

CEO Concurs with Recommendation YES  NO   
(Information Attached)

4/5 Vote Required YES  NO

SUBJECT:

Approval to Negotiate and Execute Lease/Purchase Agreements to Replace 107 Automatic External Defibrillator (AED) Units Within Stanislaus County Facilities

STAFF RECOMMENDATIONS:

- 1) Approve the purchase of 107 Automatic External Defibrillator (AED) units from Cardiac Science Corporation to replace and upgrade existing 107 AED units located in County facilities.
- 2) Authorize the CEO-Risk Management Division Deputy Executive Officer and the Purchasing Agent to negotiate and execute a four-year lease agreement, and any subsequent amendments thereto, with Bank of the West for the acquisition of 107 new AED units from Cardiac Science.

FISCAL IMPACT:

The cost of the recommended lease agreement is approximately \$2,900 per month for four years, for a total projected lease cost of \$139,200. The County has recently fulfilled a lease agreement for the AED units currently in place throughout the County which required lease payments of \$4,600 per month. The new lease/purchase agreements will reduce the current cost of the AED program from \$4,600 per month to \$2,900 per month. Costs of the AED program are included in the CEO Risk Management General Fund budget.

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BOARD ACTION AS FOLLOWS:

No. 2011-093

On motion of Supervisor DeMartini Seconded by Supervisor Withrow

and approved by the following vote,

Ayes: Supervisors: O'Brien, Chiesa, Withrow, DeMartini, and Chairman Monteith

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: None

1) X Approved as recommended

2) \_\_\_\_\_ Denied

3) \_\_\_\_\_ Approved as amended

4) \_\_\_\_\_ Other:

MOTION:



ATTEST: CHRISTINE FERRARO TALLMAN, Clerk

File No.

## Approval to Negotiate and Execute Lease/Purchase Agreements to Replace 107 Automatic External Defibrillator (AED) Units Within Stanislaus County Facilities

### **FISCAL IMPACT: (Continued)**

Under the new lease agreement, the County will own the AED units after the four-year payment period. Cardiac Science Corporation will provide battery and electrode replacement, technical support and liability coverage during the term of the lease. Thereafter, Cardiac Science Corporation shall continue to provide technical support and liability coverage for an additional three-year period at no cost to the County. The battery life expectancy for each unit is four years. It is anticipated that the County will spend at most an additional \$26,200 in battery replacement costs over the remaining three-year period. Thereafter, the County will need to evaluate options to replace the AED units. The new lease/purchase agreements are projected to reduce the overall cost of the AED program by approximately \$165,000 over the term of the seven year period.

### **DISCUSSION**

Automatic External Defibrillators (AED) units are portable electronic devices used in conjunction with CPR. AED units are designed to automatically diagnose potentially life-threatening cardiac activity and to reestablish an effective heart rhythm. For every minute that a person is in cardiac arrest the chance of survival decreases by 10 percent. Today AED units are commonplace and can be found in government offices, shopping centers, airports, restaurants and other locations where people may congregate.

Stanislaus County was one of the first counties in California to implement an AED program in October 2000. The County AED program includes 107 AED units located in facilities throughout the County. Each AED unit is outfitted with a breathing barrier, latex gloves, gauze pads, razor, towel and a pair of scissors. Approximately 36 percent of Stanislaus County employees are currently trained in CPR and AED use, which represents 1,288 authorized users. Since the implementation of the program, AED units have been deployed 47 times in County facilities to assist with medically related emergencies.

The County's existing lease for AED units expired in January 2011. The County has worked with the current AED unit provider, Cardiac Science Corporation, and Bank of the West to develop a new lease program to replace the existing AED units. The new AED units will be acquired from Cardiac Science Corporation and paid for through a lease agreement with Bank of the West over a four-year period with lease payments of approximately \$2,900 per month. The County will own the AED units at the conclusion of the lease. Cardiac Science Corporation will provide electrode and battery replacement during the term of the lease. Cardiac Science Corporation will also provide software updates, warranty coverage and technical support during the lease term and for a period of three years thereafter, including indemnity coverage for the County up to \$1,000,000 per unit. The new lease agreement will reduce the current cost of the AED program from \$4,600 per month to \$2,900 per month, and will allow for three years of additional service and support for the AED units when the lease payments are completed.

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**POLICY ISSUE**

The Board of Supervisors should determine if the recommended continuation of the Stanislaus County AED Program and the Multi-Year Lease and Service Agreement are in the best interest of the County, and meet the Board's priorities of a Safe Community and Efficient Delivery of Public Services.

**STAFFING IMPACT**

There is no staffing impact associated with the recommended actions.

**CONTACT PERSON**

Jody Hayes, Deputy Executive Officer. Telephone: 525-5714