

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

DEPT: Health Services Agency BOARD AGENDA #: \*B-4

AGENDA DATE: April 26, 2016

**SUBJECT:**

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Automatic External Defibrillators for Fire Agencies as Recommended by the Emergency Medical Services Committee

BOARD ACTION AS FOLLOWS:

No. 2016-212

**THIS ITEM WAS REMOVED FROM THE AGENDA.**  
**NO ACTION WAS TAKEN.**

ATTEST:   
ELIZABETH A. KING, Clerk of the Board of Supervisors

File No.

**THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS  
AGENDA ITEM**

DEPT: Health Services Agency BOARD AGENDA #: \*B-4  
Urgent  Routine  AGENDA DATE: April 26, 2016

CEO CONCURRENCE: *pht* 4/5 Vote Required: Yes  No

**SUBJECT:**

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Automatic External Defibrillators for Fire Agencies as Recommended by the Emergency Medical Services Committee

**STAFF RECOMMENDATIONS:**

1. Authorize the Mountain Valley Emergency Medical Services Agency (MVEMSA) to Purchase LIFEPAK 1000 Automatic External Defibrillators (AEDs) for Fire Agencies from the Emergency Medical Services System Enhancement Fund.

**DISCUSSION:**

Under the Health and Safety Code, Division 2.5, Chapter 4, Article 1, Section 1797.200, "Each county may develop an emergency medical services program. Each county developing such a program shall designate a local EMS agency which shall be the county health department, an agency established and operated by the county, an entity with which the county contracts for the purposes of local emergency medical services administration, or a joint powers agency created for the administration of emergency medical services by agreement between counties or cities and counties pursuant to the provisions of Chapter 5 (commencing with Section 6500) of Division 7 of Title 1 of the Government Code." Stanislaus County participates in a Joint Powers Agency (JPA), the Mountain Valley Emergency Medical Services Agency (MVEMSA), and has addressed various related policy matters as contained in the Stanislaus County Ordinance 6.70.

The Emergency Medical Services Committee (EMSC) was established by the Stanislaus County Board of Supervisors on August 28, 2001, pursuant to their authority under applicable California law, including, but not limited to, Stanislaus County Ordinance Chapter 6.70, California Health and Safety Code Section 1797 et seq. and California Code of Regulations, Title 22, Division 9. The role of the EMSC is to evaluate and make recommendations as they relate to the planning and provision of emergency medical services (EMS) within the county, including ambulance agreements. The committee also serves in an advisory capacity to the MVEMS Agency and the Stanislaus County Board of Supervisors on EMS issues.

The current ambulance provider agreements, approved by the Board of Supervisors on April 16, 2013 and implemented on May 1, 2013, included the assessment of automatic penalties for Code 2 and Code 3 911 calls, resulting in a significant increase to the System Enhancement Fund account, an account specific to Stanislaus County and held by MVEMS. Recognizing the impact of this growth, the Board of Supervisors on December 15, 2015

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Automatic External Defibrillators for Fire Agencies as Recommended by the Emergency Medical Services Committee

---

approved a System Enhancement Fund policy (Attachment A), giving direction and use priorities to be administered by MVEMS.

At the March 10, 2016 meeting of the Emergency Medical Services Committee, a request was made to use \$102,812 of System Enhancement Funds for the purchase of Automatic External Defibrillators (AEDs) to accommodate the combined requests from ten Fire Agencies within Stanislaus County. The purchase would enhance the system by replacing outdated AEDs, and with units compatible with the ambulance providers, enabling uninterrupted compressions once ambulance providers arrive on scene. The details of the proposal are included as Attachment B. The Committee considered whether the proposal was in alignment with the policy established by the Board of Supervisors and supported the staff recommendation to proceed with this recommendation to the Board of Supervisors.

**POLICY ISSUE:**

The EMSC serves in an advisory capacity to the MVEMS Agency and the Stanislaus County Board of Supervisors on EMS issues. Specific to the use of System Enhancement Funds, the Board of Supervisors approved a policy outlining the process and priorities for administering this fund, but did not delegate authority to approve actual expenditures. As such, the Board of Supervisors' approval is required in order to proceed with the proposed purchase.

**FISCAL IMPACT:**

<b>Cost of recommended action:</b>		\$ 102,812
<b>Source(s) of Funding:</b>		
MVEMS System Enhancement Funds	\$ 102,812	
<b>Funding Total:</b>		<u>\$ 102,812</u>
<b>Net Cost to County General Fund</b>		<u>\$ -</u>

<b>Fiscal Year:</b>	2015/2016
<b>Budget Adjustment/Appropriations needed:</b>	No

**Fund Balance as of February 29, 2016** \$2.98 M

**BOARD OF SUPERVISORS' PRIORITY:**

Approval of the use of the System Enhancement Fund is consistent with the Board of Supervisors' priorities of A Healthy Community, Effective Partnerships and Efficient Delivery of Public Services, by providing updated and ambulance-compatible equipment to community Fire first responders in order to improve health outcomes of patients.

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Automatic External Defibrillators for Fire Agencies as Recommended by the Emergency Medical Services Committee

---

**STAFFING IMPACT:**

There is no staffing impact associated with this report. The staff of MVEMS will work with the Office of Emergency Services to coordinate the purchase and disbursement of the equipment to the ten Fire Agencies.

**CONTACT PERSON:**

Mary Ann Lee, Health Services Agency Director. Telephone: 209-558-7163

Richard Murdock, MVEMS Executive Director. Telephone: 209-529-5085

**ATTACHMENT(S):**

Attachment A: System Enhancement Fund Policy

Attachment B: Emergency Medical Services Committee Action Agenda Summary for the Purchase of LIFEPAK 1000 Automatic External Defibrillators, March 10, 2016

MOUNTAIN-VALLEY EMS AGENCY

POLICY: 951.20

POLICIES AND PROCEDURES

TITLE: **STANISLAUS COUNTY EMS SYSTEM ENHANCEMENT FUNDS**

APPROVED: SIGNATURE ON FILE IN EMS OFFICE

EFFECTIVE DATE:

REVIEW DATE:

\_\_\_\_\_  
Executive Director

SIGNATURE ON FILE IN EMS OFFICE

\_\_\_\_\_  
Medical Director

PAGE: 1 OF 4

---

**STANISLAUS COUNTY EMS SYSTEM ENHANCEMENT FUNDS**

I. AUTHORITY

II. DEFINITIONS

- A. "Agency" - Mountain-Valley EMS Agency
- B. "Emergency Medical Services (EMS) System Enhancement Funds" – The funds generated from Stanislaus County Ambulance Provider(s) contractual non-compliance fines.
- C. "Stanislaus County Emergency Medical Services Committee (EMSC)" – Advisory Committee to the Mountain-Valley EMS Agency and the Stanislaus County Board of Supervisors on EMS issues.
- D. "Eligible Agency" – A public stakeholder within the Stanislaus County EMS System.

III. PURPOSE

Establish a process for the use of Stanislaus County EMS System Enhancement Funds

IV. POLICY

The EMS System Enhancement Fund was established as a result of the fines assessed and collected from the Stanislaus County ambulance providers for contractual non-compliance.

Response Time compliance is monitored through contractual agreements between Agency and Stanislaus County Ambulance Providers. The objective is to encourage response time compliance and thereby improve patient care for the community. Fines generated from non-compliance issues are used to enhance the EMS System within Stanislaus County

Funds shall be allocated to projects that support the following priorities:

- A. Capital expenditures geared toward the integration of EMS dispatch in the Stanislaus Regional 9-1-1 Dispatch Center and potentially other public dispatch entities;
- B. Training costs associated with the integration of EMS dispatch in the Stanislaus Regional 9-1-1 Dispatch Center and potentially other public dispatch entities;

- C. EMS training, equipment and/or supply purchases that benefit or enhance EMS services in Stanislaus County on a system-wide basis. A percentage limit is listed within the parenthesis next to each category of the total system enhancement fund for the purchase of EMS equipment or training equipment, First Responder EMS equipment, and EMS pre-hospital supplies.
  - a. The following items are acceptable items to request
    - i. EMS equipment or training equipment (Single request not to exceed 2.5% of total system enhancement fund amount – Example 2.5% of 2,000,000 = 50,000.00)
      - 1. Automated External Defibrillator's (AEDs)
      - 2. Manikins used for CPR or EMS training
      - 3. Stair Chairs
      - 4. Training equipment that adds to or enhances the skill(s) of a First Responder or EMS Personnel
    - ii. EMS Supplies (Single request not to exceed 2.5% of total system enhancement fund amount)
      - 1. AED replacement supplies
      - 2. Personal Protective Equipment (PPE)
      - 3. Triage Tags
- D. Items requested by Mountain-Valley EMS Agency that benefit or enhances the EMS services in Stanislaus County on a system-wide basis, which will be approved by Stanislaus County EMSC.

The fund shall maintain a minimum reserve of \$100,000.

The Agency shall provide an accounting of the fund balance to the EMSC at their regular meetings and upon request.

**V. PROCEDURES**

- A. An Eligible Agency may complete and submit an Application to Request Allocation of System Enhancement Funds (Attachment A) to the Mountain-Valley EMS Agency. The application must include the following:
  - 1. Detailed description of the project
  - 2. Amount requested with a detailed budget
  - 3. Other funding sources available
  - 4. Justification for how the EMS System will be enhanced
  - 5. Supporting documentation (i.e. quotes, project analysis and planning documents)
- B. The Agency shall review and assess the applications alignment with the fund priorities and confer with the Stanislaus County Public Health Officer (PHO). If an application is determined eligible, the Agency will make recommendation for approval to the EMSC.
- C. The EMSC shall take action on the recommendations and submit qualifying requests to the Stanislaus County Board of Supervisors for approval.
- D. Upon approval from the Stanislaus County Board of Supervisors, the following shall take place:
  - 1. Agency shall notify the applicant.
  - 2. The applicant shall invoice the Agency for the approved funds.
    - a. The invoice shall include:
      - i. Agency Name, Address, Contact Person
      - ii. Invoice Number
      - iii. Quantity of Items to be Purchased

- iv. Unit Price of Item
  - v. Description of Items Purchasing
  - vi. Subtotal
  - vii. Total
3. Agency shall disburse the funds by check within 30 calendar days of receipt of invoice.
  4. Recipient shall provide the following to Agency:
    - a. Confirm proof of purchase by submitting receipt of purchase to Agency

**Attachment A**

**Application to Request Allocation of System Enhancement Funds**

**Name of Organization:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

Refer to Agency Policy # 951.20 V. Procedures, A. 1-5

1. Detailed description of the project (Attach additional supporting documentation if desired)
  
  
  
  
  
  
  
  
  
  
2. Amount requested with a detailed budget (Specific Project Costs and Capital Item(s) to be purchased – attach additional pages as needed)
  
  
  
  
  
  
  
  
  
  
3. Provide justification on how the EMS System will be enhanced in Stanislaus County
  
  
  
  
  
  
  
  
  
  
4. Describe other funding sources available to fund this project (Matching Funds, Applying for state funding on a regional basis, Greater benefits would be realized by more counties/more agencies participating)
  
  
  
  
  
  
  
  
  
  
5. Supporting Documentation (Quotes, project analysis and planning documents)



STANISLAUS COUNTY EMERGENCY MEDICAL SERVICES COMMITTEE  
ACTION AGENDA SUMMARY

DEPT: Mountain-Valley EMS Agency AGENDA ITEM# 9  
Urgent  Routine  Vote Required X AGENDA DATE 3/10/16  
ATTACHMENTS: Application for System Enhancement Funds from Stanislaus County OES/Fire Warden  
CONTACT PERSON: Richard Murdock

<b>SUBJECT:</b> Purchase of LIFEPAK 1000 Automatic External Defibrillators
<b>DISCUSSION:</b>  In accordance with Policy 951.20, Stanislaus County System Enhancement Funds, Mountain-Valley EMS Agency has reviewed the attached application and determined it is an eligible request that is in alignment with fund priorities.  In summary, the request is for the Stanislaus County Office of Emergency Services/Fire Warden to purchase 44 LIFEPAK 1000 Automatic External Defibrillators (AEDs) for a combination of requests from ten Stanislaus County Fire Agencies.  The application was forwarded to the Stanislaus County Health Officer, who concurs this is an acceptable use of the System Enhancement Fund.  The Committee is asked to consider this application in view of the staff recommendation annotated below.
<b>STAFF RECOMMENDATIONS:</b> Approval to recommend to the Stanislaus County Board of Supervisors
<b>FISCAL IMPACT:</b> \$102,811.78 Requested; Available Funds = \$2,797,778.68
<b>COMMITTEE ACTION AS FOLLOWS:</b> By a vote of 8-0, the Committee recommended approval of the application and will forward the recommendation to the Board of Supervisors.

## **Application to Request Allocation of System Enhancement Funds**

Name of Organization: Stanislaus County Office of Emergency Services

Address: 3705 Oakdale Rd, Modesto CA 95357

Contact Person: Eric Holly

Phone: 209-402-3217

1. Detailed description of the project (Attach additional supporting documentation if desired)

**The Stanislaus County Office of Emergency Services / Fire Warden is requesting System Enhancement funds for purchasing 44 LIFEPAK 1000 Automatic External Defibrillators (AEDs) for Fire Agencies servicing Stanislaus County.**

**The AEDs will replace many outdated AEDs carried by County Fire Agencies and allows a standardized unit that is compatible with the transporting ambulance's cardiac monitor/defibrillator.**

2. Amount requested with a detailed budget (Specific Project Costs and Capital Item(s) to be purchased – attach additional pages as needed)

**\$102,811.78**

**The total quote for the AEDs is a combination of requests from 10 Stanislaus County Fire Agencies. The agencies and number of requests per agency is listed under question number five (5) of this application.**

3. Provide justification on how the EMS System will be enhanced in Stanislaus County

**Stanislaus County is serviced by twenty (20) separate fire agencies. Many of these agencies have few if any automatic external defibrillators (AEDs) and are in need of this life saving equipment. These agencies are strategically place throughout each of their response areas to provide the most efficient response to calls for service.**

**Simultaneous calls for service and distance to those calls can have negative impacts on patient outcome if the proper equipment and personnel are not readily available. Early defibrillation along with high performance Pit Crew CPR is a key to not only survivability but, quality of life after a cardiac event.**

**The LIFEPAK 1000 defibrillator (AED) allows for the transporting ALS ambulance crews to utilize the same electrodes that are already on the patient by simply detaching the AED and plugging in the electrodes to their EKG Monitors. This assists with minimal interruptions of CPR when the ambulance crew arrives at the patient's side allowing the critical compressions to remain continuous.**

4. Describe other funding sources available to fund this project (Matching Funds, Applying for State Funding on a Regional Basis, Greater benefits would be realized by more counties/more agencies participating)

**No other funding sources available**

5. Supporting Documentation (Quotes, project analysis and planning documents)

**Supporting Quote is Attached**

Department	MAC	AED	# Requested
Burbank-Paradise FD	BRB	LIFEPAK	4
Ceres Fire Dept	CES	LIFEPAK	0
CalFire SCU	SCU	LIFEPAK	2
Denair Fire Dist.	DEN	LIFEPAK	4
Hughson FPD	HGS	LIFEPAK	0
Keyes Fire Dist.	KEY	LIFEPAK	4
Modesto	MST	LIFEPAK	0
Mt. View	MVW	LIFEPAK	0
Newman	NWN	LIFEPAK	3
Oakdale City	ODF	LIFEPAK	0
Oakdale Rural	ODL	LIFEPAK	0
Patterson	PAT	LIFEPAK	0
Salida	SLA	LIFEPAK	5
Stanislaus Consolidated	SSL	LIFEPAK	4
Stanislaus County Fire Warden	SFW	LIFEPAK	6
Turlock City	TUR	LIFEPAK	6
Turlock Rural	TRL	LIFEPAK	6
Westport	WPF	LIFEPAK	0
West Stanislaus	WSF	LIFEPAK	0
Woodland Ave.	WLA	LIFEPAK	0
<b>TOTAL</b>			<b>44</b>



**Physio-Control, Inc**  
 11811 Willows Road NE  
 P.O. Box 97006  
 Redmond, WA 98073-9706 U.S.A.  
 www.physio-control.com  
 tel 800.442.1142  
 fax 800.732.0956

To Richard Murdock  
 MOUNTAIN VALLEY EMS  
 1101 STANDIFORD AVE STE D1  
 MODESTO.CA 95350  
 2095667203  
[rmurdock@mvensa.com](mailto:rmurdock@mvensa.com)

Quote Number 00030675  
 Revision # 1  
 Created Date 3/3/2016  
 Sales Consultant Todd Long  
 FOB Destination  
 Terms All quotes subject to credit approval and the following terms and conditions  
 NET Terms NET 45

Contract State of CA Expiration Date 4/22/2016

Product	Product Description	Quantity	List Price	Unit Discount	Unit Sales Price	Total Price
11101-000016	Electrode replacement infant/child reduced energy	44.00	115.50	-15.02	100.49	4,421.34
11141-000100	LP1000 - LMnO2 Non-Rechargeable Battery	12.00	357.00	-123.34	233.66	2,803.92
	LIFEPAK 1000 (Kit #1) Graphical Display Standard Setup w/carry case, battery & electrodes Included at No Charge: 41425-000034-ShipKit					
99425-000023	11425-000007-Carrying Case 11425-000012-Strap for Carrying Case 11141-000156-Battery 11996-000017- QUIK-COMBO REDI-PAK electrodes (2 pair per unit) 26500-003457-Operating Instructions	44.00	2,725.00	-765.00	1,960.00	86,240.00

Subtotal USD 93,465.26  
 Estimated Tax USD 9,346.52  
 Estimated Shipping & Handling USD 0.00

Grand Total USD 102,811.78

**Pricing Summary Totals**

List Price Total USD 129,266.00  
 Total Contract Discounts Amount USD -35,140.08  
 Total Discount USD -660.66  
 Trade In Discounts USD 0.00  
 Tax + S&H USD 9,346.52



Physio-Control, Inc. | Lifesaving starts here.™

ADDRESS  
11811 Willows Road NE  
Redmond, WA 98052

PHONE  
GENERAL  
425 867 4000  
TOLL-FREE  
800 442 1142

[www.physio-control.com](http://www.physio-control.com)

December 1, 2014

Physio-Control, Inc. is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training markets for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® 2 Chest Compression System

Physio-Control, Inc. is the sole source provider in **all** markets for the following products and services:

- RELI<sup>SM</sup> (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® System and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- PulsePoint Agency Services
- HealthEMS® Software
- HomeSolutions.NET® Software

Physio-Control does not authorize any resellers to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products. If you have questions, please feel free to contact your local Physio-Control sales representative or call 800.442.1142.

Sincerely,

PHYSIO-CONTROL, INC.

Allan Criss  
Vice-President, Americas Sales

GDR 3322062\_A