

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

DEPT: Health Services Agency

BOARD AGENDA #: *B-11

AGENDA DATE: August 30, 2016

SUBJECT:

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Monitor/Defibrillators for Fire Agencies, a High Fidelity Paramedic Training Manikin and Electronic Patient Care Report Interface Capability as Recommended by the Emergency Medical Services Committee

BOARD ACTION AS FOLLOWS:

No. 2016-458

On motion of Supervisor Withrow, Seconded by Supervisor O'Brien
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) Approved as recommended
- 2) Denied
- 3) Approved as amended
- 4) Other:

MOTION:

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

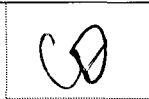
File No.

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

DEPT Health Services Agency
Urgent Routine

BOARD AGENDA #: *B-11

AGENDA DATE: August 30, 2016



CEO

CONCURRENCE: *pk*

4/5 Vote Required: Yes No

SUBJECT:

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Monitor/Defibrillators for Fire Agencies, a High Fidelity Paramedic Training Manikin and Electronic Patient Care Report Interface Capability as Recommended by the Emergency Medical Services Committee

STAFF RECOMMENDATIONS:

1. Authorize the Mountain Valley Emergency Medical Services Agency (MVEMSA) to purchase Monitor/Defibrillators for Fire Agencies, a High Fidelity Paramedic Training Manikin, and Electronic Patient Care Report Interface capability from the Stanislaus County Emergency Medical Services System Enhancement Fund.
2. Direct MVEMSA to reserve \$1.5 million of the Stanislaus County Emergency Medical Services System Enhancement Fund for future Emergency Medical Dispatch integration related improvements.

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.

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Monitor/Defibrillators for Fire Agencies, a High Fidelity Paramedic Training Manikin and Electronic Patient Care Report Interface Capability as Recommended by the Emergency Medical Services Committee

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

At the June 9, 2016 meeting of the Emergency Medical Services Committee, three funding requests were made and approved by the Committee for consideration by the Board of Supervisors. The details of the requests are contained in the EMS Committee Action Agenda Summaries attached as Attachment B. In summary, the first request is to purchase LIFEPAK 15 Monitor/Defibrillators for Fire Agencies. The amount not to exceed \$750,000 would replace current Fire Agency equipment used by Paramedics that will become obsolete this year, and to purchase the equipment for two Fire Agencies becoming Paramedic First Response Providers during 2017. This request is for different equipment than was requested and approved by the Board of Supervisors on May 3, 2016, as it supports the advanced life support/treatment provided by Paramedics.

The second request is to purchase a High Fidelity SimMan 3G Manikin to enhance Paramedic training and enable more effective and time-sensitive Paramedic accreditation compliance. This request is for \$78,097 which represents 68.5% of the actual expense. As the other MVEMS counties would also benefit from the manikin, the remaining 31.5% of the expense will be absorbed by the MVEMS operating budget; the apportionment of which was based on the 5-year averaging of past paramedic accreditations by county.

The third request is to purchase Electronic Patient Care Report (ePCR) integration interfaces for real-time monitoring of illness type in the pre-hospital environment. This request is for \$95,700 and would include the interfacing capability with the three remaining platforms not yet interfaced, which are used across the ambulance providers serving Stanislaus County. The first two were accomplished with federal Hospital Preparedness Program funding.

Given the size of the requests for uses of the System Enhancement Fund, and considering the Board of Supervisors' direction on September 25, 2012 and April 16, 2013 to better integrate emergency medical dispatch, staff recommends providing MVEMSA with further direction regarding the management of the fund. Not yet knowing the potential financial need of the emergency medical dispatch integration efforts, staff recommends directing MVEMSA to reserving \$1.5 million of the balance of the Stanislaus County System Enhancement Fund in a manner which makes it unavailable for other funding requests without future Board of Supervisors' consideration and approval.

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

Approval to use Emergency Medical Services System Enhancement Funds to Purchase Monitor/Defibrillators for Fire Agencies, a High Fidelity Paramedic Training Manikin and Electronic Patient Care Report Interface Capability as Recommended by the Emergency Medical Services Committee

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:

Cost of recommended action:		\$ 923,797
Source(s) of Funding:		
System Enhancement Funds	923,797	
Funding Total:		<u>\$ 923,797</u>
Net Cost to County General Fund		<u>\$ -</u>

Fiscal Year:	2016/2017
Budget Adjustment/Appropriations needed:	No

Fund Balance as of May 31, 2016 \$3.14 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 equipment and technology which serves to improve health outcomes of patients.

STAFFING IMPACT:

There is no staffing impact associated with this report. The staff of MVEMS will coordinate the purchase and disbursement or implementation as applicable.

CONTACT PERSON:

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

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

ATTACHMENT(S):

Attachment A: System Enhancement Fund Policy

Attachment B: Emergency Medical Services Committee Action Agenda Summaries for the Purchase of LIFEPAK 15 Monitor/Defibrillators, a High Fidelity Manikin and ePCR interfaces.

Attachment A

System Enhancement Fund Policy

adopted by the Board of Supervisors
12/15/15

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

**STANISLAUS COUNTY EMS
SYSTEM ENHANCEMENT FUNDS**

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- 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)

Attachment B

**Emergency Medical Services Committee
Action Agenda Summaries for the Purchase
of LIFEPAK 15 Monitor/Defibrillators, a High
Fidelity Manikin and ePCR Interfaces**

STANISLAUS COUNTY EMERGENCY MEDICAL SERVICES COMMITTEE
ACTION AGENDA SUMMARY

DEPT: Mountain-Valley EMS Agency AGENDA ITEM# 8 (Attachment 2)

Urgent ___ Routine ___ Vote Required X AGENDA DATE: 6/9/16

ATTACHMENTS: Application for System Enhancement Funds from Mountain-Valley EMS Agency

CONTACT PERSON: Richard Murdock

SUBJECT: Purchase of LIFEPAK 15 Monitor / Defibrillators

DISCUSSION:

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 was initially for Modesto Fire Department to purchase 3 LIFEPAK 15 Monitor/Defibrillators to replace their current equipment which is aging and will no longer be supported by the vendor as of September 2016. However, due to the regulatory requirement for all Advanced Life Support Providers to have a diagnostic cardiac monitor/defibrillator with capabilities to provide advanced care a poll was taken by the MVEMSA Executive Director to determine how many Public Paramedic Providers within Stanislaus County need to replace their aging cardiac monitor/defibrillators. A total of four (4) Public Paramedic Providers (in addition to Modesto Fire Department) will need to replace their equipment. By the end of 2017, two additional fire agencies will become Paramedic (ALS) First Response Providers (Stanislaus Consolidated and Turlock City) therefore the request for System Enhancement Funds is not to exceed \$750,000.00

The MVEMSA Executive Director will provide a presentation to the Committee on the details of the project and the benefit to the EMS System.

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.

STAFF RECOMMENDATIONS: Approval to recommend to the Stanislaus County Board of Supervisors

FISCAL IMPACT: Not to exceed \$750,000.00 to purchase LIFEPAK 15s for Public Paramedic (ALS) Providers within Stanislaus County; Available Funds = \$2,902,693.01

COMMITTEE ACTION AS FOLLOWS: By a vote of 7-0, the Committee recommended approval of the application and will forward the recommendation to the Board of Supervisors.

Attachment A

Application to Request Allocation of System Enhancement Funds

Name of Organization: Modesto Fire Department

Address: 600 Eleventh St. Modesto, CA 95354

Contact Person: Battalion Chief Tim Tietjen **Phone:** 209-484-1030

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

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

In 2003 the Modesto Fire Dept. began a pilot program to place a paramedic on an engine company to provide advanced life support (ALS) in the community to enhance the EMS delivery system for the citizens. We partnered with American Medical Response (AMR) from the beginning to help support the program and provide oversight and share their medical director. This program has been a success in helping to bolster the system when there is draw down and provide additional ALS care to critical patients on scene with AMR. We expanded the program over the last 12 years to now include paramedics on E-1, E-2, and E-9. The paramedics operate currently with LIFEPAK 12 monitor and defibrillator and we have had trouble in getting these units repaired as the replacement parts have become obsolete. We have been told by the Physio Control vender that they will no longer be able to support this unit after September of 2016. This leaves us with an urgent need to replace our 3 LIFEPAK 12 monitors with LIFEPAK 15 monitors. The LIFEPAK 15 monitor is what is being used currently by AMR and all of the pads are interchangeable which is very important as we work together in the field on a daily basis. The Modesto Fire Dept. respectfully request the use of system enhancement funds to purchase 3- LIFEPAK 15 monitors to be placed on our ALS first response engines system wide.

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

As a result of our partnership with AMR in our ALS first response program we are able to save \$8,000 off of the cost of each monitor by purchasing the monitor thru AMR's contract.

Unit price after discount \$19,648	X 3units = \$58,944 +tax \$5,936	Grand Total =\$65,300.40
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3. Provide justification on how the EMS System will be enhanced in Stanislaus County

The depth of our EMS delivery system is only as good as the number of units we have responding to the calls for service. As we have seen over the last 10 years our entire EMS system (Fire and Ambulance) has been impacted by the down turn in the economy. More people today use the hospital and the EMS system as their primary care source. This has led to decreased number of ambulances on the street available as more people call 911 and the hospital wait time increases with the large influx of patients resulting in fewer beds available. Regardless of the reasons the end result is we need to provide the citizens with the highest level of care possible either on an ambulance or the fire engine that will respond to their emergency. We believe it has been clearly

demonstrated that having ALS capability on scene rapidly from the ambulance and the fire engine has led to better patient outcomes in the long term when dealing with a cardiac events or other serious injuries. By purchasing the LIFEPAK 15 monitors the Modesto Fire Dept. will be able to keep doing our part to provide a high level of patient care to our citizens and enhance our EMS delivery system. This will also allow us the ability to expand our ALS first response program to 1 additional engine company by the end of 2016 given final approval by the MVEMSA.

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)

There are grant funds that sometimes come available and we try and take advantage of that opportunity whenever possible. We put in for the less than county wide request that was approved by this body last quarter but we were told it didn't match up to the AED request from the rest of the county and we should apply on a standalone application since the LIFEPAK 15 does much more than a simple AED. We believe that the funding source we have brought to the table is the buying power of our partnership with AMR that gives us the LIFEPAK 15 at a reduction of \$8,000 per unit for a savings of \$24,000 due to their bulk purchasing power.

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

Please see attached letter from Physio Control as well as the Bid from Physio Control for 3- LIFEPAK 15's



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

ADDRESS
11911 Willow Road NE
Redmond, WA 98052

PHONE
GENERAL
425 867 4000
TOLL-FREE
800 442 1142

www.physio-control.com

January 2015

Dear Physio-Control Customer:

We at Physio-Control appreciate having the opportunity to serve your organization over the years and look forward to our continued partnership. We are committed to supporting your Physio-Control devices for at least 8 years after date of shipment. This letter provides the discontinuation dates after which we will no longer commit to repair support, preventative maintenance, and supplies availability for our product lines. We are providing this notification to allow you time to plan for upgrading to newer technology products

Physio-Control defines support levels as follows:

- **Repair and Technical Support:** A Physio-Control technician will provide phone support and bring the device to specifications using approved and certified parts as required.
- **Preventative Maintenance:** A Physio-Control technician will inspect the device to confirm equipment is in satisfactory operating condition.
- **Supplies:** Device supplies include any disposable, one-time use products such as electrodes, FilterLines® etc., and device accessories such as batteries, cases, etc.

The following chart lists the discontinuation dates for Physio-Control products that are no longer manufactured.

Device	Repair, Technical and Parts Availability Support	Preventative Maintenance	Supplies
LIFEPAK 500 AED			
Monophasic	Jan. 31, 2012	Jan. 31, 2013	End Date TBD
Biphasic	Jan. 31, 2015	End Date TBD	End Date TBD
LIFEPAK 12 defibrillator/monitor			
Monophasic	Oct. 31, 2012	Oct. 31, 2013	End Date TBD
Biphasic	Sept. 10, 2016*	Sept. 10, 2016*	End Date TBD
LIFEPAK 12 RELI defibrillator/monitor	3 years from shipment of the device**		
All other products	8 years from shipment of the device**		

*If device purchased after September 10, 2008, we will continue to provide support for 8 years after date of shipment.

** Please be advised that some components of these devices may become unavailable before the support termination dates. If this occurs, we will review available alternatives with you.



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

Again, we thank you for your business and continued partnership. We encourage you to take advantage of any applicable trade-in programs to upgrade to our latest technology for any devices you own that are beyond their eight (8) year service life.

If you have any questions, please contact your local Physio-Control Sales or Service professional.

Sincerely,

PHYSIO-CONTROL, INC.

A handwritten signature in black ink, appearing to read "J. Laub".

Jeff Laub
Vice President, Global Operations and Services



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 Cindy Woolston
 AMR-MODESTO CCT 13425
 212 CAMPUS WY
 MODESTO, CA 95352
 2095674037

Quote Number 00030856
Revision # 1
Created Date 3/4/2016
Sales Consultant Todd Long
FOB Destination
Terms All quotes subject to credit approval and the following terms and conditions
NET Terms NET 30

Contract AMR **Expiration Date** 5/4/2016

Product	Product Description	Quantity	List Price	Unit Discount	Unit Sales Price	Total Price
AMR99577-001955	AMR BUNDLE - LP15 MON/DEFIB, ADAPTIVE BIPHASIC, MANUAL & AED, COLOR LCD DISPLAY, CPR METRONOME, NONINVASIVE PACING, 100MM PRINTER, SpO2, NIBP, TREND, 12LEAD, EtCO2, BlueTooth THE LIFEPAK 15 IS AN ADAPTIV BIPHASIC FULLY ESCALATING (TO 360 JOULES) MULTI-PARAMETER MONITOR/DEFIBRILLATOR. Includes: 1 LIFEPAK 15 monitor/defibrillator, 3 each Lithium-ion battery 5.7 amp hr (21330-001176), 1 basic carrying case (11577-000002), 1 back pouch (11260-000039), 1 top pouch (11220-000028), 1 Masimo SET LNCS Adult reusable sensor (11171-000046), 1 Masimo SET LNCS Pediatric reusable sensor (11171-000047), 1 Large Adult NIBP Cuff (11160-000007), 1 Child NIBP Cuff (11160-000003). Also INCLUDED AT NO CHARGE: 2 PAIR QUIK-COMBO ELECTRODES PER UNIT-11996-000091, TEST LOAD - 21330-001365, ShipKit- 41577-000284.	3.00	33,050.60	-13,402.60	19,648.00	58,944.00
11140-000052	LP15 REDI-CHARGE Adapter Tray	3.00	198.50	-58.50	140.00	420.00

Subtotal USD 59,364.00
Estimated Tax USD 5,936.40
Estimated Shipping & Handling USD 0.00

Grand Total USD 65,300.40

Pricing Summary Totals
List Price Total USD 99,747.30
Total Contract Discounts Amount USD -40,383.30
Total Discount USD 0.00

Trade In Discounts

USD 0.00

Tax + S&H

USD 5,936.40

GRAND TOTAL FOR THIS QUOTE

USD 65,300.40

PHYSIO-CONTROL, INC. REQUIRES WRITTEN VERIFICATION OF THIS ORDER. A PURCHASE ORDER IS REQUIRED ON ALL ORDERS \$10,000 OR GREATER BEFORE APPLICABLE FREIGHT AND TAXES. THE UNDERSIGNED IS AUTHORIZED TO ACCEPT THIS ORDER IN ACCORDANCE WITH THE TERMS AND PRICES DENOTED HEREIN

CUSTOMER APPROVAL (AUTHORIZED SIGNATURE)

NAME

TITLE

DATE

Reference Number JY/02165251/92140

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Limitation of Interest. Through the purchase of Physio products, services, or subscriptions, Buyer does not acquire any interest in any tooling, drawings, design information, computer programming, patents or copyrighted or confidential information related to said products or services, and Buyer expressly agrees not to reverse engineer or decompile such products or related software and information.

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Compliance with Confidentiality Laws. Both parties acknowledge their respective obligations to maintain the security and confidentiality of individually identifiable health information and agree to comply with applicable federal and state health information confidentiality laws.

Compliance with Law. The parties agree to comply with any and all laws, rules, regulations, licensing requirements or standards that are now or hereafter promulgated by any local, state, and federal governmental authority/agency or accrediting/administrative body that governs or applies to their respective duties and obligations hereunder.

Regulatory Requirement for Access to Information. In the event 42 USC § 1395x(v)(1)(I) is applicable, Physio shall make available to the Secretary of the United States Department of Health and Human Services, the Comptroller General of the United States General Accounting Office, or any of their duly authorized representatives a copy of these terms such books, documents and records as are necessary to certify the nature and extent of the costs of the products and services provided by Physio.

No Debarment. Physio represents and warrants that it and its directors, officers, and employees (i) are not excluded, debarred, or otherwise ineligible to participate in the Federal health care programs as defined in 42 USC § 1320a-7b(f), (ii) have not been convicted of a criminal offense related to the provision of healthcare items or services, and (iii) are not under investigation which may result in Physio being excluded from participation in such programs

Choice of Law. The rights and obligations of Physio and Buyer related to the purchase and sale of products and services described in this document shall be governed by the laws of the state where Buyer is located. All costs and expenses incurred by the prevailing party related to enforcement of its rights under this document, including reasonable attorney's fees, shall be reimbursed by the other party.

Additional Terms for Purchase and Sale of Products.

In addition to the General Terms above, the following terms apply to all purchases of products from Physio.

Delivery. Unless otherwise specified by Physio in writing, delivery shall be FOB Physio point of shipment and title and risk of loss shall pass to Buyer at that point. Partial deliveries may be made and partial invoices shall be permitted and shall become due in accordance with the payment terms. In the absence of shipping instructions from Buyer, Physio will obtain transportation on Buyer's behalf and for Buyer's account. Delivery dates are approximate. Freight is pre-paid and added to Buyer's invoice. Products are subject to availability.

Inspections and Returns. Within 30 days of receipt of a shipment, Buyer shall notify Physio of any claim for product damage or nonconformity. Physio, at its sole option and discretion, may repair or replace a product to bring it into conformity. Return of any product shall be governed by the Returned Product Policy located at <http://www.physio-control.com/Documents/>. Payment of Physio's invoice is not contingent on immediate correction of nonconformities.

No Resale. Buyer agrees that products purchased hereunder will not be resold to third parties and will not be reshipped to any persons or places prohibited by the laws of the United States of America.

STANISLAUS COUNTY EMERGENCY MEDICAL SERVICES COMMITTEE
ACTION AGENDA SUMMARY

DEPT: Mountain-Valley EMS Agency AGENDA ITEM# 8 (Attachment 3)

Urgent Routine Vote Required AGENDA DATE 6/9/16

ATTACHMENTS: Application for System Enhancement Funds from Mountain-Valley EMS Agency

CONTACT PERSON: Richard Murdock

SUBJECT: Purchase of High Fidelity Manikin

DISCUSSION:

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 Mountain-Valley EMS Agency to purchase a high fidelity manikin to include software and instructional devices.

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.

STAFF RECOMMENDATIONS: Approval to recommend to the Stanislaus County Board of Supervisors

FISCAL IMPACT: \$78,097.00 Requested; Available Funds = \$2,902,693.01

COMMITTEE ACTION AS FOLLOWS: By a vote of 7-0, 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: Mountain-Valley EMS Agency
Address: 1101 Standiford Ave, Suite D-1, Modesto CA 95350
Contact Person: Richard Murdock, Executive Director
Phone: 209-529-5085

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

The project would include purchase of a Laerdal SimMan 3G patient simulation manikin with software and instructional devices.

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

\$78,097.00

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

Paramedic accreditation requires all Paramedic candidates to complete 5 Advance Life Support (ALS) patient encounters ("5-call") as a third person with a transporting ALS ambulance provider within Stanislaus County. This process has proven to be cumbersome, lacks standardization and does not result in the variety of patient encounters that the program originally intended. Many candidates struggle to obtain their 5-call within the 30-day initial timeframe. Additionally, many 5-calls are submitted with 5 very similar patient encounters (ie, 5 chest pain patients, 5 patients needing pain management, or administration of 5 breathing treatments, etc.). Lastly, due to the variety of Field Training Officer's (FTOs) available within Stanislaus County, establishing a consistent, standardized approach to evaluating a candidate is difficult.

The addition of a SimMan 3G simulation mannequin would allow the Agency to further standardize the accreditation process by providing a variety of standard, computer driven "patient encounters" as well as expedite the 5-call process and provide immediate feedback to the candidates.

The SimMan simulator would allow the Agency to provide a mechanism for providers to remediate or enhance individual caregiver skills. The mannequin could be available for use at the MVEMSA facility for Continuing Education as well as 1-on-1 remediation. This will be a valuable resource that smaller providers within Stanislaus County cannot currently afford.

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)

Because MVEMSA is a Regional EMS Agency with 5 member counties an apportionment for cost has been included looking at a 5 year percentage of paramedic accreditation by county.

Stanislaus County's Portion = \$78,097.00

Communication to healthcare teaching programs within Stanislaus County was initiated by MVEMSA asking if the programs would be interested in partnering/sharing with EMS by allowing EMS to use the healthcare high fidelity manikins on a monthly basis. Due to high use of the manikins by nursing students and logistical scheduling issues it is not an option.

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

Attachment A - Laerdal Quote for SimMan 3G with patient tablet monitor and instructor tablet

Attachment B - Apportion of Cost for High Fidelity Manikin



Laerdal[®]
helping save lives

Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
Fax Order To: (800)227-1143
Phone Order To: 877-Laerdal
Tax ID: 13-2587752

TERRITORY MANAGER
Derek Thibodeau
(800) 648-1851x2252
derek.thibodeau@laerdal.com

INSIDE SALES REPRESENTATIVE
Alisa Powell
(877) 523-7325x4221
alisa.powell@laerdal.com

SALES SUPPORT SPECIALIST
Sarah Kirschenheiter
(800) 648-1851x4408
sarah.kirschenheiter@laerdal.com

DATE : Tuesday May 17, 2016

QUOTE NUMBER : 1-1Y17EH

ATTN: Richard Murdock
Executive Director
MOUNTAIN-VALLEY EMS AGENCY
1101 Standiford Ave Ste D1
Modesto CA 95350-0981
(209) 566-7203x
rmurdock@mvensa.com

CUSTOMER NUMBER : 00114067
EXPIRATION DATE : 12/31/2016

SHIP TO:

MOUNTAIN-VALLEY EMS AGENCY
1101 Standiford Ave Ste D1
Modesto CA 95350-0981

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	212-02001	SimMan 3G Manikin and Accessories Includes SimMan 3G Manikin, LLEAP License, Drug Recognition Kit, USB Headset/Microphone, SpO2 Probe, Keyboard and Mouse, Consumables, Clothing, Soft Sided Carry Case, 1 Year Manufacturer's Warranty.	\$71,530.00	\$71,530.00	\$71,530.00
2	400-09201	Tablet-PC Instructor - Patient Monitor Fujitsu Tablet 12" Screen	\$2,210.00	\$2,210.00	\$4,420.00
1	212-VPLUSP3	SimMan 3G ValuePlus Platinum (3 Yr) Includes Installation, Extended Warranty through Year 3, Preventative Maintenance On-Site and Loaner.	\$22,350.00	\$22,350.00	\$22,350.00
1	212-LL51200	Intro to SimMan 3G Course LLEAP, 2 Conse 2 consecutive day educational session with a Laerdal Educational Representative at the customer site for up to 8 people.	\$4,540.00	\$4,540.00	\$4,540.00
1	215-55550	SimStore Points	\$5,000.00	\$5,000.00	\$5,000.00
ITEM TOTAL:					\$107,840.00
ESTIMATED TAX:					\$5,815.74
SHIPPING & HANDLING:					\$426.84
TOTAL:					\$114,082.58

There are various payment options; please see bottom of your quote for further clarification.
Appropriate Sales Tax will be added to invoice -- Pricing and Availability are subject to change
Shipping/Handling costs will be added to invoice

Terms:

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available -- sample leasing payment terms follow.
For additional information, ask your Inside Sales Representative listed above.

Lease term 24 months: \$4,493.33*
Lease term 36 months: \$2,995.56*
Lease term 48 months: \$2,246.67*

*Quoted payments do not include Interest, Taxes, Maintenance, or Insurance. Quotes are subject to credit approval and may change without notice.

- . One(1) year warranty on manufactured products and 90 day warranty on refurbished products
- . Two(2) year parts replacement warranty with technical assistance by phone on all Hill-Rom refurbished products
- . Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote
- . Quotes that included training. Training must be booked and performed 1 year from installation. The training obligation expires one year from install
- . Shipping charges subject to change in the event Inside or Lift Gate Delivery is needed

(INTENTIONALLY LEFT BLANK)

**Costing Sheet
High Fidelity Mannequin**

Initial Paramedic Accreditations by County

Date Range	Region Total	Alpine	Amador	Calaveras	Mariposa	Stanislaus
4/1/11 - 3/31/12	27		3	2	1	21
4/1/12 - 3/31/13	35	1	2	10	2	20
4/1/13 - 3/31/14	34		3	5	2	24
4/1/14 - 3/31/15	21		3	4	1	13
4/1/15 - 3/31/16	32		2	3	3	24
5-Year Total	149	1	13	24	9	102
Percentage of Total		0.7%	8.7%	16.1%	6.0%	68.5%

Apportionment of Cost for High Fidelity Mannequin

Total Cost	\$ 114,083	
Stanislaus County	\$ 78,097	Request System Enhancement Funds
Mountain Counties	\$ 35,986	Place in MVEMSA Budget for FY 16/17

Source Documents:

DataPro

System Enhancement Request dated 3-2-16

STANISLAUS COUNTY EMERGENCY MEDICAL SERVICES COMMITTEE
ACTION AGENDA SUMMARY

DEPT: Mountain-Valley EMS Agency AGENDA ITEM# 8 (Attachment 4)

Urgent ___ Routine ___ Vote Required X

AGENDA DATE 6/9/16

ATTACHMENTS: Application for System Enhancement Funds from Mountain-Valley EMS Agency

CONTACT PERSON: Richard Murdock

SUBJECT: Purchase of ePCR Data Integration Interfaces

DISCUSSION:

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 Mountain-Valley EMS Agency to purchase ePCR Data integration interfaces to complete the FirstWatch data integration in Stanislaus County.

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.

STAFF RECOMMENDATIONS: Approval to recommend to the Stanislaus County Board of Supervisors

FISCAL IMPACT: \$95,700.00 Requested; Available Funds = \$2,902,693.01

COMMITTEE ACTION AS FOLLOWS: By a vote of 7-0, 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: Mountain-Valley EMS Agency
Address: 1101 Standiford Ave, Suite D-1, Modesto CA 95350
Contact Person: Richard Murdock, Executive Director
Phone: 209-529-5085

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

The project would include purchase of ePCR Data integration interfaces in order to complete the FirstWatch data integration in Stanislaus County.

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

\$95,700.00

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

FirstWatch provides real-time information for monitoring the EMS system for medical and health trends. Examples include gastrointestinal illness, respiratory problems, sudden illness/death, neurological changes, chest pain, and non-emergent palliative care transports of the sick throughout the county's healthcare system. Additionally it provides the Stanislaus County MHOAC with the ability to monitor and trend real-time clinical causes of prehospital transports contributing to hospital emergency department surge. The surveillance system is also crucial to identifying and quantifying behavioral health patient volume and its relation to system surge.

Configurable triggers in the FirstWatch surveillance system are designed to provide an early indicator for pandemic illness such as H1N1 or a highly pathogenic illness like Ebola. The ability to clinically detect WMD and Bio-terrorism are also examples of the system's ability to monitor the pre-hospital environment. Trigger notifications via text or email are real time when preset parameters are met. EMS, Law Enforcement, Fire, Public Health and OES can all be notified simultaneously.

The FirstWatch surveillance system implementation began with the Emergency Medical Dispatch CAD (VRECC) data integration and the Emergency Medical Dispatch Protocol (ProQA) data. Following the successful integration of these data interfaces, the project's next step is to integrate the five separate Electronic Patient Care Report (ePCR) databases. The AMR MEDS and Oak-Valley Ambulance Outfielder ePCR data integrations, funded by Stanislaus County HPP grant money, are near completion. The remaining three ePCR platforms representing Patterson District Ambulance, ProTransport-I and Westside Community Ambulance will complete the FirstWatch surveillance system for 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)

There are no other funding sources available.

The Agency assumes the responsibility of all annual support and maintenance fees after the initial purchase.

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

FirstWatch Solutions, Inc. Quote



FirstWatch Solutions, Inc.
 322 Encinitas Blvd., Suite 100
 Encinitas, California 92024 USA
 Phone: 760-943-8123 Fax: 760-942-8329
 Atten: Terry Fitch, Regional Manager (Ph Ext 288)

**System Enhancement
 Quote**

Customer Information:

Name: Richard Murdock, Executive Director
 Organization: Mountain Valley EMS
 Address: 1101 Standiford Avenue - Suite D1
 City, ST Zip: Modesto, CA 95350
 Phone: (209) 529-5085
 Email: rmurdock@mvmesa.com

Quote Information:

Date: 3/4/2016
 Expiration Date: 8/31/2016

Qty	Description	Unit Price	Sub-Total
Data Source 4 (DS4) - Patterson Zoll ePCR			
1	(DS3) System License	\$20,000	\$20,000
1	(DS3) Annual Support & Maintenance	\$4,400	\$4,400
1	(DS2) Data Source Integration	\$7,500	\$7,500
	Sub-total		\$31,900
Data Source 5 (DS5) - Westside Ambulance Sansio ePCR			
1	(DS4) System License	\$20,000	\$20,000
1	(DS4) Annual Support & Maintenance	\$4,400	\$4,400
1	(DS2) Data Source Integration	\$7,500	\$7,500
	Sub-total		\$31,900
Data Source 6 (DS6) - ProTransport Image Trend ePCR			
1	(DS5) System License	\$20,000	\$20,000
1	(DS5) Annual Support & Maintenance	\$4,400	\$4,400
1	(DS2) Data Source Integration	\$7,500	\$7,500
	Sub-total		\$31,900
	Total		\$95,700

FirstWatch offers the following payment option for your consideration

Option #1 - Payment of All Year One Fees	
System Enhancement (Payment of All Year One Fees) - Total:	\$95,700

Notes: Certain ePCR Companies may charge the customer additional fees not included in this proposal.

Please see Page 2 for Additional Information

Thank you for the opportunity to present this quote.

To authorize FirstWatch to proceed with proposed enhancements, please fax signed copy (all pages) back to:
 FirstWatch @ (760) 942-8329 or email executed PDF to: tfitch@firstwatch.net

Accepted: _____
 Title: _____
 Date: _____

Mountain Valley EMS
'System Enhancement Quote' - 03/04/2016 - Additional Information

General Project Information

FirstWatch has worked diligently to keep pricing 'fair and reasonable' as well as in developing a REMOTE approach to FirstWatch software sales, presentation, deployment, installation, data interface, system configuration and training; as such we have NOT included any fees for travel associated with this project. If travel is requested / required by customer, customer will be asked to pay for all travel-related expenses (e.g., transportation, accommodations, food) incurred by FirstWatch at the request of customer and approved by customer, for Software-related services such as on-site installation, training, customization, integration, support and maintenance.

This quotation is valid for 180 days from creation as noted on the top of page 1. For additional information or questions please contact the FirstWatch Representative also noted on the top of page 1.

Payment Option - System Enhancement Standard Purchase

This payment option includes all Year 1 project fees, with a standard payment breakdown based upon the following project milestones: 50% of all Year 1 project fees payable at contract signing or receipt of a Purchase Order and the remaining 50% payable at project completion or Go Live.

FirstWatch - Data Source #3 (Patterson Zoll ePCR)

This Data Source has a minimum prerequisite of a base FirstWatch system that includes Data Source #1. Should additional Triggers or customized Reports be needed for this Data Source or you need additional information, please notify the FirstWatch representative shown at the top of page 1.

FirstWatch - Data Source #4 (Westside Ambulance Sansio ePCR)

This Data Source has a minimum prerequisite of a base FirstWatch system that includes Data Source #1. Should additional Triggers or customized Reports be needed for this Data Source or you need additional information, please notify the FirstWatch representative shown at the top of page 1.

This quote does not include allowance for any potential costs / fees (directly) payable to Sansio in order for them to provide FirstWatch with a full and comprehensive data set which is required for FirstWatch to perform the quality monitoring expected from this ePCR Data Source. FirstWatch recommends that you discuss this project and any potential associated fees directly with Sansio to fully understand their potential cost of this Data Source interface and ongoing process.

FirstWatch - Data Source #5 (ProTransport Image Trend ePCR)

This Data Source has a minimum prerequisite of a base FirstWatch system that includes Data Source #1. Should additional Triggers or customized Reports be needed for this Data Source or you need additional information, please notify the FirstWatch representative shown at the top of page 1.

Annual Support & Maintenance (ASM)

Annual Support recurs annually and includes: system enhancements, updates and patches, 24/7 urgent technical support, business hour support for routine issues and guidance with configuration of your FirstWatch System. Support fees increase annually. Annual Support fee increase is projected (for budget purposes) at 3% per year.