

CITY OF HOLLYWOOD, FLORIDA
FIRE RESCUE & BEACH SAFETY
INTER-OFFICE MEMORANDUM

DATE October 29, 2021

FILE: ADM-22-001

TO: Steve Stewart
Assistant Director, Financial Services for Procurement, Financial Services

FROM: Alexander N. Poli 
Division Chief of Administration

SUBJECT: Purchase of LIFEPAK 15 (EKG/Defibrillator)

ISSUE:

The Hollywood Fire Rescue and Beach Safety Department is in need of purchasing LIFEPAK 15's (EKG/Defibrillator).

EXPLANATION:

The LIFEPAK 15 performs an electrocardiogram and monitors the electrical activity of the heart and is also a defibrillator for acute cardiac care response. It's designed for basic life support and advanced life support.

The LIFEPAK 15 should be replaced every five to seven years. Our current fleet of LIFEPAK 15's are approximately eleven years old. If the main electrical component fails, it's beyond repairable. It has approached the end of its serviceable life.

The Emergency Medical Services (EMS) Division has evaluated the current LIFEPAK 15 manufactured by Stryker and the two other major competitors in ZOLL and Philips. Both of the competitors provided presentations to discuss capabilities and allowed for hands on demonstrations and use by our personnel. After the evaluation of the two competitors, the Department concluded that the ZOLL X Series was a better product than Philips.

The Philips device was not considered for trial due to its unorthodox nature and complicated use. It was comprised of two separate units. One section is for assessment and the other one is for treatment. In the event a patient becomes unstable and requires electrical therapy, the assessment unit is inefficient and the treatment unit would have to be attached. This system is not efficient, or usable, in the High Performance- Resuscitation model we train with and use in the field.

The Department used and tested the ZOLL X Series device for 5 weeks at Fire Station 5. The following were the positive reviews for the ZOLL device:

- The device is lightweight and easy to maneuver.
- The blood pressure assessment is faster and movement doesn't affect the outcome as much.
- The ECG unit allows visualization of the underlying rhythm during cardiac arrest resuscitation.
- The tidal volume attachment avoids over ventilating a patient.
- The battery life is double or triple the amount of time as the LIFEPAK 15.

The following were the negative reviews for the ZOLL device.

- The storage bag is not as large and holds less equipment.
- The blood pressure equipment sensitivity may require more maintenance and repair.
- The printer is in the back of the device and is not user friendly and print options are confusing.
- Transmission of the vital signs and 12-lead is more difficult than the LIFEPAK 15.
- It has less functions and user friendly controls. The up and down buttons versus the speed dial on the LIFEPAK 15.
- It does not work with the Lucas device.

The following were the positive reviews for the LIFEPAK 15 manufactured by Stryker:

- Personnel are more confident and competent through years of use.
- It's more rugged, reliable, and easy to maintain.
- The printer allows for enhanced interpretation of heart rhythms.
- The variety of bag options allows for more storage and has been tailored to our inventory allowing our crews to operate in a 2-bag system to deliver efficient and timely care.
- Complementary systems produced by Stryker:
 - Transmits to CODE-STAT software allowing for QA/QI of cardiac arrest incidents to improve performance
 - LIFENET System interoperability allowing for 12-lead ECG's transmission to Cardiac cath lab
 - Lucas device

The overall feedback was to remain with the LIFEPAK 15 manufactured by Stryker. Additionally, other agencies using the ZOLL device were contacted and provided negative feedback. For example, a Columbus Fire Department in Ohio regretted the purchase after implementation.

The overwhelming response from the personnel was that the current LIFEPAK 15 is far superior to the other two devices. The LIFEPAK 15 was superior in functionality, ease of use, portability, and ruggedness. Additionally, keeping the current LIFEPAK 15 allows a multitude of connected devices to remain operational. The personnel's knowledge of the device is such that there are very few times when issues arise that they can't troubleshoot the issue. The Department has used some form of a LIFEPAK for at least 30 years for a reason that no other manufacturer has yet to produce a better piece of equipment.

Our experience with the LIFEPAK 15 has exceeded our expectations throughout the years. This LIFEPAK has been the benchmark for pre-hospital care and the hospital setting. Most paramedics have received their training using this device. It has been dependable over the years. In addition to, the customer service from Stryker has also exceeded our expectations throughout the years. Operationally, the LIFEPAK 15 is the best fit to meet the demands of the Department and will avoid having to train the Department on a new device that would take months to complete and will allow the personnel to work with a device that they are very familiar and comfortable operating.

In addition to, Stryker has given the City of Hollywood a discount of \$106,896.40.

RECOMMENDATION:

After our evaluation, it's in the best interest of the City of Hollywood Fire Rescue & Beach Safety to purchase the LIFEPAK 15 manufactured by Stryker.