

HABERSHAM COUNTY BOARD OF COMMISSIONERS

EXECUTIVE SUMMARY

SUBJECT: Habersham County Emergency Services permission to partner with Stryker Corporation for the 2020 Assistance to Firefighters Grant for Regional Application for purchase of LUCUS CPR Devices.

DATE: November 18, 2021

(X) RECOMMENDATION

() POLICY DISCUSSION

BUDGET INFORMATION:

() STATUS REPORT

ANNUAL- 7160.40 (209-395-521652) Contracted Services

() OTHER

CAPITAL- SPLOST VII

COMMISSION ACTION REQUESTED ON: 11/18/2021

PURPOSE:

Recommend Habersham County Commission approve for Habersham County Emergency Services for a Grant Application to the Assistance to Firefighters Grant for the purchase of 1 LUCUS CPR Mechanical Devices and a 6-year maintenance contract.

BACKGROUND / HISTORY: Habersham County Emergency Services currently only has “3” LUCUS CPR Devices in the entire county and currently the purchase of the device in the SPLOST VII for an additional LUCUS at a price of \$16,286.00 with 6-year Maintenance Contract for \$7,160.40. Monies for the Maintenance contract will be taken from the EMS – Contracted Services line. The contract could be purchased at a later date, however, after February 2022 the cost increases 7% and a 15% discount is reduced to 5%.

FACTS AND ISSUES:

- a. HCES has a need for additional LUCUS CPR Devices in the county for better distribution of these important and lifesaving assets throughout the county.
 - b. We currently only have 3 in the entire county.
 - c. This is part of our strategic plan, to purchase “1” per year to over the next 10 years.
 - d. Maintenance Program will cover all cost related to any repairs and battery replacement for 6 years including the 2-year warranty on the devices. Just recently we had a current device needing repair where that would have been \$5495 for the repair, parts and labor for the device if we had not had this plan on our current devices.
 - e. ProCare LUCAS Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device
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OPTIONS:

- 1) Approve the request for Habersham County Emergency Services to purchase 1 LUCAS Mechanical CPR device along with the Service / Maintenance agreement.
 - 2) Deny the request.
 - 3) Commission defined alternative.
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RECOMMENDED SAMPLE MOTION:

Move to approve Habersham County Emergency Services to apply for the opportunity for purchase of 1 LUCUS CPR Devices and 6-year Maintenance Program.

DEPARTMENT:

Prepared by: Jeffrey D. Adams

Director _____

ADMINISTRATIVE

COMMENTS: _____

_____ **DATE:** _____

County Manager



Habersham County EMS LUCAS Quote x1

Quote Number: 10127180

Remit to:

Stryker Medical

P.O. Box 93308

Version: 3

Chicago, IL 60673-3308

Prepared For: HABERSHAM COUNTY EMER SVCS

Rep:

Preston Willis

Attn:

Email:

preston.willis@stryker.com

Phone Number:

Quote Date: 11/03/2021

Expiration Date: 02/01/2022

Delivery Address

Name: HABERSHAM COUNTY EMER SVCS

Account #: 1301975

Address: 4263 HOLLYWOOD HWY

CLARKESVILLE

Georgia 30523-4861

End User - Shipping - Billing

Name: HABERSHAM COUNTY EMER SVCS

Account #: 1301975

Address: 4263 HOLLYWOOD HWY

CLARKESVILLE

Georgia 30523-4861

Bill To Account

Name: HABERSHAM COUNTY FINANCE DEPT

Account #: 1171653

Address: 130 JACOBS WAY

CLARKESVILLE

Georgia 30523-5254

Equipment Products:

#	Product	Description	Qty	List Price	Discount %	Sell Price	Total
1.0	99576-000063	LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	1	\$16,190.00	9.9%	\$14,587.19	\$14,587.19
2.0	11576-000060	LUCAS Desk-Top Battery Charger	1	\$1,235.00	35.0%	\$802.75	\$802.75
3.0	11576-000071	LUCAS External Power Supply	1	\$391.00	35.0%	\$254.15	\$254.15
4.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	1	\$755.00	35.0%	\$490.75	\$490.75
Equipment Total:							\$16,134.84

ProCare Products:

#	Product	Description	Year s	Qty	List Price	Discount %	Sell Price	Total
5.1	78000020	ProCare LUCAS Prevent Service: Annual onsite preventive maintenance inspection and unlimited repairs including parts, labor and travel with battery coverage for LUCAS 3, v3.1 Chest Compression System, Includes Hard Shell Case, Slim Back Plate, (2) Patient Straps, (1) Stabilization Strap, (2) Suction Cups, (1) Rechargeable Battery and Instructions for use With Each Device	6	1	\$8,424.00	15.0%	\$7,160.40	\$7,160.40
ProCare Total:								\$7,160.40



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Attn:

Quote Date: 11/03/2021

Expiration Date: 02/01/2022

Remit to: Stryker Medical

P.O. Box 93308

Chicago, IL 60673-3308

Rep: Preston Willis

Email: preston.willis@stryker.com

Phone Number:

Price Totals:

Grand Total:	\$23,295.24
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Prices: In effect for 90 days

Terms: Net 30 Days

Contact your local Sales Representative for more information about our flexible payment options.

PENDING APPROVAL

Capital Terms and Conditions:

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's Acute Care capital terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html. A copy of Stryker Medical's Emergency Care capital terms and conditions can be found at <https://www.strykeremergencycare.com/terms>.