

Watertown City Council

September 13, 2022

Agenda Item: LUCAS Device**Request for Action:** Authorization to Purchase - LUCAS**Department:** Tom Hanson, Fire Chief**Background:**

The Watertown Fire Department is currently in possession of a 2011 ZOLL AutoPulse, a mechanical CPR device for delivering compressions. During the August 23rd City Council Meeting, staff came forward looking for direction on whether to replace the batteries on this unit or to secure pricing on the LUCAS device and replace the Zoll AutoPulse. The recommendation from council to staff was to obtain pricing on the LUCAS device and replace the 2011 AutoPulse.

Utilizing the state bid pricing program, the cost of the LUCAS 3 device and necessary chargers, batteries, and accessories is \$15,929.60. There is a 1 year warranty on the device. There is also a trade in value of \$3000 for our current Zoll AutoPulse. The net cost of the LUCAS 3 is \$12,929.60. The life expectancy of this unit will be approximately 10 years. With an authorization to purchase today, the unit would be delivered in about 10 weeks, but could be sooner due to unallocated inventory on hand.

There is also an extended warranty called the ProCare service plan for 3 years that starts after the 1 year warranty. We can elect to purchase this plan now or prior to the 1 year warranty expiring. If we elect to purchase the service plan, will have 4 years of complete coverage on this unit. This coverage includes yearly preventative maintenance checks, repairs, loaners (if needed) and batteries replaced when necessary. This plan does not go into effect until the 1 year warranty is expired. The cost of the extended warranty for the 3 additional years is \$4506 total.

Budget Impact:

Fire has this item allocated for replacement in the 2026 CIP for \$65,238.

Funding Source:

Fire Capitol Fund - Item# FC027

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Motion Type:

Simple majority vote of members present

Requested Action/Motion(s):

"I move to approve the quote for the purchase of the LUCAS device"

or

"I move the approve the quote for the purchase of the LUCAS device along with the subsequent ProCare Service Plan"

Attachments:

Lucas Quote



LUCAS for Autopulse

Quote Number: 10558532

Remit to: **Stryker Medical**

Version: 1

P.O. Box 93308

Chicago, IL 60673-3308

Prepared For: Watertown Fire Dept

Rep: Jon Dilley

Attn:

Email: jon.p.dilley@stryker.com

Phone Number: (952) 239-9823

Quote Date: 07/20/2022

Expiration Date: 10/18/2022

Delivery Address

Name: Watertown Fire Dept

Account #:

Address: 401 Carter St NE

Watertown

Minnesota 55388

End User - Shipping - Billing

Name: Watertown Fire Dept

Account #:

Address: 401 Carter St NE

Watertown

Minnesota 55388

Bill To Account

Name: Watertown Fire Dept

Account #:

Address: 401 Carter St NE

Watertown

Minnesota 55388

Equipment Products:

#	Product	Description	Qty	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	\$13,876.50	\$13,876.50
2.0	11576-000080	LUCAS 3 Battery - Dark Grey - Rechargeable LiPo	1	\$605.20	\$605.20
3.0	11576-000060	LUCAS Desk-Top Battery Charger	1	\$994.50	\$994.50
4.0	11576-000071	LUCAS External Power Supply	1	\$334.40	\$334.40
5.0	11576-000046	LUCAS Disposable Suction Cup (3 pack)	1	\$119.00	\$119.00
Equipment Total:					\$15,929.60

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-ZAP-LUC3	TRADE-IN-ZOLL AUTOPULSE TOWARDS PURCHASE OF LUCAS 3.1	1	-\$3,000.00	-\$3,000.00

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
6.1	78000703	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	1	\$4,506.00	\$4,506.00



LUCAS for Autopulse

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P.O. Box 93308
Chicago, IL 60673-3308
Rep: Jon Dilley
Email: jon.p.dilley@stryker.com
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Expiration Date: 10/18/2022

ProCare Total:	\$4,506.00
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Price Totals:

Estimated Sales Tax (0.000%):	\$0.00
Freight/Shipping:	\$165.67
Grand Total:	\$17,601.27

Prices: In effect for 30 days

Terms: Net 30 Days

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

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>.