

**May 21, 2024.**

**STATEMENT OF PROCEEDINGS**

*The Minutes of the*

***SAN DIEGO COUNTY FIRE  
PROTECTION DISTRICT  
REGULAR MEETING***

**COUNTY OF SAN DIEGO**

STATEMENT OF PROCEEDINGS  
COUNTY OF SAN DIEGO SAN DIEGO COUNTY FIRE PROTECTION DISTRICT  
REGULAR MEETING  
**TUESDAY, MAY 21, 2024, 9:00 AM**  
COUNTY ADMINISTRATION CENTER, ROOM 310  
1600 PACIFIC HIGHWAY  
SAN DIEGO, CA 92101

A. REGULAR SESSION – Regular Meeting was called to order at 9:05 a.m.

PRESENT: Directors Nora Vargas, Chair; Terra Lawson-Remer, Vice-Chair; Joel Anderson; Monica Montgomery Steppe; Jim Desmond; also, Andrew Potter, Clerk of the Board of Supervisors.

B. Statement (just cause) and/or Consideration of a Request to Participate Remotely (emergency circumstances) by a Director, if applicable.

C. Non-Agenda Public Communication: Opportunity for members of the public to speak to the Board on any subject matter within the Board’s jurisdiction but not an item on today’s agenda.

D. Approval of the Statement of Proceedings/Minutes for the meeting of April 9, 2024.

**ACTION:**

ON MOTION of Director Anderson, seconded by Director Montgomery Steppe, the Board of Directors of the San Diego County Fire Protection District approved the Statement of Proceedings/Minutes for the meeting of April 9, 2024.

AYES: Vargas, Anderson, Lawson-Remer, Montgomery Steppe, Desmond

NOTICE: THE BOARD OF SUPERVISORS MAY TAKE ANY ACTION WITH RESPECT TO THE ITEMS INCLUDED ON THIS AGENDA. RECOMMENDATIONS MADE BY COUNTY STAFF DO NOT LIMIT ACTIONS THAT THE BOARD OF SUPERVISORS MAY TAKE. MEMBERS OF THE PUBLIC SHOULD NOT RELY UPON THE RECOMMENDATIONS IN THE BOARD LETTER AS DETERMINATIVE OF THE ACTION THE BOARD OF SUPERVISORS MAY TAKE ON A PARTICULAR MATTER.

**Agenda Items**

<b>Agenda #</b>	<b>Subject</b>
1.	REQUEST FOR SINGLE SOURCE PROCUREMENTS OF ZOLL AND STRYKER CARDIAC AND MEDICAL EQUIPMENT, ACCESSORIES, SERVICES, AND SOFTWARE FOR AMBULANCE TRANSPORTATION [FUNDING SOURCES: AMBULANCE TRANSPORT REVENUE, PROPERTY TAX REVENUE, AND OPERATING TRANSFER FROM THE GENERAL FUND]

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**1. SUBJECT: REQUEST FOR SINGLE SOURCE PROCUREMENTS OF ZOLL AND STRYKER CARDIAC AND MEDICAL EQUIPMENT, ACCESSORIES, SERVICES, AND SOFTWARE FOR AMBULANCE TRANSPORTATION (DISTRICTS: ALL)**

**OVERVIEW**

The San Diego County Fire Protection District Board of Directors (Board) has taken several actions in recent years to expand and enhance the County of San Diego's fire and emergency medical services. The San Diego County Fire Protection District (SDCFPD), originally known as the County Fire Authority, has been providing fire protection and emergency medical services since June 2008. On August 1, 2022, SDCFPD became responsible for fire protection and emergency medical services in Ramona, including providing ambulance transportation services. On July 1, 2023, the Borrego Springs Fire Protection District dissolved and transferred responsibility for fire protection, emergency medical services, and ambulance transportation in Borrego Springs to the SDCFPD. On May 23, 2023 (FP 01), the Board authorized the SDCFPD to exclusively provide and/or manage emergency ambulance service in the areas where the County has or will have the responsibility. As of September 30, 2023, the SDCFPD began providing ambulance services in the entire SDCFPD Ground Ambulance Service Area (ASA), where there are now 16 full-time ambulances, 7 cross-staffed ambulances, and 7 reserve ambulances for a total of 30 County-owned ambulances. Today, SDCFPD maintains fire apparatus, ambulances, and provides critical equipment to staff, ensuring all emergency responders have the necessary tools to deliver the highest level of fire and emergency services in the region.

To effectively deliver these services, SDCFPD requires standardized equipment and gear. Emergency responders are trained in using the current cardiac and medical equipment. Staff cannot easily move from one product to another when they are designed with different components or software, which could jeopardize the safety of the public when responding to an emergency. Training staff on new products and software could take multiple months, leading to a possible decrease in quality of service to the public and a risk to the public's safety until staff are fully trained. In addition, the SDCFPD holds warranties and service agreements with the existing providers that would become obsolete without maintaining current contracts. Two SDCFPD contracts that provide critical emergency medical services support in our suburban and rural communities are expiring in 2024 - ZOLL Medical Corporation's (ZOLL) cardiac monitors and Stryker's patient gurneys and medical equipment. All SDCFPD ambulances and first responder engines have equipment from these providers onboard. SDCFPD is requesting single source approval to procure from two providers for the following goods and services: ZOLL cardiac equipment, related accessories, repair and servicing of the equipment, warranty services, and software for operating the equipment and Stryker medical equipment, gurneys, related accessories, repair and servicing of the equipment, and warranty services.

If approved, today's actions will authorize the Director, Department of Purchasing and Contracting, on behalf of the SDCFPD, to negotiate and award single source procurements for ZOLL and Stryker as-needed cardiac and medical equipment, accessories, repair and servicing of the equipment, warranty services, and related software for operating the equipment to ensure uninterrupted paramedic-level emergency medical services for staff on SDCFPD fire engines and ambulances. The length of requested single source contracts aligns with the life cycles of each product.

**RECOMMENDATION(S)  
EXECUTIVE DIRECTOR**

1. In accordance with Board Policy, A-87, Competitive Procurement, approve and authorize the Director, Department of Purchasing and Contracting, to enter into negotiations with ZOLL Medical Corporation for as-needed cardiac equipment, accessories, repair services, warranties, and software, and subject to successful negotiation and determination of fair and reasonable price, award a contract for an initial term of one (1) year with five (5) additional one year option periods and an additional six months if needed; and to amend the contract as needed to reflect changes to services and funding, subject to the approval of the Director, San Diego County Fire Protection District, or their designee.
2. In accordance with Board Policy, A-87, Competitive Procurement, approve and authorize the Director, Department of Purchasing and Contracting, to enter into negotiations with Stryker for as-needed medical equipment and gurneys, accessories, repair services, and warranties, and subject to successful negotiation and determination of fair and reasonable price, award a contract for an initial term of one (1) year with six (6) additional one year option periods and an additional six months if needed; and to amend the contract as needed to reflect changes to services and funding, subject to the approval of the Director, San Diego County Fire Protection District, or their designee.

**EQUITY IMPACT STATEMENT**

Advanced (Paramedic) and Basic (Emergency Medical Technician) Life Support ambulances are critical components to an emergency medical services system that seeks to reduce health disparities in our region. The medical equipment from ZOLL and Stryker that are on these ambulances and fire apparatus are crucial to the health, safety, and emergency medical care provided to the residents in the San Diego County Fire Protection District, who are an older and more vulnerable population with significant healthcare needs in unincorporated communities.

**SUSTAINABILITY IMPACT STATEMENT**

The proposed actions to enter into single source contracts with ZOLL and Stryker for the procurement of medical equipment for the ambulances and fire apparatus in the San Diego County Fire Protection District, supports efforts for the operations, values, and priorities, including equitable service delivery, to the residents in our region.

**FISCAL IMPACT**

Funds for this request are included in the Fiscal Year 2024-25 CAO Recommended Operational Plan in San Diego County Fire. If approved, both recommendations will result in annual costs up to \$3.0 million. The funding sources for both recommendations are anticipated to be ambulance transport revenue, property tax revenue, and operating transfer from the General Fund. There will be no change in net General Fund cost and no additional staff years.

**BUSINESS IMPACT STATEMENT**

N/A

**ACTION:**

ON MOTION of Director Montgomery Steppe, seconded by Director Desmond, the Board of Directors of the San Diego County Fire Protection District took action as recommended, on Consent.

AYES: Vargas, Anderson, Lawson-Remer, Montgomery Steppe, Desmond

There being no further business, the Board of Directors of the San Diego County Fire Protection District adjourned at 8:31 p.m.

ANDREW POTTER  
Clerk of the Board of Directors of the  
San Diego County Fire Protection District

Notes By: Vizcarra

NOTE: This Statement of Proceedings sets forth all actions taken by the San Diego County Fire Protection District on the matters stated, but not necessarily the chronological sequence in which the matters were taken up.

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Approved by the Board of Directors, on Tuesday, June 4, 2024.



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NORA VARGAS  
Chair

Attest:



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ANDREW POTTER  
Clerk of the Board