



City of Wheaton
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City of Wheaton, Illinois

www.wheaton.il.us

TO: Mike Dzugan City Manager
FROM: Joan M. Schouten, MBA CPIM CPPB Procurement Officer
DATE: July 26, 2016
RE: Recommendation to Award

Automated External Defibrillators (quantity 18)

Solicitation Process: Quote from Service Provider offering trade-in (pricing validated)

Recommended Service Provider: SOS Technologies

The adopted FY2017 Capital Equipment Replacement Fund budget includes \$20,629 for the replacement of eighteen (18) Automatic External Defibrillators housed in police vehicles.

Budget: \$20,629
Request for Purchase: \$22,433 (exclusive of trade-ins valued at \$2,440)
Budget deficit: \$ 1,804

SOS Technologies is offering a trade-in credit of \$2,440 which results in a net outflow of funds below the budgeted amount.

Background: The city's decision to purchase the above Automated External Defibrillators (AEDs) is based on the following:

- The Police patrol vehicles are equipped with AEDs. To facilitate emergency response, all AEDs are standardized.
- AEDs have a 5 year warranty and a planned life of 8 years. Of the 18 units to be replaced 14 units are being retired: [nine (9) were purchased in 2002, three (3) in 2003 and two (2) in 2011] and four (4) units are being purchased for additional police vehicles.
- Replacing all units at one time facilitates service, standardization, and consistent implementation of technological upgrades.
- The Physio Control units being purchased are also located within city facilities and fire utility vehicles.
- The contractor providing the multi-year service and maintenance of all city AED units provided a quote inclusive of discount pricing for trade-in of 14 retiring AEDs.
- Procurement compared the quoted prices with cooperatives and other distributors of Physio Control units. SOS Technologies pricing, without trade-in, was considerably lower than comparables.

Attachments: none