

Folsom City Council Staff Report

MEETING DATE:	2/24/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11554 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Zoll Medical Corporation to Procure Replacement Pre-hospital Monitors/Defibrillators and Ancillary Equipment for a Total Not to Exceed Amount of \$756,000 from the Fire Vehicle/Equipment Fund (Fund 608)
FROM:	Fire Department

RECOMMENDATION / CITY COUNCIL ACTION

The Fire Department recommends that the City Council adopt Resolution No. 11554 authorizing the City Manager to execute a purchase agreement with Zoll Medical Corporation for the procurement of eleven (11) replacement cardiac monitors/defibrillators and related accessory equipment in an amount not to exceed \$756,000 from the Fire Vehicle/Equipment Fund (Fund 608).

BACKGROUND / ISSUE

The Fire Department currently operates eleven (11) cardiac monitor/defibrillator units that are at or near the end of their expected service life (approximately 10 years). As these units age, reliability concerns and increasing maintenance costs have escalated, creating a risk of equipment downtime and reduced operational readiness. Replacing these monitors will help ensure continued delivery of critical pre-hospital patient care and will improve interoperability and documentation through enhanced integration with the City’s electronic patient care reporting (ePCR) system.

POLICY / RULE

Section 2.36.080, Award of Contracts of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by City Council.

Section 2.36.140, Sole Source Procurement of the Folsom Municipal Code states prior to submitting a purchase request, the requesting department shall conduct a survey of available sources to determine whether there is only one (1) source for the required supply, equipment, service or construction item. Upon review and approval by the Purchasing Agent, the Finance Director and City Manager, a contract may be awarded without competition. The purchasing agent, or his/her designee, shall conduct negotiations, as appropriate, as to price, delivery and terms. The requesting department shall prepare a waiver of bid and submit it to the purchasing agent for filing with the city clerk. (Ord. 723 § 3 (part), 1991).

In accordance with Chapter 2.36.170 of the Folsom Municipal Code, the purchasing agent may enter into cooperative purchasing agreements with other public procurement units without following Sections 2.36.080, 2.36.090, and 2.36.100. These agreements can include joint or multiparty contracts or state contracts extended to the city.

ANALYSIS

Cardiac monitor/defibrillators are critical to EMS operations and support the following functions:

- 12-lead ECG acquisition and transmission to support early STEMI recognition and hospital notification;
- Defibrillation, synchronized cardioversion, and external pacing for time-sensitive cardiac events;
- Physiological monitoring including end-tidal CO₂, SpO₂, non-invasive blood pressure, invasive blood pressure, real-time CPR feedback, and ventilation support; and
- Data capture and connectivity with receiving hospitals and ePCR systems to support continuity of care, documentation, and post-incident quality improvement.

Following an evaluation of available options, vendor demonstrations, and field personnel feedback, staff recommend the Zenix cardiac monitor/defibrillator (EMS/Fire configuration). Key benefits include improved durability and screen visibility, wireless 12-lead transmission capability with updated algorithms, real-time CPR and ventilation feedback, improved battery performance and reliability in high-call environments; and a software platform that supports future updates and enhanced post-incident analysis.

The Fire Department is a member of National Purchasing Partners (NPP) and is eligible to purchase these units from Zoll's NPP cooperative purchasing contract, which was

competitively solicited and awarded. In addition, the recommended model is a proprietary product manufactured and supplied by Zoll Medical Corporation. The Fire Department recommends a waiver of bid and requests that the City Council authorize the City Manager to execute an agreement with Zoll Medical Corporation for the purchase of pre-hospital monitors/defibrillators and ancillary equipment for an amount not to exceed \$756,000.

FINANCIAL IMPACT

If approved the agreement with Zoll Medical Corporation would be for amount not to exceed \$756,000. Sufficient funds are budgeted and available in the Fire Vehicle/Equipment Fund (Fund 608) for the cost of the agreement. The purchase agreement includes eleven (11) Zenix monitor/defibrillators, batteries and charging stations, ancillary equipment, case review software, and four (4) year warranty/service plans.

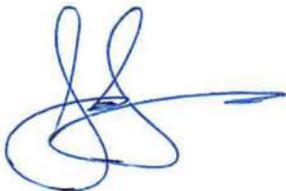
ENVIRONMENTAL REVIEW

This action is not considered a project under Section 15061(b)(3) of the California Environmental Quality Act Guidelines, and as such is exempt from environmental review.

ATTACHMENTS

Resolution No. 11554 - A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Zoll Medical Corporation to procure replacement Pre-hospital Monitors/Defibrillators and Ancillary Equipment for a Total Not to Exceed Amount of \$756,000 from the Fire Vehicle/Equipment Fund (Fund 608)

Submitted,



Jason Solak, Fire Chief

RESOLUTION NO. 11554

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A PURCHASE AGREEMENT WITH ZOLL MEDICAL CORPORATION TO PROCURE REPLACEMENT PRE-HOSPITAL MONITORS/DEFIBRILLATORS AND ANCILLARY EQUIPMENT FOR A TOTAL NOT TO EXCEED AMOUNT OF \$756,000 FROM THE FIRE VEHICLE/EQUIPMENT FUND (FUND 608)

WHEREAS, the Fire department staff validated the need to acquire 11 replacement monitors/defibrillators; and

WHEREAS, the Fire Department is a member of National Purchasing Partners (NPP) and is therefore eligible to purchase from Zoll’s NPP contract, ensuring the best product at the best price; and

WHEREAS, Zoll Medical Corporation is the sole manufacturer and source of Zenix defibrillators for the EMS market, which requires the City purchase these defibrillators through a sole source procurement process; and

WHEREAS, the 11 replacement monitors/defibrillators and ancillary equipment purchase agreement total does not to exceed amount of \$756,000; and

WHEREAS, sufficient funds are budgeted and available in the Fire Vehicle/Equipment Fund (Fund 608); and

WHEREAS, the agreement will be in a form acceptable to the City Attorney;

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement with Zoll Medical Corporation for replacement pre-hospital monitors/defibrillators and ancillary equipment for a total not to exceed amount of \$756,000 from the Fire Vehicle/Equipment Fund (Fund 608).

PASSED AND ADOPTED this 24th day of February 2026, by the following roll-call vote:

- AYES:** Councilmember(s):
- NOES:** Councilmember(s):
- ABSENT:** Councilmember(s):
- ABSTAIN:** Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK