

VILLAGE OF HOMEWOOD



BOARD AGENDA MEMORANDUM

DATE OF MEETING: May 13, 2025

To: Village President and Board of Trustees

Through: Napoleon Haney, Village Manager

From: Bob Grabowski, Fire Chief

Topic: Stryker Cardiac Monitor Lease Agreement

PURPOSE

Cardiac monitors are invaluable in emergency medical settings, where timely diagnosis and treatment are of utmost importance. Their ability to provide continuous, real-time data enhances diagnostic accuracy and facilitates prompt, effective interventions. By improving the detection of life-threatening conditions and guiding resuscitation efforts, cardiac monitors play a critical role in saving lives and improving patient outcomes.

As part of the current year's capital budget, funding was approved to replace the cardiac monitors in the Fire Department's two (2) front-line ambulances. The existing monitors have reached the end of their five-year service life and are due for replacement.

Staff requests the Village Board waive competitive bidding and approve a four-year lease agreement with Stryker Inc. of Portage Michigan, in an annual amount of \$29,140.43 per year for a total amount of \$116,561.72.

PROCESS

In 2020, the Fire Department purchased one (1) cardiac monitor and secured grant funding for a second. Since the monitors have a five-year service life, they are due for replacement in 2025. In anticipation of the needed replacements, the Village's internal Emergency Medical Services (EMS) Committee conducted extensive research throughout 2024 and developed specifications to ensure the selected monitors would meet the operational needs of the department. A key requirement was compatibility with the new EMS reporting system scheduled to go live on May 1, 2025. Stryker was the only vendor able to provide direct integration with this system, which led to its selection.

This year, the Department obtained a four-year, interest-free lease agreement totaling \$29,140.43 annually. This pricing reflects a \$24,000 trade-in credit for the two ZOLL monitors which are currently in service. The lease agreement includes licensing through ESO, the department's emergency reporting software provider, and a comprehensive four-year warranty covering parts, labor, and shipping.

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OUTCOME

Replacing the existing ZOLL cardiac monitors in both front-line ambulances with the Stryker LP 35 cardiac monitors will enable the Fire Department to continue to be prepared in emergency medical settings, where every second counts in diagnosing and treating patients with heart conditions.

FINANCIAL IMPACT

- **Funding Source:** General Fund
- **Budgeted Amount:** \$29,140 to be budgeted annually for four (4) years
- **Cost:** \$116,561.72 to be paid over four (4) years



LEGAL REVIEW

Completed

RECOMMENDED BOARD ACTION

Waive competitive bidding due to utilization of a single source supplier that meets specifications; and, approve a four-year lease agreement with Stryker Inc. of Portage Michigan, in an annual amount of \$29,140.43 per year for a total amount of \$116,561.72.

ATTACHMENT(S)

Lease Agreement