
INTEROFFICE



MEMORANDUM

To: Melissa Marsh, City Manager
From: Greg Lelito, Fire Chief
Re: Stryker EMS Plus program
Date: 7/9/2024

In the City's Capital Improvement Plan (CIP), over the next four fiscal years, \$691,000 is budgeted to replace and upgrade numerous Stryker medical devices that assist our paramedics in providing medical services to the community. In addition, annually, the Department budgets \$16,000 for multiple service contracts with Stryker, providing preventive maintenance and repairs. Over the next four fiscal years, the amount allocated to Stryker is planned at \$755,000 through the CIP and the annual yearly budget expenses.

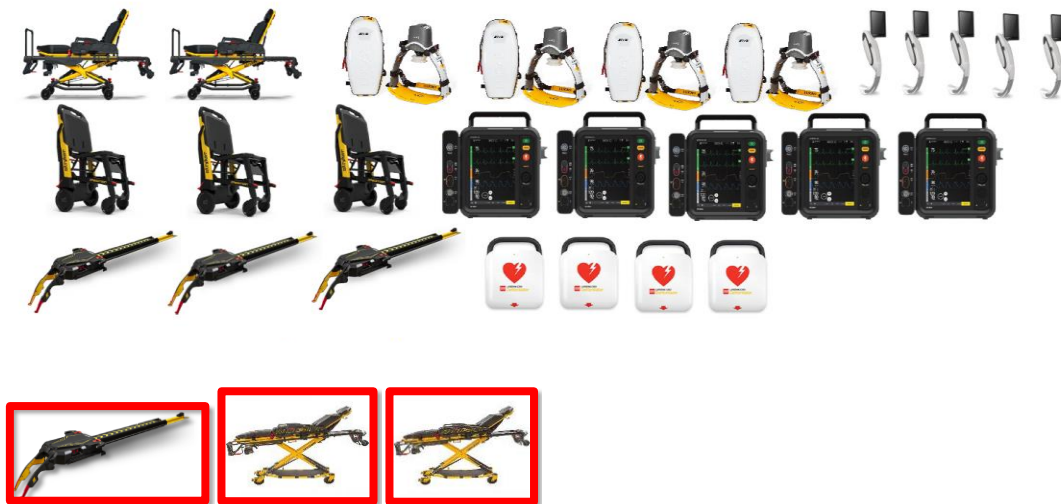
Stryker has introduced two new programs for municipalities to assist planning and budgeting for aging equipment, additional equipment needs, and latest technology, as well as increased costs for their equipment, service, batteries, maintenance, and repairs. Over the last several months, the Department has actively engaged with Stryker representatives. This engagement involved multiple meetings and discussions to learn about and evaluate the new programs and their benefits to the city.

Following a comprehensive evaluation, the Department has determined that Stryker's EMS Plus program offers substantial financial and operational advantages to the city and the Department. The EMS Plus program immediately replaces 26 of the 29 devices used for emergency medical care, providing equipment standardization, updated safety features for injury prevention, technology upgrades, and eliminating multiple service plans. These elements result in significant cost savings, injury prevention, and operational benefits to the Department.

The EMS Plus program, a comprehensive four-year plan, begins with an initial down payment in the first year and equal payments for the next three years. The initial payment matches the budgeted funds allocated to Stryker in the 2024-2025 fiscal year. The city will own all the equipment at the end of the four-year contract. What's more, all the equipment will be covered by an additional three years of the Stryker ProCare service plan, which is included in the package at no extra cost. Here's a detailed breakdown of the four-year cost of the EMS Plus contract:

Year 1 2024-2025	Year 2 2025-2026	Year 3 2026-2027	Year 4 2027-2028	Total
\$184,000	\$167,761.42	\$167,761.42	\$167,761.42	\$687,284.26

As previously mentioned, the EMS Plus program will proactively replace 26 of the 29 Stryker devices with brand-new updated equipment, immediately fulfilling the needs outlined in the CIP. This proactive approach is expected to save a minimum of \$78,000 over four years, demonstrating the program's efficiency and long-term budget benefits. Below are the new 26 devices the Department will receive, with the three pieces outlined in red and purchased in 2023 remaining under the new service plan provided through the EMS Plus Program.



Based on our thorough evaluation and the significant benefits outlined, the staff and I strongly recommend that the City Council approve the Stryker four-year EMS Plus contract for \$687,284.26

If you have any questions or comments, I'd be happy to respond to them.