

MEMO

TO: Finance
FROM: Fire Chief Reynen
DATE: March 16, 2026
RE: Zoll Monitor Replacement

Background

The Watertown Fire Department utilizes cardiac monitor/defibrillators on nearly every emergency medical response. These monitors allow paramedics to assess heart rhythms, perform defibrillation, provide pacing, and monitor critical patient data during treatment and transport. They are one of the most essential pieces of equipment carried on our ambulances.

The department's oldest frontline cardiac monitor has been in service since 2013 and is now 13 years old. Industry guidance and manufacturer recommendations place the expected service life of cardiac monitors at approximately 8–10 years. As equipment ages beyond that window, reliability decreases and repair costs increase while replacement parts become more difficult to obtain.

To ensure reliable patient care and maintain operational readiness, the department obtained quotes for replacement monitors. Both the Zoll and Lifepack monitor platforms were explored. While both products meet clinical standards, the Zoll system provided a more cost-effective option and includes a five-year service plan as part of the purchase. The Lifepack option was quoted at a higher cost and did not include service coverage within the price provided.

Replacing this monitor now ensures the department maintains dependable EMS equipment while avoiding increasing maintenance costs and potential service interruptions associated with aging medical devices that are exceeding recommended lifespan.

Financial Impact

The attached quote from Zoll Medical Corporation outlines the cost for the replacement cardiac monitor system. The total cost for the equipment and accessories is \$54,358.34.

While cardiac monitors represent a significant capital purchase, they are mission-critical equipment used daily by paramedics.

Recommendation

The Fire Department recommends approval of the purchase of the Zoll X Series cardiac monitor/defibrillator as outlined in the attached quote.

This purchase will replace the department's oldest cardiac monitor, which has exceeded its recommended service life, and ensure paramedics have reliable equipment to assess and treat cardiac emergencies. The Zoll system provides the required clinical capabilities and was the most cost-effective option when compared to other monitors evaluated.

Approving this purchase allows the department to responsibly replace aging medical equipment and continue providing dependable emergency medical care to the residents of Watertown.