

**Board of County Commissioners - Staff Report****Meeting Date:** October 4, 2016**Presenter:** BC Redwine / Chief Watsabaugh**Submitting Dept:** Fire/EMS**Subject:** Purchase of Auto Load Gurney

Statement / Purpose:

Consideration to purchase auto load gurney for new medic unit approved in FY 2016 Fund 13 Capital Improvement Budget.

Background / Description (Pros & Cons):

Patient transfer from injury site to hospital is of the foremost importance to provide safety to the patient as well as the employee. Power gurneys have been added to the Jackson Fire/EMS fleet over the past six years. Jackson Fire/EMS would like to begin adding a power load feature to this patient transfer system. The Power-LOAD™ cot fastener system improves operator and patient safety by supporting the cot throughout the loading and unloading process. The reduction in spinal load helps prevent cumulative trauma injuries to care givers. This product also meets dynamic crash test standards for maximized occupant safety and minimizes the potential for patient drops by supporting the cot until the wheels are on the ground. The Power-LOAD™ hydraulically lifts patients weighing up to 700 lbs. with the touch of a button. Jackson Fire/EMS has been approved in budget FY 2016, line item 13-805 for \$220,000. This included the purchase of a new ambulance with the Power-LOAD™ system. The ambulance contract has been awarded to Braun Northwest for \$181,206.00. The remaining monies are intended to outfit the vehicle with a power loading gurney system. This feature uses an existing power gurney made by Stryker that we already own. Jackson Fire/EMS currently uses five of these power gurneys and intends to update each ambulance with the Power-LOAD™ system throughout a normal CIP process over the lifetime of the Ambulance. Bidding from any other entity would not be prudent as we already own the power cots. One bid was received from Stryker in the amount of \$23,586.59. This exact product is installed and used by the County Coroner's office.

If approved, liability of injury and lawsuits will be reduced and safety of internal and external customers will be enhanced.

Stakeholder Analysis & Involvement:

Jackson Fire/EMS follows national trends closely to proactively protect and serve all of our customers. This Power-LOAD™ feature has been on the market for five years and has been used in the Coroner's Vehicles for two years. Jackson Fire/EMS has vetted the product and finds it is serving communities throughout the nation. One of the major enhancements of this product is in the event of a crash the gurney is more likely to stay intact in the back of the ambulance.

Jackson Hole Fire/EMS staff were consulted in the discussion to add this feature and concluded it would add a new level of safety for the patient and the care giver.

Fiscal Impact:

This feature uses an existing power gurney that we already own. Attached are contracts for the following components. First, the \$1,815.47 is a kit that converts our existing gurney to fit the auto load system that will be shipped directly to Jackson Hole Fire/EMS. Second, the \$21,771.12 is the auto load carriage that mounts to the ambulance and is installed by the Braun Northwest team and hence will be shipped to the manufacturer. Due to the different shipping locations two different contracts were created. The total cost of this system is \$23,586.59. Jackson Hole Fire/EMS has been approved in the FY 2016 budget, line item 13-805 for \$220,000. This included the purchase of a new ambulance with the Power-LOAD™ system. The ambulance contract has been awarded to Braun Northwest for \$181,206.00. The remaining monies are intended to outfit the vehicle



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with an auto the Power-LOAD™ system. The total cost of this system is \$23,586.59 added to the costs of the ambulance \$181,206.00 for a grand total of \$204,792.59.

National average lawsuit for a dropped patient is \$750,000.00.

Staff Impact:

Staff will enjoy the long term permanent benefit of not lifting to load and unload patients into the ambulance. Staff has encountered bariatric patients over 400 pounds. Patients will also enjoy the benefit of being hydraulically lifted to and from the ambulance creating a feeling of stability. Patients will be much safer in the event of an accident in the ambulance.

Legal Review:

Keith Gingery has reviewed and approved the purchase.

Staff Input / Recommendation:

The request for the Power-LOAD™ system for our gurneys have been delayed to allow the product to be vetted in other markets. Forward Capital planning has prepared Teton County for this expense, approval for purchase is recommended and in line with Jackson Hole Fire/EMS mission.

Attachments:

- Photo of existing Gurney made by Stryker
- Two Photos of product to be purchased
- Contract for upgrade kit delivered to Jackson Hole Fire/EMS
- Contract for Power Load components delivered to Braun Northwest for Ambulance Build

Suggested Motion:

Jackson Hole Fire/EMS moves to purchase the Power-LOAD™ system from Stryker to be included in the current approved ambulance build.

Move to approve Amendment Number 1 to the Purchase Agreement between.... Teton County and Stryker for Power-LOAD™ system in the amount of \$23,586.59.

Sales Account Manager
 Pamela Gord
 pam.gord@stryker.com
 1-800-327-0770
 Fax: -(801) 230-5071

Remit to:

P.O. Box 93308
 Chicago, IL 60673-3308

End User Shipping Address	Shipping Address	Billing Address
1153580 JACKSON HOLE FIRE EMS 40 E PEARL AVE JACKSON, WY 83001	1153580 JACKSON HOLE FIRE EMS 40 E PEARL AVE JACKSON, WY 83001	1153587 TETON COUNTY EMER MGMT PO BOX 4458 JACKSON, WY 83001-4458

Customer Contact	Ref Number	Date	PO Number	Reference Field	Quote Type
	4941164	06/09/2016	QUOTE		

Line #	Quantity	Item Description	Part #	Unit Price	Extended Price	Item Comments
1.00	1	PowerLOAD	6390000000	\$21,771.12	\$21,771.12	
		Options				
	1	PowerLOAD	6390000000	\$21,771.12	\$21,771.12	
	1	English Manual	6390600000			
	1	1 year parts, labor & travel	7777881660			
	1	UNIVERSAL FLOORPLATE OPTION	6390028000			
	1	English Option, Manual	6390020000			
	1	Standard Comp 6390 Power Load	6390026000			

Note:
 Shipping address will be changed when the order is entered

Product Total	\$21,771.12
Freight	\$0.00
Tax	\$0.00
Total Incl Tax & Freight	\$21,771.12

Signature: _____ Title/Position: _____ Date: _____

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.
Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.
Terms: Net 30 Days. FOB origin. A copy of Stryker Medical's standard terms and conditions can be obtained by calling Stryker Medical's Customer Service at 1-800-STRYKER.
Cancellation and Return Policy: In the event of damaged or defective shipments, please notify Stryker within 30 days and we will remedy the situation. Cancellation of orders must be received 30 days prior to the agreed upon delivery date. If the order is cancelled within the 30 day window, a fee of 25% of the total purchase order price and return shipping charges will apply.

Sales Account Manager

Pamela Gord
 pam.gord@stryker.com
 1-800-327-0770
 Fax: 801-272-2418

Remit to:

P.O. Box 93308
 Chicago, IL 60673-3308

End User Shipping Address	Shipping Address	Billing Address
1153580 JACKSON HOLE FIRE EMS 40 E PEARL AVE JACKSON, WY 83001	1153580 JACKSON HOLE FIRE EMS 40 E PEARL AVE JACKSON, WY 83001	1153587 TETON COUNTY EMER MGMT PO BOX 1727 JACKSON, WY 83001

Customer Contact	Ref Number	Date	PO Number	Reference Field	Quote Type
	4941169	06/09/2016	QUOTE		

Line #	Quantity	Item Description	Part #	Unit Price	Extended Price	Item Comments
1.00	1	6506 PWRLD COMPAT UPGRADE KIT	6506700001	\$1,505.47	\$1,505.47	
2.00	1	ProCare Upgrade Charge	77100003	\$310.00	\$310.00	

Note:

Product Total	\$1,815.47
Freight	\$0.00
Tax	\$0.00
Total Incl Tax & Freight	\$1,815.47

Signature: _____ Title/Position: _____ Date: _____

Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule.

Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency.

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stryker®

EMS Equipment



Power-LOAD™
power-loading
cot fastener system

Power-LOAD

power-loading
cot fastener system

Shown with optional accessories.

Reduce the risk of injuries when loading and unloading cots

Power raise and lower for loading and unloading

using your finger, not your back.



Load and unload patients with the touch of a button.

Operator injuries result from repetitive spinal loading. Our innovative Power-LOAD cot fastener system is designed to load and unload a compatible cot with the touch of a button – not your back.

Lifts and lowers the cot into and out of the ambulance, reducing spinal loads and the risk of cumulative trauma injuries.

The Power-LOAD cot fastener system improves operator and patient safety by supporting the cot throughout the loading and unloading process. The reduction in spinal load helps prevent cumulative trauma injuries. Power-LOAD wirelessly communicates with Power-PRO™ cots for ease of operation and maximum operator convenience.

- **Eliminates the need to steer the cot into and out of the ambulance.**
- **Minimizes patient drops by supporting the cot until the wheels are on the ground.**
- **Meets dynamic crash test standards for maximized occupant safety.**
- **Features an easy-to-use manual back-up system, allowing complete operation in the event of power loss.**
- **Lifts or lowers the cot into and out of the ambulance, eliminating spinal loads that can result in cumulative trauma injuries.**

Save yourself from injury. Save your career with Power-LOAD.

Ergonomically designed to reduce operator and patient injuries, Power-LOAD hydraulically lifts patients weighing up to 700 lbs.



Cot Release Handles

Red release handles allow the cot to be disengaged from the Power-LOAD system when unloading.



Duplicate LED Indicator

Displays Power-LOAD status at the head end for added operator convenience.



Manual Trolley Release

Allows trolley to be released when locked at the head end.

Inductive Charging

Power-LOAD automatically charges the cot SMRT battery and Power-LOAD battery when in transport position (no cable or connectors required).

Head-end LED Indicators

Keeps operator informed of position status. Solid green when in position or ready to transport; flashing amber when not in position or not ready to transport.

Trolley

Secures the cot into the Power-LOAD system.

Lifting Arms

Battery-powered hydraulic lift system supports the cot and patient during loading and unloading.

Linear Transfer System

Supports and guides the cot during loading and unloading.

Control Panel

Allows complete operation for manual cots as well as the operation of powered cots in the event of a power loss.

Foot-end Release

Allows the cot to be disengaged from the patient compartment.

Battery Indicator

If the Power-LOAD system is in transport position, the battery LED will flash green, indicating the battery is being charged. If the battery is low, the caution LED will flash amber.

Safety Hook

Assures handling confidence when loading and unloading in the event of power loss.



700lb
capacity

Settable Load Height with Jog Function

A Stryker exclusive. Adjusts to fit your ambulance.

Pneumatically Assisted Backrest

A Stryker innovation. Significantly reduces operator effort and increases patient comfort.

Shock, Flat Leg, or Optional Knee Gatch Positioning

Knee gatch provides patient comfort and greater lift clearance.

Fold-Down Side Rails

A Stryker innovation. Side rails are designed to provide patients with a greater sense of security.

Bolster Mattress

The Stryker-preferred sealed bolster mattress provides patients a greater sense of security during transport.

Retractable Head Section

Provides 360-degree mobility in any height position.

Hydraulic Lift System

Battery-powered hydraulic lift system with manual back-up for operator confidence.

Patented X-frame

Proven reliability. Will NOT "hot drop."

Lift-Capable Safety Bar

Assures handling confidence. Reduces lift height for smaller operators.

Head- and Foot-end Lift and Grip Section

Unmatched ergonomics. Lifting handles optimized to 30 degrees, the angle preferred by most operators. Grips have a textured, durable, nonslip surface for maximum operator control.

X-frame Guards

Protect X-frame from ambulance bumper contact.

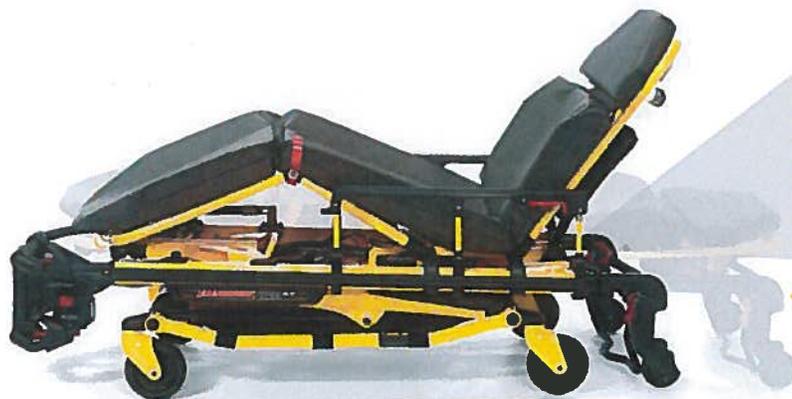
Foot End Controls

Controls are duplicated on both upper and lower lift bars to accommodate operators of all sizes.

Oversized Wheels

Requires less force to roll, improving maneuverability over rough terrain.

700^{lb}
capacity



The retractable head section with safety bar has conveniently located release handles that retract the head section into the cot. The safety bar release is designed to keep hands away from the cot mechanism for safety.

Retractable Head Section

Provides 360-degree mobility in any height position.

