

## REPORT TO COUNTY COUNCIL

# Single Source Capital Purchase of Zoll Defibrillator and Autopulse Systems

**To:** Warden and Members of County Council

**From:** Director of Paramedic Services

## RECOMMENDATIONS

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1. That Oxford County Council approve the purchase of Zoll Next-Gen Defibrillators and Zoll Next-Gen Autopulse Systems that exceed the scope of equipment replacements included in the 2024 Capital Budget, for total estimated cost of \$1,067,971 pursuant to Section 7.3 of the County's Purchasing Policy 6.07, as a single-source purchase as outlined in Report PS 2024-03;
2. And further, that County Council authorize transfer of \$843,971 from the Paramedic Services – Capital Reserve to fund the equipment purchases.

## REPORT HIGHLIGHTS

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- The purpose of this report is to recommend the approval of a single-source purchase for Zoll Next-Gen Defibrillators and Autopulse systems to replace our current aging units.
- The current defibrillators are nearing the end of their extended warranty as of January 1, 2025, creating a critical need for timely replacement to ensure avoidance of unexpected repair and maintenance costs. New units are eligible for enhanced maintenance contracts, gaining efficiencies for Paramedic Services logistics staff and reducing out of service time.
- Replacing the current equipment with Zoll products ensures compatibility across the healthcare system in Oxford County, thereby enhancing operational efficiency and patient care continuity.
- This procurement complies with the Oxford County purchasing policy, leveraging the competitive pricing available through the existing government and healthcare group purchasing agreements.

## IMPLEMENTATION POINTS

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If approved, implementation will involve replacement of defibrillators currently equipped in every Ambulance (15) and front-line Emergency Response Vehicle (ERV) (4, in addition to two spare defibrillators in a state of readiness in case of unexpected maintenance requirements for an in-service defibrillator.

**Financial Impact**

The total estimated cost for the purchase is \$1,067,971 (including non-refundable HST) as quoted by Zoll Medical Canada, which includes the purchase of 21 Zoll Next-Gen Defibrillators and 17 AutoPulse platforms. Zoll is also offering trade-in credits for the existing units in the amount of \$102,000 (excluding HST), which is recorded as sale of equipment revenue and contributed to the capital reserve.

Replacement cost increases will be reflected in the 2025 Asset Management Plan update. The annual contribution to the Paramedic Services – Capital Reserve will also be updated through the 2025 Business Plan and Budget process to reflect the cost increases.

Table 1 below illustrates the estimated total cost of the equipment, the amount of funding included in the approved 2024 budget and the resulting shortfall in funding required to acquire and deploy the equipment.

Table 1: Financial Summary for Equipment Purchase

Item	Cost (inc. non-refundable HST)	2024 Capital Budget	Budget Shortfall
Zoll Next-Gen Defibrillators (21 @ \$35,000)	\$747,936	\$32,000	\$715,936
Zoll Next-Gen Autopulse Systems (17 @ \$18,500)	320,035	192,000	128,035
<b>Total</b>	<b>\$1,067,971</b>	<b>\$224,000</b>	<b>\$843,971</b>

The 2024 budgeted closing balance of the Paramedic Services – Capital Reserve is \$2,304,663, therefore is sufficient to fund the budget shortfall of \$843,971.

The Single Source provisions under Section 7.3 of the County’s Purchasing Policy 6.07, allow a single source process if the goods are available from more than one supplier, but there are valid and sufficient reasons for selecting one supplier. In this procurement process, staff are recommending a single source supplier process pursuant to 7.3.2 c) which states “There is a need for compatibility with goods and/or services previously acquired or the required goods and/or services will be additional to similar goods and/or services being supplied under an

existing contract (i.e. contract extension or renewal)”, supported by the reasons set out in this report.

## Communications

This purchase will not impact our community healthcare partners, since all equipment will remain compatible. No external communications will be required.

## 2023-2026 STRATEGIC PLAN

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Oxford County Council approved the [2023-2026 Strategic Plan](#) on September 13, 2023. The Plan outlines 39 goals across three strategic pillars that advance Council’s vision of “Working together for a healthy, vibrant, and sustainable future.” These pillars are: (1) *Promoting community vitality*, (2) *Enhancing environmental sustainability*, and (3) *Fostering progressive government*.

The recommendations in this report supports the following strategic goals.

### Strategic Plan Pillars and Goals

PILLAR 1	PILLAR 2	PILLAR 3
		
<b>Promoting community vitality</b>	<b>Enhancing environmental sustainability</b>	<b>Fostering progressive government</b>
Goal 1.3 – Community health, safety and well-being		Goal 3.1 – Continuous improvement and results-driven solutions Goal 3.4 – Financial sustainability

See: [Oxford County 2023-2026 Strategic Plan](#)

## DISCUSSION

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### Background

The procurement of replacement defibrillators was originally anticipated for 2024, however through the 2024 Business Plan and Budget Process was deferred until 2025 as timing for the release of the next-gen model was still uncertain. The 2024 Business Plan and Budget included the purchase of one new defibrillator as identified in FTE 2024-16. The vendor informed staff in

August 2024 that the next-gen devices are now available for sale and that timely procurement will result in a shorter delivery date.

The current inventory of Zoll X-Series Defibrillators, purchased in 2018, is approaching the end of its extended warranty period, with a service life now beyond the initially expected 5 years. Consumables for our current defibrillators are compatible with the next-gen defibrillators, so these will not have to be replaced. To avoid service disruptions and maintain the high standard of emergency care, the replacement of these units is critical.

Evidence shows that CPR quality decreases over time during resuscitation attempts due to rescuer fatigue. The movement of a victim of sudden cardiac arrest into the Ambulance does not allow for high-quality CPR, and Paramedics/First Responders are often unrestrained in the back of the ambulance while performing CPR. The Autopulse system provides continuous, high-quality, automated CPR to victims of sudden cardiac arrest. The Autopulse systems purchase has been deferred several years as we were anticipating the release of the next-gen model, which is now available. The existing systems are well outside of their normal useful lifespan and are no longer covered by warranty. Since it has been over 14 years from the initial purchase of the Autopulse system, the next-gen models have increased in price per unit. The next-gen AutoPulse systems use different consumables than the current legacy systems. Proceeding with procurement of the AutoPulse systems will allow staff to plan near-term consumable purchases to mitigate the financial impact of the switchover.

## Comments

All area municipal fire departments and local hospitals utilize the Zoll defibrillator platform. In addition, many of the public access defibrillators are Zoll, which makes for a seamless transition of care throughout the cardiac arrest chain of survival.

Zoll offers enhanced warranty protection on defibrillators that are within the recommended operating lifespan. Oxford County Paramedic Services (OCPS) has typically taken advantage of this program, as it significantly reduces time-on-task for defibrillator maintenance monitoring on logistics staff.

Zoll Medical Canada has been the provider of the County's defibrillation and CPR equipment, and their products are already integrated into our operational protocols and training programs. Switching to another provider would not only disrupt this synergy but also incur additional costs for new equipment training, system integration, and purchase of compatible consumables. Furthermore, the Autopulse systems by Zoll offer enhanced operational efficiency by providing high-quality automated CPR, particularly useful during patient transport and providing uninterrupted care during extrication from residences and while in elevators.

## CONCLUSIONS

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The single-source purchase of Zoll Next-Gen Defibrillators and Autopulse systems aligns with our operational needs, offers significant financial savings through operational efficiencies compared to changing equipment brand, and ensures continuity of patient care across all emergency and healthcare services within Oxford County.

**SIGNATURES**

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**Departmental approval:**

Original signed by

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Ryan Hall  
Director of Paramedic Services

**Approved for submission:**

Original signed by

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Benjamin R. Addley  
Chief Administrative Officer