



# County of Monterey

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

## Legislation Details (With Board Report)

<b>File #:</b>	A 21-440	<b>Name:</b>	Zoll Data Systems, Inc. Agreement
<b>Type:</b>	BoS Agreement	<b>Status:</b>	Passed - Natividad Medical Center
<b>File created:</b>	8/6/2021	<b>In control:</b>	Board of Supervisors
<b>On agenda:</b>	8/31/2021	<b>Final action:</b>	8/31/2021
<b>Title:</b>	a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Zoll Data Systems, Inc. for defibrillator software and training services for an amount not to exceed \$70,290 with an agreement term retroactive from August 1, 2021 through July 31, 2026. b. Approve the Interim NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.		

### Sponsors:

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### Code sections:

**Attachments:** 1. Board Report, 2. ZOLL Master Agreement..pdf, 3. Completed Board Order Item No. 18

Date	Ver.	Action By	Action	Result
8/31/2021	1	Board of Supervisors	approved - natividad medical center	Pass

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Zoll Data Systems, Inc. for defibrillator software and training services for an amount not to exceed \$70,290 with an agreement term retroactive from August 1, 2021 through July 31, 2026.  
b. Approve the Interim NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

## RECOMMENDATION:

### It is recommended the Board of Supervisors:

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Zoll Data Systems, Inc. for defibrillator software and training services for an amount not to exceed \$70,290 with an agreement term retroactive from August 1, 2021 through July 31, 2026.  
b. Approve the Interim NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

## SUMMARY/DISCUSSION:

Defibrillators are an essential component to have in a hospital setting as they help restore a normal heartbeat by sending an electrical pulse to the heart during a heart-related medical incident. NMC is currently replacing its entire defibrillator fleet due to age and has selected Zoll Data Systems, a Vizient GPO contracted supplier, as the source.

In addition to purchasing new defibrillators, NMC is also purchasing associated software which serves several important functions. There are special pads included in the purchase which actually have the capability of recording compression data during CPR and through the use of the software, live feedback can be provided to the clinical staff administering the CPR such as to accelerate compressions if necessary. CPR performance data is also recorded and stored so that it can be analyzed collectively by clinicians at a later time to assess the quality and consistency of CPR practices performed. And finally, the software includes a dashboard that

provides live status of the entire defibrillator fleet in real time. For example, if a defibrillator wasn't plugged in correctly it would report that on the dashboard. These defibrillators also have the ability to perform their own safety checks and the results of those safety checks appear in the dashboard as well making equipment diagnosis and auditing more streamlined.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved these agreements as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreements have also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 9, 2021.

**FINANCING:**

The cost for these agreements is \$70,290, all of which has been included in the Fiscal Year 2021-22 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This purchase updates an aging fleet of defibrillators and includes software essential to managing and monitoring the new fleet. The software also enables clinicians to monitor and audit the performance of CPR performed for quality and consistency purposes. Both components of this purchase ensure that NMC provides excellent patient care overall improvement to health.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Nancy Buscher, Chief Nursing Officer, 755-6373

Approved by: Charles Harris, MD, Interim Chief Executive Officer, 783-2785

Attachments:

Zoll Software Solutions Master Subscription and Software License Agreement  
Zoll Software Solutions Master Application Service Provider Agreement  
Business Associate Agreement

Attachments on file with the Clerk of the Board