

Whatcom County Emergency Medical Services ALS360 Capital Equipment Management Program

Proposed Ten Year Capital Equipment Replacement Program and Capital Expenditures Policy; EMS Oversight Board Recommendation to the Whatcom County Council.



Background: Whatcom County has been invested with Physio-Control technology (Life Paks, LUCAs and Automatic External Defibrillators) for more than 20 years. This is integrated technology shared across the county and is familiar and dependable equipment to first responders. Sometime around 2014, the Stryker Company merged with Physio-Control rebranding those products under the Stryker name.

In late 2019, the regions fire districts and departments began evaluating a new patient transport system for WCEMS. After several months of evaluation and comparisons by the Bellingham Fire Department and Whatcom County Fire District 7, the Whatcom County Fire Chiefs Association, Whatcom County EMS and Trauma Council, Fire Chief Operations Committee and the EMS Technical Advisory Committee agreed to standardize the patient transport system using the Stryker Power Load and Power Cot system. It was also agreed to begin the project by purchasing seven of the patient transport systems for the Advanced Life Support units knowing that the Basic Life Support Units would also need upgraded patient transport equipment in 2020.

“The overarching goal of this project is to achieve interoperability among all the Whatcom County fire agencies, to increase the safety for patients and EMS providers and to provide standardization of equipment.”

At the same time in early 2020, both of the Advanced Life Support agencies (BFD and FD7) began working on a Capital Equipment Replacement plan for the aging cardiac heart monitors/defibrillators known as the Life Pak range of monitors (LP12 and 15) and the LUCAS mechanical CPR device. While all of the current cardiac monitors, mechanical CPR devices, AED’s and Continuous Quality Improvement software are Stryker products, there is a range of models that are approaching the end of available service life or will not be supported products in the next couple of years. The same is true for the LUCAS mechanical CPR devices. Realizing that Whatcom County EMS was considering a significant number of upgrades and replacement of this equipment over the next five years, WCEMS was approached by the Stryker Corporation with a unique opportunity to upgrade the entire line of Stryker products that would achieve huge savings through a centralized purchasing program. These are suggested strategies from the 2016 EMS Work Group Plan.

County Ordinance 2013-074 Attachment A sets the guidelines for the Administration of the EMS system with goals and tasks exemplified.



Ordinance
2013-074 (PDF)_2014

ATTACHMENT "A"

d. Coordinating EMS system development with local health care providers, EMS Trauma Care Council(s) and the State Department of Health

Ensure the EMS system operates in coordinated partnerships between the BLS agencies and ALS Service Providers through regionalization, collaboration and cross-jurisdictional coordination; including by way of example:

- ii. Equipment exchange
- iii. Equipment research
- iv. Group purchasing
- v. Equipment specifications
- vi. Paramedic/EMT interaction training

2016 EMS Levy Work Group Plan

Explore expansion of the Equipment Exchange program.

This program has been lauded for its effectiveness. Partnering with the hospital could provide cost savings through purchase contracts and management of expiration dates. Continue the Education Committee's evaluation of equivalent equipment throughout the county.

Examine functions and services common to COB and FD7 for consistency, centralization, consolidation, or development.

Explore Shared Services

- Procurement
- Small Equipment, Supplies, and Drug inventory
- Warehousing
- Billing and Collections
- Medical Program Director/Supervising Physicians
- Training
- Equipment Tracking
- Dispatch
- Policy and Procedure Development
- Software Platforms

Equipment Exchange Program

This program permits equipment and consumables exchange when a patient is transferred between units. The Exchange Program was developed in the early years of Whatcom Medic One through the Whatcom County EMS Trauma Care Council. There is an agreement with all EMS providers and the Emergency Department at St Joseph Hospital.

Advantages:

- The first response agency returns to service quicker
- Standardizes EMS equipment
- Enhances the care provided to the public
- Minimizes waste
- Cost effective.

Currently Owned Equipment Identified For Upgrade/Replacement

This project involves the upgrade of currently owned equipment as related to the Physio/Stryker family of technology products. This highly integrated technology is connected to the Electronic Patient Care Records System called Image Trend through cloud based bi-directional information sharing. Image Trend is the centralized patient care record system for the county which includes integrated patient information held in the "hospital hub". The technology is also connected the county-wide Continuous Quality Improvement Program that measures provider performance during cardiac arrest resuscitation efforts. This integration is critical to understanding how to increase the survival from sudden cardiac arrest. Transition to another brand of technology and equipment would be a multi-year project with costs well above our current investment.



10 LUCAS Mechanical CPR units



18 Life Pak 15 Units



Code Stat - 3 licenses
Data Link - 10 4G Units
Life-Net - 26 Units

Stryker Power Cot and Load System was chosen after several months of comparisons of systems between September and November 2019. Fire District 7 and the Bellingham Fire Department evaluated both systems and the county departments/districts agreed to standardize with Stryker.

(See attached PPT of Gurney System by WC Fire Chiefs Ops Group)



Stryker Power Cot
and Power Load System



7 Power Loads



54 Power Cots



7 Stair Chairs



Capital Equipment Program Expenditure Policy

The Whatcom ALS360 program will serve as the Capital Equipment Program and Expenditure Policy for WCEMS with the exception of vehicle replacement. As an integrated Emergency Medical Services System supported by the county-wide levy, this policy provides the framework in which capital equipment purchases will be considered. This policy will be memorialized in the 2023 Strategic Plan.

- Agreed centralized purchasing for Capital Equipment (ALS and BLS)
- Agreed standardization and numbers of equipment for both ALS/BLS
- Agreed replacement schedule as approved by the EOB.
- Asset management provided WCEMS and Stryker
- Medical Program Director approval of standardized medical equipment.

Equipment Inventories and Asset Management

This project means that Whatcom County EMS will enter into a 10-year agreement with the Flex Financial Corp. (Stryker) where ownership of the equipment will be transferred to the county agencies in 2030 or WCEMS can continue with the ALS 360 program. WCEMS will provide asset management through the Image Trend EPCR equipment tracking and maintenance module already deployed. Image Trend is already integrated with the current equipment. Yearly inventories and maintenance schedules are centralized with this system. In addition, Stryker provides annual maintenance, equipment tracking and inspections as well as emergency repair reporting through similar Stryker tracking systems. Technology equipment such as heart monitors, stair chairs, Code Stat software and peripherals' will be assigned to specific units and fire departments/districts for asset tracking. The Power Cot's will be allowed to move through the system.

After 10-years, the Advanced Life Support Equipment that is assigned to the individual department will be transferred to that departments asset management system. (FD7 and BFD) This equipment is identified as the Life Pak 15 or 20, LUCAS device, Code Stat Software, Stair Pro and related peripheral devices.

The **PowerProXT Cots** asset management will be transferred to the ownership of either the Whatcom County Fire Chiefs Association or the Whatcom County EMS & Trauma Council in 2030. Currently, the Whatcom Count EMS & Trauma Council owns the ALS/BLS gurneys and the WCEMS equipment exchange program supports the yearly maintenance and inspection program.

Pricing, Maintenance and Upgrade Program

Pricing of individual Units are demonstrated with the Whatcom ALS360 program contract. (See attached spreadsheet) This is a fixed rate, subscription-based Capital equipment owned by Stryker. Stryker provides a 10-year maintenance and "Flex Fleet" equipment to cover major or unexpected events with on-site services and support.

The advantage of this purchasing strategy allows WCEMS the ability to upgrade and replace all of the aging equipment under the ALS360 program. This will allow a system "reset" that standardizes both the technology and patient transport system for a 20-year service life. Stryker will take all of the older equipment from the agencies with a trade value. Stryker will install and replace with all new equipment Jan 2021. With the exception of vehicles, this program will provide support to all of the identified Capital Equipment requirements on the Paramedic Units.

In addition, this contract contains a “**Technology Refresh**” advantage which gives WCEMS a one-time upgrade to the next generation of technology and patient transport systems with no additional costs to the contract. WCEMS knows there will be a newer and lighter gurney (Stryker) available in about two-years. We also know the LifePak15 will have a significant jump in technology (LifePak20) when available in the next two-years. WCEMS would probably take advantage of the system upgrade in about five years which extends the service life of this equipment well beyond 2030. With both the technology and power cots, there will be a generous increase of unit cost when those new models are introduced in the next couple of years. The technology refresh program locks WCEMS to 2019 pricing for the upgraded equipment. (In five years, the cost increase of a LifePak20 alone will be at least \$10,000 more according to the company)

This section of the spreadsheet shows the difference/savings between the cash purchase today as opposed to the ALS360 10-year subscription program for the listed equipment.

Whatcom ALS/BLS				
Capital	Product	Qty	Whatcom BLS 360	
	LP 15	18		
	Accessories			
	LP 15 Batteries	54		
	Lucas	10		
	Accessories			
	LP1000	0		
	PowerProXT	54		
	PowerLoad	7		
	Stair Pro	7		
			\$	3,684,240
Data	Product	Qty	Whatcom BLS 360	
	4GTitan III Trio	18		
	Lifenet Asset	28		
	Codestat Maintenance	3		
			\$	51,473
ProCare	Product	Qty	Whatcom BLS 360	
	LP 15 Onsite	18		
	Lucas Onsite	10		
	Stair Chair Onsite	7		
	PowerProXT onsite	54		
	PowerLOAD onsite	7		
	AED Service	0		
			\$	1,027,002
Trade in	Product	Qty	Trade in	Whatcom BLS 360
	LP15	3	\$ -	(58,500)
	Lucas	5	\$ -	(15,000)
	Stair Pro	7	\$ -	(1,050)
	LP12	1	\$ -	(5,000)
			\$	(79,550)
	Total ALS360		\$	4,683,165
	Total ALS360/year		\$	468,316
			Cash Purchase	
			\$	1,322,280
			\$	140,508
			\$	53,352
			\$	275,230
			\$	40,477
			\$	-
			\$	2,100,730
			\$	302,098
			\$	47,062
			\$	4,281,737
			Cash Purchase	
			\$	61,965
			\$	14,280
			\$	6,210
			\$	82,455
			Cash Purchase	
			\$	486,000
			\$	105,300
			\$	24,780
			\$	1,138,752
			\$	193,872
			\$	-
			\$	1,948,704
			Cash Purchase	
			\$	(58,500)
			\$	(15,000)
			\$	(1,050)
			\$	(5,000)
			\$	(79,550)
			\$	6,233,346

Stryker has placed a “**trade in**” value for the equipment that will be replaced. (9) LifePak15’s, (5) LUCAS, (7) Stair Pro’s (1) LifePak12 for a total of **\$79,550**.

Copy of Detailed Spreadsheet

The total cost of the 10-year subscription at a fixed rate (no interest or inflation) is **\$4,683,165** with ten annualized payments of **\$468,316** per year. If all of this equipment was purchased today, the total cost would be **\$6,233,346**.



Copy of Whatcom
360 Proposal ALS 54 I

Stryker Master Contract PDF



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