

**WHATCOM COUNTY  
EXECUTIVE'S OFFICE**

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**Satpal Singh Sidhu**  
County Executive

# MEMORANDUM

**To:** Whatcom County Council  
**From:** Mike Hilley, EMS Manager  
**Subject:** EMS – Rental Agreement with Stryker for Gurney Replacement  
**Date:** November 25, 2020

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## **BACKGROUND**

At their January 22, 2020 meeting, the EMS Oversight Board (EOB) approved for recommendation to the County Council the purchase of 7 new power lift gurneys from the Stryker Corporation. This new generation of gurneys includes a power load system that is designed with a higher level of patient safety. The acquisition was approved by the council through Budget Ordinance 2020-009.

The Stryker Corporation has since presented Whatcom County EMS (WCEMS) with the ALS 360 program which owns technology integration between Physio-Control and other products. Whatcom County EMS is highly integrated with these products which include Life Pak monitor/defibrillators, gurneys, Lucas Mechanical CPR devices and software associated with quality assurance through these connected technologies. The ALS 360 program is offered as a rental program for a 10-year subscription that includes maintenance, calibration and an upgrade to new technologies expected to be offered in 2 to 3 years. This captures the cost for the capital equipment for the Paramedic Units including the equipment for the 5<sup>th</sup> medic unit which is expected to deploy in 2021.

As the Finance Committee begins to develop capital reserve policies, this rental agreement is expected to save the county \$1.7M dollars over the next 10 years while also ensuring WCEMS is consistently using integrated, standardized and updated technology throughout the system. This savings is achieved through locking in a fixed price for the duration of the agreement, discounted pricing through the package deal, and most critically, upgrades and maintenance costs are included. This agreement will allow the EMS system to budget a fixed cost over the next 10 years.

On July 15, 2020 the EOB unanimously approved for recommendation to the County Council, WCEMS entering into this 10-year rental agreement utilizing the budget authority for the purchase of the gurneys.

## **FUNDING**

EMS Levy Fund.