



# FIRE DEPARTMENT

## MEMORANDUM

**Date:** December 4, 2024  
**To:** Safety and Licensing Committee and Common Council  
**From:** Jeremy Hansen, Fire Chief  
**Subject:** Request Approval to Purchase Cardiac Monitors

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This past November, the City of Appleton Common Council ratified the 2025 Budget and Service Plan. The 2025 budget included capital funding for advanced life support (ALS) cardiac monitors. This critical life-saving equipment is the cornerstone of our medical service level upgrade to paramedic in 2025.

The primary benefit of this project is the community will receive a significantly reduced time between incident dispatch and ALS intervention. The Appleton Fire Department (AFD) will be able to provide skills like advanced airways, medication administration for pain management, respiratory distress, and cardiac emergencies prior to the arrival of an ambulance.

Members of the AFD Cardiac Monitor Committee participated in vendor presentations, product demonstrations, hands-on application, and extensive research to develop a specification that will meet the needs of our community. On October 22, 2024, a request for quotes (RFQ) was sent out. Vendor quotes were due November 20, 2024. We had three vendors submit a sealed quote. The sealed quotes were disseminated to the AFD Cardiac Monitor Committee to be independently scored. After the scoring was complete, the committee unanimously selected the LIFEPAK 35 as the preferred cardiac monitor. A copy of the compiled scoring criteria is attached.

The AFD is requesting approval to purchase the LIFEPAK 35 cardiac monitor through Stryker Sales, LLC after January 1, 2025.

If you have questions or concerns, please don't hesitate to contact me at 920-832-5810. Thank you for your consideration.

## Cardiac Monitor Evaluation Form

Criteria	Interoperability			Cost			Ease of Use			Portability			Data Connectivity			Durability			Functionality			
Comments	Assess how well the monitor integrates with Gold Cross Ambulance, transfer of care, data and equipment exchange.			Consider the initial purchase cost, as well as ongoing maintenance, accessories, and consumables.			Evaluate how user friendly the monitor is, including setup, operation, and training.			Consider size, weight, and ease of transportation.			Rate the ability to transmit data to hospitals or other systems, including features like Bluetooth, Wi-Fi, or cloud storage. Also, consider Pulsara and Image Trend APIs.			Evaluate how well the monitor withstands harsh conditions. How sturdy are cables connections? How well are the cases built.			How well do the features enhance clinical care? Is there an AED mode? CPR Feedback? Ventilation Feedback			
Vendor	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	Stryker (1-5)	Tempus (1-5)	Zoll (1-5)	
Evaluators																						
Eval #1	5	4	4	5	2	4	5	2	4	4	5	4	5	4	4	5	3	4	5	3	4	
Eval #2	4	3	5	4	3	5	5	3	4	4	2	4	5	4	5	5	3	3	5	3	3	
Eval #3	4	2	4	4	3	3	4	3	2	2	3	3	4	4	4	5	3	3	4	3	2	
Eval #4	3	DNQ	4	2	DNQ	3	5	DNQ	3	3	DNQ	4	4	DNQ	4	4	DNQ	3	5	DNQ	3	
Eval #5	3	3	5	3	3	4	5	4	1	3	2	4	4	4	4	5	2	3	5	4	4	
Eval #6	5	1	2	5	1	2	5	1	2	5	1	2	5	1	2	5	1	2	5	1	2	
Eval #7	4	3	5	4	3	5	5	4	3	3	4	5	5	3	3	5	2	3	5	4	4	
<b>Total</b>	28	16	29	27	15	26	34	17	19	24	17	26	32	20	26	34	14	21	34	18	22	
<b>Criteria Weight</b>	0.3	0.3	0.3	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.15	0.15	0.15	0.1	0.1	0.1	0.15	0.15	0.15	
<b>Weighed Score</b>	8.4	4.8	8.7	2.7	1.5	2.6	3.4	1.7	1.9	2.4	1.7	2.6	4.8	3	3.9	3.4	1.4	2.1	5.1	2.7	3.3	

Final Score	
Stryker	30.20
Tempus	16.80
Zoll	25.10