

AGENDA ITEM REPORT

DATE: August 4, 2026
DEPARTMENT: Public Safety
REQUESTER: Benjamin Abes
TITLE: Approve Piggyback for Annual Purchase of Critical Care and EMS Equipment

I. MOTION REQUESTED

- A. Approve Piggyback No. PB260266CMJ to utilize pricing on the State of Minnesota NASPO Contract No. 041823 for Critical Care and EMS Equipment Contract No. 041823, for the purchase of Zoll Ventilator and Aspirator equipment, accessories, and maintenance plans, on an as needed basis, through the contract expiration date of June 30, 2027, and any renewals or extensions approved by State of Minnesota, as approved in the departments' annual adopted budgets. Individual purchases in excess of \$100,000.00 will be brought to the Board for approval.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C. Grant the County Manager or designee the authority to renew the contract, for up to three additional one-year periods, and to execute all associated documents, as approved in the department's annual budgets, if doing so is in the best interest of Lee County.

II. ITEM SUMMARY

Authorizes Lee County Emergency Medical Services (EMS) to utilize pricing available through State of Minnesota Sourcewell Contract No. 041823-ZLL for the purchase of Zoll ventilators, aspirators, accessories, and maintenance plans. These life-saving devices are essential for providing advanced respiratory support and airway management during medical emergencies. Lee County EMS currently operates a fleet of Zoll ventilators, and continued use of this equipment supports consistency in operations, training, and patient care.

Expenditure under this contract total \$296,675.12 during the current fiscal year, with annual spending projected to reach approximately \$620,000. Additional purchases are anticipated over the next three years to support the expansion of EMS services and the opening of new EMS stations.

For purchases presented to the Board of County Commissioners exceeding \$100,000, Procurement Management will conduct a market analysis to evaluate available vendors, pricing, cooperative purchasing options, procurement methods, and market conditions to ensure fair and reasonable pricing and compliance with County procurement requirements.

III. BACKGROUND AND IMPLICATIONS OF ACTION

The State of Minnesota solicited a Request for Proposal (Request No. 041823) on February 28, 2023, that went through the competitive procurement process and negotiations for the purpose of providing Critical Care and EMS Equipment through the Sourcewell cooperative purchasing program. Following an evaluation of all proposals received on April 18, 2023, ZOLL Medical Corporation was found to be the most advantageous. ZOLL Medical Corporation was awarded a four-year contract with the option to renew for up to an additional three years.

Approval of this contract will support the continued maintenance, replacement, and expansion of Lee County EMS's existing fleet of Zoll ventilators and aspirators, ensuring the agency maintains operational readiness, reliability, and compliance with current standards of care. Maintaining this equipment in peak operating condition is essential to delivering uninterrupted emergency medical services and ensuring EMS personnel have access to dependable, mission-critical equipment when responding to emergencies throughout Lee County. Additionally, the contract provides a streamlined procurement mechanism for future equipment purchases and maintenance needs, supporting the long-term sustainability and growth of the EMS system as service demands continue to increase.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount: \$620,000

Included in the Current Budget?:

Yes

Fund:

General Revenue

Comments:

Is this a revenue or expense item? Expense

Is this Discretionary or Mandatory? Mandatory

Will this item impact future budgets? Yes

Program: Public Safety

Project:

Account Strings: KF5290400100

Fund Type? General Fund

V. RECOMMENDATION

Approve

ATTACHMENTS:

PB260266CMJ - Zoll PB Agreement, PB260266CMJ - Zoll Annual PB Summary

REVIEWERS:

Benjamin Abes, Public Safety

Mary Tucker, Procurement

Benjamin Abes, Public Safety

Anne Henkel, Budget Services

Peter Winton, County Manager

Andrea Fraser, County Attorney

Amanda Condomina, County Manager

Created/Initiated - 7/22/2026

Approved - 7/24/2026

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Final Approval - 7/27/2026