

MEDIC EMS of Scott County

1204 East High Street

Davenport, Iowa 52803

Office: (563) 323-6806

Fax: (563) 323-1705

<https://www.medicems.com>



March 20, 2024

To: Mahesh Sharma, County Administrator

From: Paul Andorf, Director

MEDIC EMS of Scott County acquired existing cardiac monitors that are around 9 years old. In our industry, the typical replacement for these devices is between 5 and 7 years. MEDIC EMS (a non-profit) planned to replace these cardiac monitors in fiscal year 2025, and I have proposed this replacement in the upcoming capital plan.

ZOLL Medical Corporation announced they will increase prices beginning April 1, 2024. I have not received an official price increase, but I heard the increase may be 4-5% on all products, including disposable supplies. I have been working with ZOLL to reduce planned capital expenditures and to avoid the estimated \$50,000 price increase.

I am requesting to move forward with an agreement with ZOLL Medical Corporation to avoid the upcoming price increases. These cardiac monitors will replace the aging cardiac monitor that the existing Paramedics and EMTs currently operate. Replacement with the same monitor will allow a seamless transition to these new monitors and remove any associated costs in purchasing new disposable supplies, cables, chargers, cases, batteries, and clinical training costs. Additionally, the Davenport Fire Department recently purchased these cardiac monitors, allowing a seamless and consistent transition of clinical care between agencies.

These monitors will also enhance our capabilities to facilitate critical care transports of the sickest patients from our local hospital systems to higher levels of care with the critical care transport (CCT) features of these monitors. Currently, we have only four CCT-capable cardiac monitors, and there can be delays in transporting these critical patients due to locating and delivering one of these monitors to the CCT team at the hospital. This purchase will allow us to have a CCT-capable monitor in every ambulance to facilitate the rapid transport of these critical patients.

The attached quote is for purchasing 21 Critical Care Transport-capable cardiac monitors for \$1,013,302.92. We negotiated a five-annual payment plan at a 0% interest rate, with the first payment of \$202,660.59 due on July 31, 2024. This agreement also includes a 27% discount on products outlined in the quote and a five-year service plan, saving us an estimated annual cost of \$50,000 in cardiac monitor repairs and associated service fees. These cardiac monitors will be delivered at the vendor's earliest convenience, and I anticipate the deployment of these monitors in May-June 2024.

Lastly, we were recently notified by ZOLL that the driver safety devices we deploy in our ambulances reached end-of-life on August 1, 2025, with limited support beginning August 1, 2024. These devices facilitate safe driving practices, which in turn reduces the overall annual maintenance cost of our vehicles. In light of this, we negotiated with ZOLL, at no cost, to have eight of these devices included in the quote to be available for on-site replacement in case of failure until our planned capital replacement for Fiscal Year 2026.

Attached is a purchase agreement between MEDIC EMS of Scott County and ZOLL Medical Corporation to replace our cardiac monitors. County Attorney Kristina Lyon has reviewed the contract terms and finds them legally sufficient to meet the intended purposes.

This resolution will allow the Director of MEDIC EMS of Scott County to sign the agreement on behalf of the Scott County Board of Supervisors.



ZOLL Medical Corporation

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011
Fax: (978) 421-0015
Email: esales@zoll.com

Quote No: Q-79212 Version: 4

Medic EMS of Scott County
1204 E High St
Davenport, IA 52803

Quote No: Q-79212
Version: 4

ZOLL Customer No: 159311

Issued Date: March 21, 2024
Expiration Date: March 31, 2024

Paul Andorf
5633284178
paul.andorf@scottcountyiowa.gov

Terms: 20% due July 31, 2024, 20%
due July 31, 2025, 20% due July 31,
2026, 20% due July 31, 2027, balance
due July 31, 2028.

FOB: Shipping Point
Freight: Prepay & Add

Prepared by: Bill Kolb
EMS Territory Manager
bkolb@zoll.com
+1 6055955394

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
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Medic EMS of Scott County
 Quote No: Q-79212 Version: 4

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1		601-2231511-01	<p>X Series Monitor/Defibrillator - 12-Lead ECG, Pacing, NIBP, SpO2, SpCO, EtCO2, IBP/Temp, CPR Expansion Pack</p> <p>Includes: 4 trace tri-mode display monitor/ defibrillator/ printer, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5in (16.5cm) diagonal screen. Accessories Included: MFC cable and CPR connector, A/C power cord, One (1) roll printer paper, 6.6 Ah Li-ion battery, Carry case, Operator Manual, Quick Reference Guide, and One (1)-year EMS warranty.</p> <p>Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru® CPR artifact filtering • Interpretative 12-Lead ECG (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead OneStep ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Welch Allyn NIBP with Smartcuff. 10 foot Dual Lumen hose and SureBP Reusable Adult Medium Cuff • Masimo SpO2 & SpCO with Signal Extraction Technology (SET), Rainbow SET® • EtCO2 Oridion Microstream Technology. Microstream tubing set sold separately • Invasive pressure waveform capability with display and digital monitoring. Invasive pressure cable/ transducer sold separately • Two Temperature monitoring channels with digital displays. Temperature probes sold separately •</p>	21	\$53,305.00	\$42,957.10	\$902,099.10
2	1343184	8300-0787-01	Transducer interface cable with right angle connector - Edwards	21	\$242.00	\$198.44	\$4,167.24
3	1343184	8000-0895	Cuff Kit with Welch Allyn Small Adult, Large Adult and Thigh Cuffs	21	\$186.00	\$152.52	\$3,202.92
4	1343184	8000-000151	RD Rainbow SET MD20-04 EMS Patient Cable, 4ft	21	\$299.00	\$245.18	\$5,148.78
5	1343184	8000-000862	LNCS-II Rainbow DCI 8A SpCO Adult Sensor, 3ft	21	\$1,080.00	\$843.78	\$17,719.38



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Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
6		8778-89055-WF	<p>X Series - Worry-Free Service Plan - 5 Years On-Site At Time of Sale</p> <p>Includes: Annual preventive maintenance, 27% discount on new cables, 27% discount on additional SurePower II Batteries, discount on parameter upgrades, SurePower II Battery replacement upon failure, and accidental damage coverage (see comments). Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty. • ACCIDENTAL DAMAGE COVERAGE: Includes one device outer housing replacement per year per device. This coverage excludes devices that are deemed beyond repair and/or catastrophic damage. Cosmetic damage that does not affect the integrity of the device would not require outer housing replacement. • BATTERY REPLACEMENT PROGRAM: Batteries must be maintained per ZOLL recommended maintenance program - Batteries are replaced upon failure, one for one, throughout the term of the ExpertCare Service contract, should the SurePower II battery or SurePower Charger display a fault - Batteries must be evaluated and confirmed of failure through ZOLL Technical Support and/or an on-site field service technician. - Up to three batteries per device will be covered for batteries acquired from ZOLL in last 24 months for batteries that fail during the Worry-Free service contract period. (When Service Contract purchased post-sale) - For batteries acquired from ZOLL over 24 months ago, one battery per device will be covered for batteries that fail during the Worry-Free service contract period. (When Service Contract purchased post-sale)</p>	21	\$10,395.00	\$9,355.50	\$196,465.50
7		6008-9901-61	<p>ZOLL X Series Trade In Allowance (EMS Group)</p> <p>See Trade Unit Considerations.</p>	21		(\$5,500.00)	(\$115,500.00)

Subtotal: \$1,013,302.92

Total: \$1,013,302.92

Contract Reference	Description
1343184	Reflects PSAI/SAVVIK 2021 contract pricing. Notwithstanding anything to the contrary herein, the terms and conditions set forth in PSAI/SAVVIK Buying Group Contract No. 2021-06 shall apply to the customer's purchase of the products set forth in this quote.

Trade Unit Considerations
Trade-In values valid through March 31, 2024 if all equipment purchased is in good operational and cosmetic condition and includes all standard accessories. Trade-In values are dependent on the quantity and configuration of the ZOLL devices listed on this quotation. Customer assumes responsibility for shipping trade-in equipment at the quantities listed on the trade line items in this quotation to ZOLL's Chelmsford Headquarters within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.

Additional Language



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Should a valid Purchase Order be received prior to 3/29/24, ZOLL will include 8 Road Safety units at no additional charge.

UCC Financing Statement

By placing a Purchase Order in response to this quotation, Customer agrees that it thereby grants to ZOLL a purchase money security interest in all the goods referenced by such purchase order and acknowledges that ZOLL may file a UCC Financing Statement ordering such purchase money security interest. Customer further agrees to provide a signed Security Agreement to ZOLL prior to shipment pursuant to such purchase order.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/about-zoll/invoice-terms-and-conditions> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. Delivery will be made upon availability.
2. This Quote expires on March 31, 2024. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.

Order Information (to be completed by the customer)

Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Medic EMS of Scott County

Authorized Signature:

Name: _____
Title: _____
Date: _____



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SECURITY AGREEMENT
Equipment + Basic

This Security Agreement, made and entered in this _____ day of _____ by and between **ZOLL Medical Corporation**, located at **269 Mill Rd Chelmsford, MA 01824**, (hereinafter “Secured Party”) and _____ with headquarters located at _____ and if a legal person or registered, incorporated, formed or otherwise organized in or under the laws of the [state] of _____, (hereinafter “Debtor”).

I CREATION OF SECURITY INTEREST

In consideration for the extension of credit, Debtor hereby grants a purchase money security interest in, and assigns to the Secured Party, all of Debtors’ right, title and interest in, to and under the Collateral described in the first paragraph of Section II below as collateral to security for the payment and performance of all debts, liabilities and obligations of Debtor of any kind whenever and however incurred to Secured Party, including the Obligations (as defined below).

II COLLATERAL

The term “Collateral” as used in this Agreement shall mean (a) the equipment described in Exhibit A and (b) all proceeds thereof.

The term “Obligations” as used in this Agreement shall mean and include the indebtedness related to the purchase of the equipment described in Exhibit A.

III DEBTOR’S OBLIGATIONS

- A. Debtor warrants and covenants that the Collateral will be held for use, sale or lease in and for Debtor’s business and will be kept only at the principal place of business set forth herein (and Debtor’s additional address(es) set forth with its signature, if any); Debtor will notify Secured Party in writing fifteen (15) days prior to any of the following:
 - (1) Change(s) or additions to location of any material or substantial portion of the Collateral,
 - (2) Change(s) in location of chief executive offices (if an unregistered entity),
 - (3) Change(s) in state of Incorporation (if a registered entity),
 - (4) Change(s) in state of residence (if an individual),
 - (5) Change(s) in name of Debtor’s business.
- B. Debtor covenants that it will notify Secured Party in writing 30 days prior of: its opening of any new places of business, or the closing of any existing places of business, or the change of name or nature of the entity including changes to state of incorporation or state of chief executive offices.
- C. Debtor warrants and covenants that it has good and marketable title to, all its Collateral, and the same are free and clear of all liens and encumbrances other than liens in favor of the Secured Party securing the Obligations.

IV DEFAULT

The following shall constitute a default by Debtor:



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Non-payment: Failure to pay the principal or any installment of principal or of interest on the indebtedness or any notes when due. In addition, Debtor shall be in default if bankruptcy or insolvency proceedings are instituted by or against the Debtor or if Debtor makes any assignment for the benefit of creditors.

Breach: Misrepresentation or misstatement in connection with, noncompliance with or nonperformance of any of Debtor's obligations or agreements under Sections III and VII shall constitute default under this Security Agreement

Insolvency: The dissolution, termination of existence, \suspension of business, insolvency or business failure of Debtor; or appointment of a receiver, trustee or custodian, for all or any property of Debtor, assignment for the benefit of creditors by Debtor, or the commencement of any proceeding by or against Debtor under any provision of the United States Bankruptcy Code, as amended, or under any other state, federal or other bankruptcy or insolvency law, now or hereafter in effect.

V SECURED PARTY'S RIGHTS AND REMEDIES

- A. Secured Party may assign this security agreement, and this agreement shall be binding upon and insure to the benefit of Secured Party's successor and assigns, and:
 - (1) If Secured Party does assign this security agreement, the assignee shall be entitled, upon notifying the Debtor, to performance of all Debtor's obligations and agreements under Sections III and VII, and assignee shall be entitled to all of the rights and remedies of Secured Party under this Section V; and
 - (2) Debtor will not assert any claims or defenses he may have against Secured Party or against its assignee except those granted in this security agreement.
- B. Upon Debtor's default, Secured Party, shall have all rights set forth under the Uniform Commercial Code, including, but not limited to Article 9, and may exercise his rights of enforcement under the Uniform Commercial Code in force in the State where the Collateral is located or where the UCC Financing Statement is filed and in conjunction with, in addition to or substitution for those rights, at Secured Party's discretion, may
 - (1) Declare all unpaid balances due and payable, notwithstanding otherwise stated maturities; and/or,
 - (2) Waive any default or remedy any default in any reasonable manner without any or all Accounts or other collateral or proceeds, or to sell, transfer, compromise, waiving the default remedied and without waiving any other prior or subsequent default.
- C. The Secured Party may employ agents and attorneys-in-fact in connection herewith and shall not be responsible for the negligence or misconduct of any such agents or attorneys-in-fact selected by it in good faith.

VI RIGHTS AND REMEDIES OF DEBTOR

Debtor shall have all the rights and remedies before or after default provided in Article 9 of the Uniform Commercial Code in force in the State of where the Collateral is located or where the UCC Financing Statement is filed. In addition, the Debtor has all rights and remedies and immunities afforded to it as a sovereign, except any waived by virtue of the inclusion of Debtor's obligations set forth in this contract. Debtor shall not assign or transfer its rights or obligations hereunder without the prior written consent of Secured Party and any assignment or transfer made in violation of this sentence shall be void.

VII ADDITIONAL AGREEMENTS AND AFFIRMATIONS

- A. Debtor Agrees and Affirms
 - (1) That information supplied and statements made by Debtor in any financial or credit statement or application for credit prior to this security agreement are true and correct and,



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- (2) Debtor warrants and covenants that it will keep and maintain its business as presently constituted and will advise Secured Party immediately of any change in the name or nature or location thereof and of any fact or occurrence which does, or with lapse of time could, impair Debtor's ability to perform hereunder.
- (3) Debtor warrants that all locations of collateral and all corporate, partnership, doing business, trade and individual names are listed below the signature line (hereon) are absolutely accurate and complete and that it will give Secured Party at least thirty (30) days prior written notice of any change thereof, addition thereto or deletion there from.
- (4) That if Debtor is also buyer of the Collateral, there are no express warranties unless they appear in writing signed by the seller and there are no implied warranties of merchantability or fitness for a particular purpose in connection with the sale of the Collateral.

B. Mutual Agreements

- (1) "Debtor" and "Secured Party" as used in this security agreement include the heirs, executors or administrators, successors or assigns of those parties.
- (2) The law governing this secured transaction shall be that of the State where the Collateral is located or where the UCC Financing statement is filed.
- (3) If more than one Debtor executes the security agreement, their obligations hereunder shall be joint and several.
- (4) This agreement does not waive Secured Party's rights under any other agreement that Debtor has signed with the Secured Party.
- (5) Debtor authorizes Secured Party to file a UCC Financing Statement describing the Collateral and appoints Secured Party as Debtor's agent and grants Secured Party limited Power of Attorney to sign UCC forms for the purpose of protecting Secured Party's interest.

C. Form of Debtor's Business

- (1) Debtors represents and warrants as follows: Debtor's business is (circle one);

a. Registered Organization b. Unregistered Organization c. Individual

(a) If a. Registered Organization: **State where Incorporation/Formed** _____.

(b) If b. Unregistered Organization: Location of Business (state) or if more than one place of business, "chief executive office" _____.

(c) If c. Individual: State or States of Residence (include all states) _____, _____, _____.
- Registered Organizations include: Includes corporations, limited liability corporations and registered limited partnerships.
- Unregistered Organizations include: Partnerships.
- Individuals Include: Sole Proprietorships

D. Further Assurances.

- (1) Debtor agrees to execute any further documents, and to take any further actions, reasonably requested by Secured Party to evidence or perfect the purchase money security interest granted herein or to effectuate the rights granted to the Secured Party herein.
- (2) Debtor represents and warrants that Debtor's exact legal name is set forth in the first paragraph of this Security Agreement.



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- (3) This Agreement is governed by the laws of the Commonwealth of Massachusetts, with the courts therein having exclusive jurisdiction over any disputes between the parties to this Agreement.

VIII INDEMNITY

To the extent permitted by law, Debtor hereby agrees to indemnify Secured Party and its affiliates, agents, and attorneys, and to hold them harmless from and against any and all claims, debts, liabilities, demands, obligations, actions, causes of action, penalties, costs and expenses (including reasonable attorneys’ fees), of every kind, which they may sustain or incur based upon or arising out of any enforcement of this Agreement or the Obligations; provided that this indemnity shall not extend to damages proximately caused by any indemnitee’s own or its representatives’ gross negligence or willful misconduct. Notwithstanding any provision in this Agreement to the contrary, the indemnity agreement set forth in this Section shall survive any termination of this Agreement and shall for all purposes continue in full force and effect.

IX MISCELLANEOUS

The captions and section headings appearing herein are included solely for convenience of reference and are not intended to affect the interpretation of any provision of this Security Agreement. This Security Agreement may be executed in any number of counterparts, all of which taken together shall constitute one and the same instrument and any of the parties hereto may execute this Agreement by signing any such counterpart. The terms of this Security Agreement may be waived, altered or amended only by an instrument in writing duly executed by Debtor and the Secured Party. In the event that any one or more of the provisions contained in this Security Agreement shall for any reason be held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect any other provision hereof, and this Security Agreement shall be construed as if such invalid, illegal or unenforceable provision had not been contained herein.

(Signature Page Follows)

IN WITNESS WHEREOF, Debtor has executed this Security Agreement as of the date indicated above.

DEBTOR NAME

BY: _____
(Print name)

BY: _____
(Print name)

(Signature and Title)

(Signature and Title)



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SECURED PARTY NAME

BY: _____
(Gary Schaefer - Credit Manager)

ACCEPTED at Creditor City, State, this _____ day of _____, 20_____ .

December 27, 2023

Dear Customer,

Thank you for being a loyal and valued partner of ZOLL Medical Corporation.

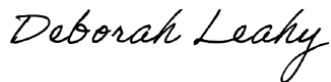
Our commitment to you is that we will always provide the highest quality products, service, and technical support to meet your needs each day.

On an annual basis we evaluate the impact that economic factors have on the costs of delivering on this commitment. While we work to minimize the impact to our customers, we are implementing a price increase effective April 1, 2024. This price increase applies to all orders received after April 1, 2024, or deliverable after June 30, 2024.

We appreciate your confidence in ZOLL's products and look forward to continuing to serve your needs. For any pricing inquiries, please email ipricing@zoll.com, or contact your ZOLL sales representative or Customer Service.

For US inquiries call: 800-348-9011 and for Canadian inquiries call: 866-442-1011.

Sincerely,



Deborah Leahy
Vice President, Marketing

X Series®

ZOLL®



Xtremely

Small, Light, and Powerful

ALMOST TWO TIMES LIGHTER THAN OTHER POPULAR MONITORS

The X Series® extends the ZOLL legacy of smaller, lighter monitor/defibrillators. Pick it up. Feel the difference. At 11.7 pounds (6 kilograms), chances are it's twice as light as what you're carrying today.

MOST COMPACT, BEST EQUIPPED

Starting with a high-contrast, color display that simultaneously shows up to four waveforms, the X Series delivers the capabilities you expect from a full-featured monitor—for neonates through adults. And it can be equipped with a complete selection of best-in-class parameters, including Masimo® rainbow® SET pulse CO-Oximetry, Microstream® etCO₂, and Welch Allyn NIBP, as well as three invasive pressures and two temperature channels.

A MILITARY HERITAGE OF DURABILITY

Driven by requirements from air transport and field military operations, the X Series raises the bar for durability. It complies with standards requiring normal operation following multiple drops from a height of 6.5 feet (2 meters). An industry-best ingress protection rating of IP55 means no other monitor is protected from dust particles and water like the X Series.

A person in a white uniform is holding a ZOLL X Series monitor. The monitor is a handheld device with a screen and buttons. The person is standing in a clinical setting, possibly a hospital or ambulance, as indicated by the blue handrails in the background.

Because Medics Carry More These Days



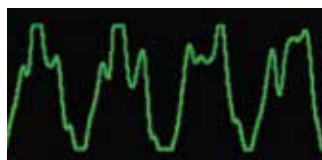
Compact and lightweight without compromise in performance or durability

MAKING THE DIFFERENCE FOR PATIENTS

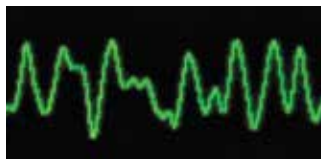
When several Arizona fire departments deployed Real CPR Help® in combination with scenario-based training, the likelihood of patient survival nearly tripled.¹ In a study involving 373 medics and 484 patients, the odds of surviving cardiac arrest were 2.7 times better when Real CPR Help was used.

A TOOL FOR SHORTENING PAUSES

Pre-shock pauses as brief as 10 seconds adversely impact survival.² The X Series is equipped with industry-exclusive See-Thru CPR® filtering technology. It reduces the length of interruptions by removing compression artifact so that medics can look for organized electrical activity during compressions.



Unfiltered ECG signal during CPR



Signal filtered by See-Thru CPR

BECAUSE CPR IS A TEAM ACTIVITY

Not everyone who works a code is an experienced responder. The CPR Dashboard™ is a real-time window that gives team leaders an at-a-glance look at the quality of first-responder CPR.

EVEN THE BEST RESCUER FATIGUES

Real CPR Help prompts by exception. This means when medics are fresh and delivering good compressions, it is silent. With repetitive two-minute cycles, even the most fit medic tires. When compressions fall out of range, it gently guides rescuers back to high-quality, Guidelines-compliant compressions.



“Poor-quality CPR should be considered a preventable harm.”

—AHA Consensus Statement on CPR Quality³

¹ Bobrow BJ, et al. *Annals of Emergency Medicine*. 2013;62:47-56.

² Cheskes, et al. *Circulation*. 2011;124:58-66.

³ Meaney PA, et al. *Circulation* 2013;128:417-35.



CPR Dashboard is a real-time window on the key metrics of high-quality compressions.

12 LEADS ON SCREEN IMPROVE TRACE QUALITY

The STEMI View lets medics see trace quality simultaneously in all leads. Confidently record a 12-lead ECG with the expectation it will be clean the first time and ready for transmission without delay.



STEMI View

A WINDOW TO SERIAL ECG CHANGES

Unstable patients call for extraordinary vigilance. Substantial ST changes can occur between the initial transmission and arrival at the hospital.⁴ The Split-Screen View keeps medics on top of the situation by displaying the real waveform next to one that was previously acquired.



Split-Screen View

QUICKER, MORE CONFIDENT DECISIONS

At 94% sensitivity for detection of early STEMI, the X Series 12-lead algorithm is unmatched by other popular monitors. Make that alert call knowing it is based on the best algorithm.

OPEN ARCHITECTURE MAXIMIZES STEMI OPTIONS

The X Series puts medics in the best position to decide where to take a patient. Its open architecture means the X Series can transmit a 12-lead ECG into all of the leading STEMI and cardiology management systems.

Reduce Time to Balloon with Advanced 12-Lead Capabilities

⁴ Davis M, et al. *Prehosp Emerg Care* 2014;18:9-14.

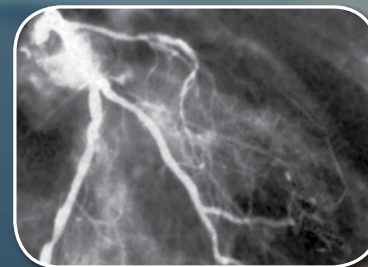




Confident decisions from the field



12-leads—anywhere, anytime



Fast, efficient delivery to the cath lab

DESIGNED WITH CHARTING IN MIND

The X Series is designed with electronic charting in mind. It redefines what a monitor should send to the patient record. The built-in memory ensures a complete patient record is transmitted by capturing 24 hours of event (ECG and vital signs) or trend data, and up to 1,000 time-stamped events.

TRANSMIT AT THE SPEED OF WIFI

The X Series simplifies transmission. Its standard communication package makes wires, cables, and “dongles” a thing of the past. It is the first monitor to integrate WiFi, Bluetooth, and USB capabilities as part of the standard communication package.



AN OPEN, UNIVERSAL ePCR SOLUTION

The X Series speeds medic charting by seamlessly uploading the event record. It automatically populates patient data fields in many of the leading ePCR systems. ZOLL's open interface software development kit (SDK) is available to all ePCR vendors.



Simplify Charting with Advanced Communication





The X Series redefines how a monitor should work with your charting system.

Big Screen Small Device

X Series

View up to four waveforms of your choice. Switch from a brilliant color display to either high-contrast black-and-white or night-vision mode to ensure visibility under extreme conditions.

Visual Alarm Indicator

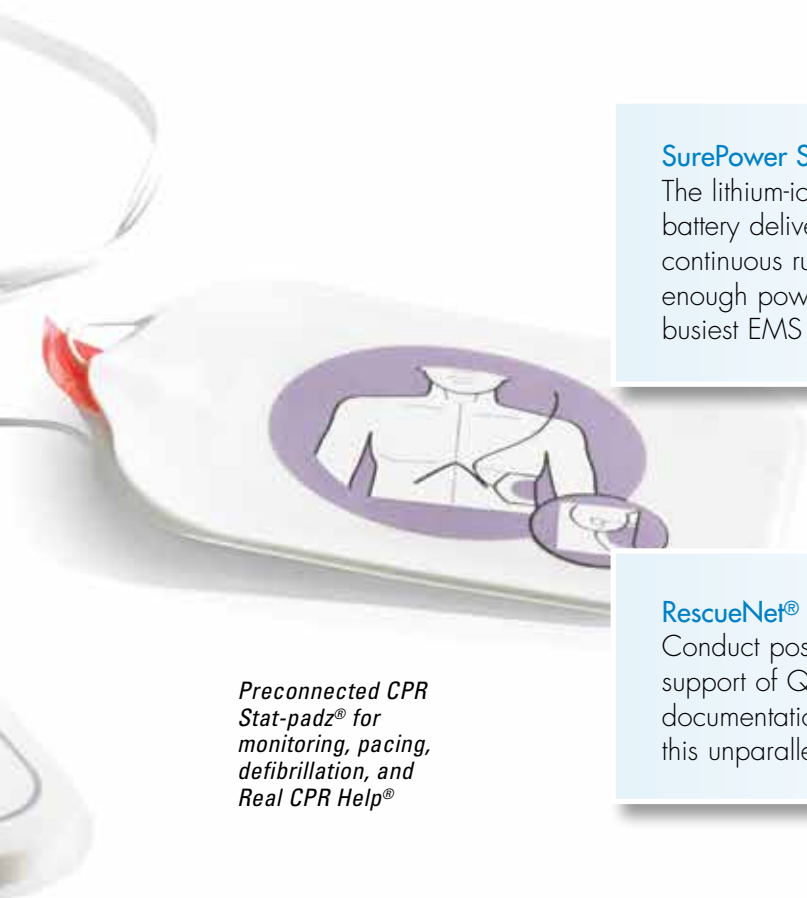
Oridion
Microstream®
Capnography

Masimo® rainbow® SET
Pulse CO-Oximetry



Ready-for-Use Indicator

Welch Allyn NIBP with Sure BP® and SmartCuf®



Preconnected CPR Stat-padz® for monitoring, pacing, defibrillation, and Real CPR Help®

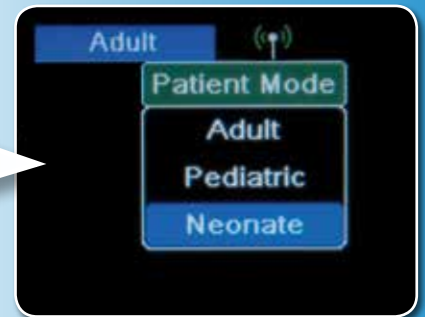
Resuscitation View

You get unequalled support for CPR. Display CPR Dashboard along with the real-time depth indicator and the filtered ECG that See-Through CPR provides.



Patient-Specific Settings

Select the mode—Adult, Pediatric, or Neonate—and the alarm thresholds and energy levels will automatically adjust.



SurePower System

The lithium-ion SurePower™ II battery delivers six hours of continuous run time. That's enough power for even the busiest EMS operation.



RescueNet® Code Review

Conduct post-event analysis in support of QA, training, and documentation programs with this unparalleled software tool.



Impacting Outcomes Link by Link



EARLY INTERVENTION

Immediate defibrillation is the single most important factor in saving an SCA victim's life. ZOLL's LifeVest® Wearable Defibrillator is the ultimate early intervention for high-risk patients.



EARLY ACCESS

A timely 911 response is critical to survival. ZOLL's RescueNet® suite of call management products helps ensure the right resources get to the right place ASAP.



EARLY CPR

More than half of arrests involve non-shockable rhythms. Delivering consistent, high-quality CPR, whether manually using Real CPR Help or mechanically with the AutoPulse®, is the basis of treatment for these patients.



EARLY DEFIBRILLATION

Patients benefit when AEDs are deployed. While the AED Plus® brings simplicity to the public responder, the AED Pro® delivers the durability expected for the first responding BLS provider.



EARLY ACLS

Whether it is ZOLL's biphasic waveform, which is superior in high-impedance patients, an external pacing waveform that captures twice as often at half the current, or best-in-class patient monitoring, ZOLL ensures providers are equipped to deliver the best care possible.



POST-RESUSCITATION CARE

It is increasingly evident that post-resuscitation care is a vital link in the Chain of Survival. Goal-directed therapy, including fever control, fluid management, and glucose control, promise to improve outcomes. ZOLL has technologies for temperature management and delivery of fluid and blood products.

ADVANCING RESUSCITATION. TODAY.®

ZOLL Medical Corporation | 269 Mill Road | Chelmsford, MA 01824 | 978-421-9655 | 800-804-4356 | www.zoll.com

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For subsidiary addresses and fax numbers, as well as other global locations, please go to www.zoll.com/contacts.

ZOLL®

THE COUNTY AUDITOR'S SIGNATURE CERTIFIES
THAT THIS RESOLUTION HAS BEEN FORMALLY
APPROVED BY THE BOARD OF SUPERVISORS ON

DATE

SCOTT COUNTY AUDITOR

R E S O L U T I O N

SCOTT COUNTY BOARD OF SUPERVISORS

MARCH 28, 2024

APPROVING ZOLL MEDICAL CORPORATION CARDIAC MONITOR REPLACEMENT

BE IT RESOLVED BY the Scott County Board of Supervisors as follows:

Section 1. The purchase of ZOLL Medical Corporation Critical Care Transport capable cardiac monitors with 5 Years of warranty, maintenance, and support for \$1,013,302.92. This will be paid over 5 annual payments of \$202,660.59 beginning July 31, 2024.

Section 2. That the Director of MEDIC EMS of Scott County is hereby authorized to sign said agreement on behalf of the Board.

Section 3: This resolution shall take effect immediately.