



Agenda Action Form Overview

Approval of a contract with Stryker for the purchase of fifty-five (55) Stryker LIFEPAK 35 cardiac monitor units in the amount of \$2,739,043.70 and twenty-six (26) LIFEPAK CR2 AEDs in the amount of \$40,525.68 for a total purchase price of \$2,779,569.38.

Background/Justification

The Board is requested to approve a contract with Stryker for the purchase of fifty-five (55) Stryker LIFEPAK 35 cardiac monitor units in the amount of \$2,739,043.70 and twenty-six (26) LIFEPAK CR2 AEDs in the amount of \$40,525.68 for a total purchase price of \$2,779,569.38. The Office of Emergency Services (OES) will utilize existing capital budget funds for EMS equipment replacement in the amount of \$2,779,569.38 utilizing sole source exemption.

In 2021, the Durham County OES–EMS Division procured new cardiac monitors as part of its standard five-year replacement cycle. The 2021 units have now reached the end of their planned service life and are scheduled for replacement to ensure continued compliance with evolving cardiac monitoring standards, support operational reliability, and maintain the highest level of patient safety.

As we entered the 2026 replacement phase, the EMS Division conducted a comprehensive evaluation of the two primary cardiac monitor platforms currently available in the prehospital market. This assessment included a review of clinical capabilities, interoperability with existing EMS and hospital systems, vendor support, technological advancements since the previous procurement, and alignment with regional workflows. Based on this evaluation, Stryker LIFEPAK 35 is the recommended cardiac monitor for Durham County EMS.

The LIFEPAK 35 provides an advanced suite of features essential for modern EMS operations. These include 12-lead ECG acquisition and transmission through LIFENET, a secure, cloud-based data management and communication system that allows EMS crews to transmit patient information, including 12-lead ECGs and device data, directly to hospitals and medical oversight in real time, continuous waveform capnography, real-time CPR quality feedback, pulse oximetry, non-invasive blood pressure monitoring, durable battery performance, and integrated wireless connectivity. supporting rapid provider proficiency and reducing training time. Importantly, LIFEPAK 35 remains fully compatible with the equipment and clinical pathways used within Duke Health System emergency departments. Defibrillation and pacing pads can remain in place upon patient arrival, and End-Tidal Carbon Dioxide monitoring components remain interoperable across the system, improving clinical efficiency and preserving continuity of care.

The Division is also replacing its aging AED units. The recommended device is the Stryker LIFEPAK CR2 AED, which offers several advanced features directly benefiting EMS operations. These include CPR INSIGHT technology that analyzes cardiac rhythm during chest compressions, reducing pauses and improving resuscitation effectiveness. The CR2 also shares electrode compatibility with the LIFEPAK 35, enabling a seamless transition from AED first



responder use to ALS care without changing pads—a critical advantage in time-sensitive cardiac arrest scenarios. Additionally, the CR2 features Wi-Fi connectivity for automatic data transmission into the LIFENET system, eliminating the need to locate devices and manually download data, significantly improving documentation efficiency and supporting robust QA/QI processes.

An important added benefit of continuing with Stryker as the Division’s equipment provider is the availability of on-site maintenance and repair services. Stryker technicians routinely perform preventive maintenance, software updates, and repairs directly within Durham County, minimizing equipment downtime and ensuring that operational units remain in service. This level of localized support reduces logistical disruptions, enhances equipment reliability, and ensures that EMS crews have consistent access to fully functional, mission-ready devices. Together, the LIFEPAK 35 cardiac monitors and LIFEPAK CR2 AEDs provide a unified, interoperable, and fully supported equipment platform that strengthens clinical continuity, improves operational readiness, and upholds Durham County EMS’s commitment to high-quality, evidence-based prehospital care.

Policy Impact

The OES Emergency Medical Services Division is requesting the Board of County Commissioners to approve the purchase of fifty-five (55) Stryker LIFEPAK 35 cardiac monitor units in the amount of \$2,739,043.7 and twenty-six (26) LIFEPAK CR2 AEDs in the amount of \$40,525.68 for a total purchase price of \$2,779,569.38 utilizing budgeted capital improvement program funds.

Procurement Background

This item has been reviewed by the Purchasing Division for compliance with the request for sole source exemption. North Carolina General Statute 143-129(g) (3) allows local governments to be exempted from competitive bidding requirements when a sole source is available, performance or price competition for a product is not available, a needed product is available from only one source of supply, or standardization or compatibility is the overriding consideration.

Type of purchase

- Goods
- Services
- Construction Work

Did this request for purchase go through a bid process? Yes No

Goods: Bids required if ≥ \$30,000, BOCC approval if ≥ \$90,000
Services: Bids required if ≥ \$30,000, BOCC approval if > \$40,000
Construction/Repair work: Bids required if ≥ \$30,000, BOCC approval if ≥ \$500,000

If yes, attach a copy of bid tab and the minority and women business enterprise (MWBE) compliance review form provided by the Purchasing Division.



If no, why?

- Sole source exemption
- Cooperative purchasing program exemption
- State and federal contract exemption
- Contract is an amendment to an existing contract
- Other (please explain)

If exempted from bidding, has this request been reviewed and approved by the Purchasing Division in the agenda Legistar system? Yes No

If no, why?

Fiscal Impact

OES has budgeted for this program within capital budget funds for EMS equipment replacement. There is no requirement for matching funds from the County.

Recommendation

The County Manager recommends that the BOCC approve the contract with Stryker in the amount of \$2,779,569.38 and authorize the County Manager to sign and execute all contract documents with Stryker for the purchase of fifty-five (55) Stryker LIFEPAK 35 cardiac monitor units and twenty-six (26) LIFEPAK CR2 AEDs.