



# THE PRINCE GEORGE'S COUNTY GOVERNMENT

## Office of Audits and Investigations

February 9, 2022

### FISCAL AND POLICY NOTE

TO: Robert J. Williams, Jr.  
Council Administrator

William M. Hunt  
Deputy Council Administrator

THRU: Josh Hamlin   
Senior Legislative Budget and Policy Analyst

FROM: Malcolm Moody - *MM*  
Legislative Budget and Policy Analyst

RE: Policy Analysis and Fiscal Impact Statement  
CR-007-2022, Contract Approvals – Multiyear contract to procure Advanced Life Support (ALS) Equipment and Basic Life Support (BLS) Equipment

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**CR-007-2022** (*Proposed and introduced by:* The Chair of the Council at the request of the County Executive)

Assigned to the Committee of the Whole

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**A RESOLUTION CONCERNING CONTRACT APPROVALS** for the purpose of approving certain multiyear contracts in accordance with the Prince George's County Charter section 819 and Subtitle 10 of the Prince George's County Code.

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### Fiscal Summary

#### Direct Impact:

*Expenditures:* Negative; annual payments totaling \$4,142,381.85 over fiscal years 2022 - 2026.

*Revenues:* N/A.

14741 Governor Oden Bowie Drive, Upper Marlboro, Maryland 20772  
VOICE (301) 952-3431; FAX (301) 780-2097; TDD (301) 925-5167

**Indirect Impact:**

None Likely.

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**Legislative Summary:**

CR-007-2022, proposed by the Chair at the request of the County Executive and sponsored by Council Chair Hawkins, Vice Chair Harrison, and Council Members Streeter, Ivey, Glaros, Taveras, Dernoga, and Turner, was introduced on February 1, 2022, and referred to the Committee of the Whole (COW).

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**Current Law/Background:**

Under Section 819 of the Charter for Prince George's County, Maryland, the County Council must approve, by resolution, all multiyear contracts exceeding an aggregate of Five Hundred Thousand Dollars (\$500,000).

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**Discussion/Policy Analysis:**

CR-007-2022 would approve a multi-year contract with Stryker Medical to purchase vital Advanced Life Support (ALS)/Basic Life Support (BLS) equipment for The Fire/EMS Department<sup>1</sup>. Since FY 2014 The Fire/EMS Department has used Physio, currently known as Stryker Medical, equipment. Since FY 2020 approximately \$2,741,902.76 has been spent to repair and purchase Stryker Advance Life Systems and Basic Life Systems. These costs include cots, stair chairs, and power load systems.

During FY 2022 budget discussions, The Fire/EMS Department expressed the need to replace vital ALS equipment<sup>2</sup>. According to The Fire/EMS Department the estimated cost for this replacement is five million one hundred thousand dollars (\$5,100,000). The additional equipment would provide a public health benefit based on trends outlined by The Fire/EMS Department in a review of its Service Delivery Plan and Performance during Fiscal Year 2020. During Fiscal Year 2020 The Fire/EMS Department was faced with a six (6%) percent increase in demand for ALS services compared to the previous year. During the same Fiscal Year ALS unit production increased by eleven (11%) percent, which was followed by a six (6%) percent increase in response time reliability throughout the County.

Under the Agreement, the Fire/EMS Department would engage Stryker Medical for the purchase of The Stryker, LIFEPAK 15 Monitor Defibrillator, the Stryker, LIFEPAK 1000 AED, the Stryker

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<sup>1</sup> The aggregate value of the contracts with terms beginning in FY 2022 is \$4,142,381.85.

<sup>2</sup> [Fiscal Year 2022 - FIRE/EMS Department](#)

LIFEPAK CR2 AED Device, and the Stryker LUCAS III Chest Compression System device. The equipment comes with features aimed at sharing real-time information to members of The Fire/EMS Department, providing hospitals with information that will aide in providing care, and allow patients of all ages to be properly supported before receiving extensive medical treatment. The equipment subject to the terms of the contract is detailed within an attachment to the Resolution.

Under Section 10A-114<sup>3</sup> of the County Code this contract would be classified as a sole source contract due to Stryker Medical being the only provider of the ALS/BLS equipment. Payments are eligible to be made on or before of January 3<sup>rd</sup> of each year beginning in 2022 and ending in 2026.

The terms and conditions of the multi-year contract are detailed within Attachment A to the Resolution.

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**Fiscal Impact:**

*Direct Impact*

Adoption of CR-007-2022 would have a negative fiscal impact on the County in the form of additional expenditures for annual payments under the agreement (See Attachment A). The scheduled payments are as follows:

- Fiscal Year 2022: **\$828,476.37**
  - Fiscal Years 2023 – 2026: **\$828,476.37 per year.**
- Total of payments: **\$4,142,381.85**

*Indirect Impact*

None likely.

*Appropriated in the Current Fiscal Year Budget*

Yes, in part: three hundred thousand (\$300,000.00) was appropriated in the approved FY 2022 budget.

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**Effective Date of Proposed Legislation:**

The proposed Resolution shall be effective on the date of adoption.

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If you require additional information, or have questions about this fiscal impact statement, please call me.

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<sup>3</sup> [Sec. 10A-114. – Contract Negotiation](#)