

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**



DEPARTMENT: Fire
Purchasing & Strategic Sourcing
AGENDA DATE: June 24, 2025
PUBLIC HEARING DATE: N/A
CONTACT PERSON NAME: Jonathan P. Killings – Fire Chief
Claudia A. Garcia, Director
DISTRICT(S) AFFECTED: All

PHONE NUMBER: (915) 212-5665
PHONE NUMBER: (915) 212-0043

SUBJECT:

Discussion and action on the request that the Director of Purchasing & Strategic Sourcing be authorized to issue Purchase Order(s) for solicitation 2025-0349 EMS Stretchers Parts, Repairs and Maintenance to Howmedica Osteonics Corp dba Stryker Sales, LLC (Stryker Medical Division), the sole manufacturer and service provider of PowerPro model stretchers, for an initial term of three (3) years for an estimated amount of \$771,850.00. Supplier will be required to provide an updated sole source letter and affidavit each year. This contract will allow the department to purchase new stretchers for ambulances as well as provide repairs and maintenance to the existing inventory.

BACKGROUND / DISCUSSION:

Howmedica Osteonics Corp dba Stryker Sales, LLC (Stryker Medical Division) is the sole manufacturer of Stryker's Power-Pro XT and Power-Pro 2 stretchers. They are also the only factory authorized service provider with access to proprietary software necessary to perform proper maintenance and repairs.

COMMUNITY AND STAKEHOLDER OUTREACH:

N/A

SELECTION SUMMARY:

Non-Competitive Procurement under Local Government General Exemption: Section 252.022 - (7) a procurement of items that are available from only one source, including: (D) captive replacement parts or components for equipment.

CONTRACT VARIANCE:

The difference based in comparison to the previous contract is as follows: An increase of \$158,503.00 for the initial term, which represents a 25.84% increase due to unit prices, additional maintenance and warranty prices increases.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

N/A

AMOUNT AND SOURCE OF FUNDING:

Amount: \$771,850.00

Funding Source: General Fund

Account: 322-1000-22090-580090-P2214 Stretchers

322-1000-22090-532080-P2214 Maintenance

2025-0349 EMS Stretchers Parts, Repairs and Maintenance

REPORTING OF CONTRIBUTION OR DONATION TO CITY COUNCIL:


Report any contributions or donations to City Council of an accumulated total of \$500 or more. Report the name of the elected official and the amount.

NAME	AMOUNT (\$)
Form was provided to the applicant	N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:


Jonathan P. Killings – Fire Chief


Claudia A. Garcia – Director of Purchasing & Strategic Sourcing

Project Form
Non-Competitive

*****Posting Language Below*****

Please place the following item on the Regular Agenda for the City Council Meeting of June 24, 2025.

Award Summary:

Discussion and action on the request that the Director of Purchasing & Strategic Sourcing be authorized to issue Purchase Order(s) for solicitation 2025-0349 EMS Stretchers Parts, Repairs and Maintenance to Howmedica Osteonics Corp dba Stryker Sales, LLC (Stryker Medical Division), the sole manufacturer and service provider of PowerPro Stretchers, for an initial term of three (3) years for an estimated amount of \$771,850.00. Supplier will be required to provide an updated sole source letter and affidavit each year. This contract will allow the department to purchase new stretchers for ambulances as well as provide repairs and maintenance to the existing inventory.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$158,503.00 for the initial term, which represents a 25.84% increase due to unit prices, additional maintenance and warranty price increases.

Department:	Fire
Award to:	Howmedica Osteonics Corp dba Stryker Sales, LLC (Stryker Medical Division)
City & State:	Portage, MI
Item(s):	All
Initial Term:	3 Years
Option Term:	NA
Total Contract Time:	3 Years
Annual Estimated Award:	\$257,283.33
Initial Term Estimated Award:	\$771,850.00
Option Term Estimated Award:	NA
Total Estimated Award:	\$771,850.00
Account(s):	322-1000-22090-580090-P2214 Stretchers 322-1000-22090-532080-P2214 Maintenance
Funding Source(s):	General Fund
District(s):	All

Non-Competitive Procurement under Local Government General Exemption: Section 252.022 - (7) a procurement of items that are available from only one source – (D) captive replacement parts or components for equipment.

The Purchasing & Strategic Sourcing Department and Fire Department recommend award as indicated to Howmedica Osteonics Corp dba Stryker Sales, LLC (Stryker Medical Division) under the exemption listed above.

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.



PURCHASING & STRATEGIC SOURCING DEPARTMENT

SOLE SOURCE AFFIDAVIT

THIS IS AN OFFICIAL PURCHASING DOCUMENT-RETAIN WITH PURCHASE ORDER FILE

Before me, the undersigned official, on this day, personally appeared a person known to me to be the person whose signature appears below, whom after being duly sworn upon his/her oath depose and said:

1. My name is Kathryn Janecke. I am over the age of 18, have never been of a convicted crime and am competent to make this affidavit.
2. I am an authorized representative of the following company or firm: Stryker Sales, LLC
3. The above named company or firm is the sole source for the following item(s), product(s) or service(s):
StairPro, PowerPro XT, PowerPro 2 and ProCare
4. Competition in providing the above named item(s) product(s), service(s) is precluded by the existence of a patent, copyright, secret process or monopoly as stated under Section 252.022, Subchapter A of the Local Governmental Code 7A or as provided for under 7B-F of the same section. Also, attached hereto is a sole source letter, which sets forth the reasons why this Vendor is a sole source provider (dated and signed).
5. There is/are no other like item(s) or product(s) available for purchase that would serve the same purpose or function.
6. **Note: This Vendor understands that by providing false information on this Sole Source Affidavit, it may be considered a non-responsible Vendor on this and future purchases and may result in discontinuation of any/all business with the City of El Paso.**

To the best of my knowledge, and as to Stryker Sales, LLC

Signature

Kathryn E. Janecke

SUBSCRIBED AND SWORN to before me on this 4 day of February

HANNAH QUADER
Notary Public, State of Michigan
County of Kalamazoo
My Commission Expires 05-05-2031
Acting in the County of Kalamazoo

Hannah Quader
NOTARY PUBLIC

Hannah Quader
PRINTED NAME

5-5-2031

MY COMMISSION EXPIRES

COMPANY NAME: Stryker Sales, LLC

ADDRESS, CITY, STATE & ZIP CODE: 11811 Willows Rd NE, Redmond, WA 98052

PHONE: 800-442-1142

FAX NUMBER: 800-732-0956

CONTACT NAME AND TITLE: Alexandra Howe, BSN, RN

WEB ADDRESS: www.stryker.com

EMAIL: alexandra.howe@stryker.com

FEDERAL TAX ID NUMBER: 22-2183590

TEXAS SALES TAX NUMBER: 13829024242

To whom it may concern,

Stryker certifies that we are the sole manufacturer of the Power-PRO™ 2 ambulance cot (Model 6507). This correspondence is to inform you of the characteristics of the Power-PRO 2 ambulance cot. These characteristics can be broken down into two primary categories: independent qualification and ease of use and maintenance.

Independent qualification

- IP36: The system is tested to withstand powerful water jets.
- Conforms to IEC 60601-1, IEC 60601-1-2, IEC 60601-1-12: The Power-PRO 2 cot conforms to industry standards for mechanical and electrical safety for medical electrical equipment intended for use in emergency medical services environment, as well as electromagnetic compatibility and immunity.
- Meets BS EN 1789 crash test safety standards when used with Power-LOAD/Performance-LOAD cot fastener and X-restraints: This is a European dynamic crash test which subjects a 50th percentile dummy to nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges or danger to the safety of persons in the road ambulance.
- Meets SAE J3027 dynamic crash test safety standards when used with Power-LOAD/Performance-LOAD cot fastener and X-Restraints.
- Designed to conform to KKK-A-1822, CAAS-GVS, NFPA-1917.
- Meets the following:
 - 16 CFR 1632 (U.S. Flammability)
 - BS EN 597-1 (European Flammability)
 - BS EN-1865-2, BS EN-1865-3 (European Power Assisted cots)
 - Meets AS/NSZ-4535 dynamic crash test safety standards when used with Power-LOAD cot fastener and X-restraints.

Ease of use and maintenance

- The cot has a weight capacity of 700 pounds.
- The cot has an adjustable loading height (up to 36 inches). Operators can use the cot control switches at the foot end of the cot to match any ambulance deck height.
- The cot can extend to 84 inches to allow for better leverage when manually loading/unloading.
- The cot can retract to 60 inches to allow for better mobility in tight spaces.
- The lithium-ion battery is placed at the foot end of the cot and can be accessed with a single hand.
- The battery's LED bars indicate battery power level, as well as charging and error status.
- The cot features a foot end light to help medics navigate through dark environments.
- Reflectors on the cot legs increase visibility for enhanced safety.
- The cot is equipped with Smart Equipment Management™ (SEM™), an interactive dashboard that helps you maximize your investment, minimize downtime and remotely manage your fleet.
- When unloading with the manual release handle, the cot utilizes hydraulic dampening. The cot will not abruptly jar the operator or patient.
- The cot is equipped with a bumper detection system that will stop the extension of the legs if they are obstructed while the cot is suspended.
- The cot legs power-retract and power-extend in 1.5 seconds, which speeds load and unload time.
- The foot end lifting bars and cot control switches at two different heights provide optimum ergonomics to most operator heights.

Emergency Care

3800 E. Centre Avenue, Portage, MI 49002 USA | P +1 269 329 2100 | Toll-free +1 800 327 0770 | [stryker.com](https://www.stryker.com)

- The transport height feature lowers the cot to a suggested level at the touch of a button for safe patient transport outside an ambulance.
- The foot end is equipped with a transport handle to provide better ergonomics while in transport height.
- The cot has 6 x 2 inch, sealed casters and bearings, including integrated steer and wheel locks that can be activated from the head end or foot end of the cot.
- The cot features powder-coating of the entire aluminum frame (including the patient handling surfaces), eliminating aluminum oxidation throughout the cot.
- The cot is power washable.

Please contact your account manager for more information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Zac Jordan', with a stylized, cursive script.

Zac Jordan
Sr. Marketing Manager

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: Power-LOAD, Power-PRO, SEM, Smart Equipment Management, Stryker. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo.

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Mkt Lit-2011 24 JUN 2020 REV A

Power-PRO™ XT Cot sole source information

To whom it may concern,

Stryker certifies that we are the sole manufacturer of Stryker's Power-PRO XT Cot (Model 6506). This correspondence is to inform you of the characteristics of the Power-PRO Cot. These characteristics can be broken down into two primary categories: **qualifications** and **ease of use**.

Qualifications:

- IPX6: The system is tested to withstand powerful water jets.
- IEC 60601-1 and IEC 60601-1-2: The Power-PRO XT Cot conforms to industry standards for mechanical and electrical safety for medical electrical devices, as well as electromagnetic compatibility and immunity.
- BS EN-1789:2007, clause 4.5.9 when used with Power-LOAD Cot Fastener and X-Restraints: This is a European dynamic crash test which subjects a 50th percentile dummy to nominal 10g deceleration for a minimum of 50ms. Following the test there shall be no sharp edges.
- Meets SAE J3027 dynamic crash test safety standards when used with Power-LOAD/Performance-LOAD Cot Fastener and X-Restraints.

Ease of use:

- The cot has a weight capacity of 700 lb.
- When unloading with the manual release handle, the cot utilizes hydraulic dampening. Thus, the cot will not abruptly jar the operator or patient.
- The battery is placed at the foot end of the stretcher.
- The cot legs power-retract in 3.5 seconds which speeds load time.
- The cot provides a load height of 36" and is operator adjustable to match the deck height of individual ambulances.
- The foot-end of the cot provides lifting bars and operator controls at two different heights, thus providing optimal ergonomics to most operator heights.
- The foot end of the cot contains a large battery indicator light which displays amber or green which indicates battery level. A warning is given by a flashing amber light, providing the operator the time to change the battery before full depletion of power.
- The Model 6506 has 6" x 2" sealed casters and bearings.
- The cot features a foot end mounted hourly usage meter. This tool can be used to determine the timing of preventative maintenance checks.
- The cot features powder-coating of the aluminum frame (including the patient handling surfaces) and sealed caster bearings, thus reducing aluminum oxidation throughout the cot.
- The cot is power washable.

Please contact your Sales Representative for further information.

Sincerely,



John Guyeskey, Sr. Manager, Downstream Marketing

Stryker or its affiliated entities own, use, or have applied for the following trademarks or service marks: Performance-LOAD, Power-LOAD, Power-PRO, Stryker. All other trademarks are trademarks of their respective owners or holders. The absence of a product, feature, or service name, or logo from this list does not constitute a waiver of Stryker's trademark or other intellectual property rights concerning that name or logo. Copyright © 2022 Stryker. M0000001063 REV AB

Emergency Care

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ProCare® Services

3800 E. Centre Ave.
Portage, MI 49002 USA
1-800-STRYKER
stryker.com

To:	Whom it may concern
Subject:	Emergency Care Parts and Service
Date:	January 1, 2025

Stryker is the only factory authorized service provider with access to proprietary software necessary to perform proper maintenance and repairs. This proprietary software manages device configurations, error codes, etc. We do not, will not and cannot sell this proprietary software to anyone and only Stryker's ProCare Service Team has access to this tool.

Stryker employs its own field service team (known as ProCare Services) to service its products. Stryker only uses OEM parts for repairs and has exclusive use of certain proprietary tools for diagnostics and repairs. Stryker Emergency Care products that require the use of such proprietary tools include, but are not limited to:

- Power-LOAD fastener
- Power-PRO cot
- LUCAS 3 chest compression system
- LIFEPAK 15 monitor/defibrillator
- LIFEPAK 20e monitor/defibrillator
- LIFEPAK 1000 defibrillator
- LIFEPAK CR Plus / LIFEPAK CR2 defibrillator

Tooling is calibrated, documented and controlled by Stryker's home offices in Portage, MI, USA and Redmond, WA, USA. Calibration records and training records are available upon request.

Service repairs are documented and reviewed by Stryker's quality team. To help ensure Stryker's commitment to quality, Stryker tracks and trends its service to help ensure the highest level of product performance for its customers. Preventive maintenance (PM) and service history documentation is available upon request.

The Quality Management System of Stryker's Medical division is ISO 13485:2016 certified.

Please contact your local Stryker representative with questions.

Tom Tackabury