
REPORT TITLE: **Stryker Power Stretcher Contract Extension**

FROM: Nancy Polsinelli, Commissioner of Health Services

RECOMMENDATION

- 1. That the contract for the supply and maintenance of Stryker power cot and loading systems for Paramedic Services (Document 2016-158P) awarded to Rowland Emergency Vehicle Products Inc. be increased in the amount of \$750,000.00 (excluding applicable taxes) for a revised contract amount of \$6,810,115.00 pursuant to Procurement By-law 30-2018, as amended; and**
- 2. That authority be granted to renew the Contract on an annual basis for three optional 12-month periods for annual purchase of stretchers and loading systems as well as on-going maintenance in the estimated annual amount of \$600,000.00 (excluding applicable taxes), subject to satisfactory performance, price and approved budgets; and**
- 3. That authority be granted to increase and extend the contract for any additional goods and services that are deemed proprietary, to maintain the lifecycle of the equipment and to the limit of the approved budget for power cot and loading equipment.**

REPORT HIGHLIGHTS

- In 2016, Paramedic Services conducted a competitive procurement process for power load stretchers and loading systems to reduce workplace injuries.
 - Stretcher related musculoskeletal injuries have reduced by approximately 60 per cent.
 - Present market conditions are limiting the availability of the power cots and loading systems due to supply chain implications.
 - There are sufficient funds available in the approved budget to carry out the report's direction for the first 12-month period.
 - In accordance with Procurement By-law 30-2018, as amended, the process to increase this Contract requires Council approval.
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DISCUSSION

1. Background

In 2016 Paramedic Services collaborated with their internal partners (union, health and safety, logistics, education, and procurement) to conduct an extensive Request for Proposal (RFP) for an ambulance power stretcher and loading equipment solution. The objective was to procure equipment that would attribute to decreasing musculoskeletal disorders for

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paramedic staff associated to the use of manual lift style stretchers for patient conveyance which were currently in use.

Proposals provided by Ferno Canada, and Rowland Emergency Vehicle Products Inc. were reviewed and evaluated by an evaluation committee. The evaluation included vendor experience, product features and service requirements. Both vendor submissions advanced to the next phase which included a vendor demonstration and product trial. Key areas were evaluated as part of the overall assessment including automatic and manual operation, ergonomics, mobility, stability, maneuverability, comfort, and compatibility.

The submission from Rowland Emergency Vehicle Products Inc. who is the Ontario representative for Stryker power load systems and stretchers provided innovative features that satisfied key health and safety concerns.

The automated patient transport equipment is made up of two components: the power stretcher and the loading system. The power stretcher, through its battery powered hydraulic system, raises, and lowers the patient, eliminating the need for manual lifts. The loading system helps boost safety through supporting the stretcher during loading and unloading into the vehicle. This eliminates the need to steer the cot into and out of the ambulance and helps minimize patient drops by supporting the cot until the wheels are on the ground.

The reduction in spinal and joint load helps prevent cumulative trauma injuries to the paramedics. Within the first year of utilizing the automated patient transport equipment Paramedic Services recognized a dramatic decrease in musculoskeletal injuries by approximately 60 per cent.

2. Current Status

The current contract with Rowland Emergency Vehicle Products Inc. is in the final term of a seven-year contract for the maintenance and purchase of Stryker power load stretchers and systems. Approximately 80 per cent of the initial power cot and loading systems installed in 2016 are scheduled to be replaced in 2023, based on the recommended seven-year life cycle; current contract expires May 2023.

Contract pricing is established at the manufacturer level; Stryker Corporation provides pricing annually to Rowland Emergency Vehicle Products Inc. Regardless of agency size and contract amount; all Paramedic Services across Canada pay the same price. Historically, year-over-year increases from Stryker have been three per cent on average; however a seven per cent increase was implemented in 2022 due to material increases.

Paramedic Services patient care would be affected if the service had to run two different power stretcher and loading systems in parallel due to the incompatibility of the equipment with other existing components of the Region's emergency fleet. As such, Paramedic Services is recommending the continuation of the contract with Rowland Emergency Vehicle Products Inc., they are the only Canadian company for Stryker power load systems and stretchers, for equipment maintenance and new purchases. In accordance with Procurement By-law 30-2018, as amended, the process to increase and extend this Contract requires Regional Council approval.

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Paramedic Services is seeking a contract extension to leverage the existing life cycle of the power cot and loading equipment. The extension and option terms will also allow the program to purchase new devices for the enhancement vehicles as approved by Council. As the supply chain is fragile at this time and there is no guarantee in receiving multiple replacement units for the entire system, Paramedic Services is recommending deferring the capital expenditure of approximately \$7.1M for three years, when the market becomes more stable, costs and equipment supply return to normal levels. At that time logistics will begin to review the condition of the current stretchers in the fleet and begin replacing those that are determined to be end of life. The 10-year capital plan accounts for this replacement value.

FINANCIAL IMPLICATIONS

There is no net financial impact from the award of this contract. There are sufficient funds in the 2023 capital budget to fund the proposed \$750,000 to the contract. The three additional terms will be identified in the annual budget process for approval by Council.

CONCLUSION

Rowland Emergency Vehicle Products has provided good service and value to the Region and who can certify and install the current Stryker power cot and loading system into Paramedic Services fleet of ambulances, as required by the Ministry of Health vehicle standard. The additional funds for 2023 and the optional terms of extension will allow Paramedic Services to manage the system until the supply chain catches up with the materials required for these devices.



Nancy Polsinelli, Commissioner of Health Services

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