



## Defibrillators

**Subject:** Procurement Report  
**Date:** 15<sup>th</sup> November 2017  
**Reference:** HWFRS/16 (10422)

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### 1. Background

Hereford and Worcester Fire & Rescue Service (HWFRS) needs to replace of its current Automated External Defibrillators (AED) across the service, in order to provide the best level of care to the community, as the current model HWFRS have in Service have ceased production, so a replacement is not an option.

By procuring new models for all front line appliances (Fire Engine) as well as strategic locations around the service, HWFRS can ensure the provision of high quality care for its communities for the foreseeable future, thus upholding the core purpose of Saving More Lives.

Automated External Defibrillators (AED) are easy to use, compact, portable and very effective. They are designed to be used by lay persons; the machines guide the operator through the process by verbal instructions and visual prompts. They are safe and will not allow a shock to be given unless the heart's rhythm requires it. They are designed to be stored for long periods without use and require very little routine maintenance.

### 2. Service Review

Following the review of our current provision and engagement with service delivery via the Fleet Equipment Steering Group (FESG) the user need operational requirements were captured within the User Specification.

See **Appendix 1**- Specification.

The option for a national collaborative procurement was explored, which resulted in HWFRS being a part of the Chief Fire Officer Association (CFOA) evaluations/trials consulting with West Sussex, Kent and Shropshire Fire and Rescue Service back in 2016.

As part of the review compatibility of AEDs with local ambulance services was looked at during the CFOA trials and classified as desirable but not essential. However these collaborative options were abandoned due to the variance in requirements and number of devices already in existence.

The National route is to procure from the NHS Framework.

HWFRS also explored collaborative options with our Regional Partners. West Mercia Police, Warwickshire Police, Hereford and Worcester Fire & Rescue Service, Warwickshire Fire & Rescue Service, Shropshire Fire & Rescue Service who all expressed an interest in purchasing a number of Automatic and Semi Automatic Defibrillators.

\* Note: Staffordshire & West Midlands Fire Services are currently in a separate contract however they wish to have the option to use this our contract once their current arrangements have ceased.

As part HWFRS review and finalising the collaboration process the following documents were agreed.

## Finalising of Tender Documents

### 1. Quotation, Specification, Pricing Schedule- **Appendix 2**

The specification was agreed by the Equipment Project Officer for HWFRS and West Mercia- Supplies Business Manager and included the following headings:-

- Financial (40%)
- Non Financial (60%)- Trained by HWFRS Red, Green and White Watch
  - 1. Voice Prompt**
    - The voice prompts were clear and concise and assisted when bringing the unit into use during rapid response
    - The aural prompts could be clearly seen and hear in noisy environments
  - 2. Usability**
    - The AED was simple and uncomplicated in use
    - The visual prompts could be clearly seen and hear in poor lighting
  - 3. Durability**
    - The AED unit was solid and robust and has the ability to withstand Fire Service wear and tear
    - The pads are strong durable and easy to replace
  - 4. Product Quality**
    - The AED is of appropriate size and weight to be added to an existing/future trauma pack design
    - The visual daily test indicator was visible when checking for operational preparedness
  - 5. Product Advantages**
    - The unit provides CPR feedback on your performance during use
    - The AED pads have clear visual indicators showing pad replacement date

The Specification was split in to two Lots.

The Authority requires a one off purchase of the following from Lot 1:-

- 57 Defibrillators (+ Training Defibrillators)
- 10 Replacement Pads
- 3 Cabinets
- 54 Carry Cases

### **3. Procurement**

The Tender for Defibrillators was advertised on 25<sup>th</sup> July 2017, with a closing date for applications on 28<sup>th</sup> August 2017.

This was undertaken as a mini competition/quotation through the NHS Supply Chain Framework- External Defibrillation Devices, Related Equipment and Associated Accessories, run by The Police and Crime Commissioners for Warwickshire and West Mercia.

NHS Supply Chain Framework- External Defibrillation Devices, Related Equipment and Associated

- Aero Healthcare Ltd
- Amazon Medical Limited
- BCAS Biomedical Services Ltd
- Cardiac Services Ltd
- Cardiologic Ltd
- Laerdal Medical

- Martek Medical
- Medacx Limited
- Mindray UK Ltd
- Nihon Kohden UK Ltd
- Ortus Technology Ltd
- Physio Control UK Sales Ltd
- Reliance Medical
- WEL Midical
- Zoll Medical

#### 4. Evaluation Stage

##### Evaluation Stages

- Stage 1- Evaluated Price (40%)
- Stage 2- Non Financial (60%)
- Stage 3- No amplification/clarification requested

Evaluation questions were based on the following overarching criteria and weighted scores:

Award Criteria	Weightings
Price	40%
Non Financial 1. Voice Prompt 2. Usability 3. Durability 4. Product Quality 5. Product Advantages	60%

Only 6 bids were received from the suppliers listed below.

##### Suppliers Lot 1

- Aero Healthcare Ltd
- Amazon Medical Limited
- Martek Medical
- Reliance Medical
- WEL Midical
- Zoll Medical

##### **Stage 1- Price (40%)**

A full cost evaluation was carried out on the suppliers returned pricing schedules based on HWFRS requirements.

- 57 Defibrillators (+ Training Defibrillators)
- 10 Replacement Pads
- 3 Cabinets
- 54 Carry Cases

Two suppliers were rejected at this stage due to the costs submitted were considerably higher than all the other bids and even the highest non-financial score would not have brought it to an equivalent level so were not evaluated any further, please see table below for full scoring and supplier.

**Stage 2- Non Financial (60%)**

The suppliers tenders submissions were reviewed against the above criteria and specification (**Appendix 2**) with the evaluation panel consisting of Equipment Project Officer for HWFRS, Procurement and Contracts Manager for HWFRS and West Mercia- Supplies Business Manager representatives, agreeing, through consensus, an overall score for each question.

The below table summaries the weighted scores achieved by each of the suppliers

Question	Aero Healthcare	Welmed	Amazon	Reliance	Zoll Medical	Reliance Medical
Price 40%	40%	30.33%	28.63%	37.40%	0%*	0%*
Non Financial (60%)	26.80%	47.60%	33.60%	38.00%		
<b>Total score</b>	<b>66.80%</b>	<b>77.93%</b>	<b>62.23%</b>	<b>75.40%</b>	<b>0%</b>	<b>0%</b>

\*Submission that scored 0 in total for any category are considered to be below an acceptable level and are likely to be rejected. On this occasion the Cost came above the £50,000 budget level.

**5. Recommended Decision**

WEL Medical LTD (iPAD) are appointed for the purchase of Defibrillators and Associated Products.

Contract Value would be £41,143.79 based on a one off purchase.

- 57 Defibrillators (+ Training Defibrillators)
- 10 Replacement Pads
- 3 Cabinets
- 54 Carry Cases

**6. Savings Achieved**

HWFRS benefited from using the NHS Framework as it is: quick and easy to use, no sign up fee, quantity price breaks available.

Through the collaborative procurement exercise HWFRS qualified for the quantity price breaks offered, resulting in a saving of £2,139.21 based on the 57 units purchased.

The Authority also made non cashable savings due to West Mercia Police running the tender exercise and using the NHS Supply Framework and not having to run a full tender process. (Approx cost; own procurement cost process estimated at 10 days worth of effort at £150 per day. Use of framework resulted in 4 days at £150 per day therefore a 'non cashable' savings of £900 can be demonstrated (saved 6 days at £150 per day= £900)

**7. Full Audit trail (including Specification/Scoring matrix)**

<http://sharepoint1/sites/Procurement/Contracts/OperationalEquipment/HWFRS16%20Defibrillators/Forms/AllItems.aspx>

Appendix 1- Specification	 Defibrillator Specification.doc
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**Appendix 2-** Quotation, Specification, Pricing  
Schedule



Quotation Document  
Final version.doc