

Report PSR-CW-02-17

To: Warden Barfoot and Members of Grey County Council
From: Mike Muir, Director of Paramedic Services
Meeting Date: March 9, 2017
Subject: **Five Year Ambulance Purchase Tender**
Status: Recommendation adopted by Committee as presented per Resolution CW44-17; Endorsed by County Council March 23, 2017 per Resolution CC13-17;

Recommendation

- 1. That Paramedic Services proceed with a tender for new ambulance purchases with a provision for a five year contract with the successful bidder for the years 2017 through 2021.**

Background

Staff is seeking council approval to tender for new ambulance purchases with a provision to award the successful bidder with a five year purchase contract beginning in 2017 and ending in 2021. This would be a similar approach to the 2012-2017 single source award to Demers Ambulance with one exception. This process will see Grey County's standard tendering whereas the Ministry of Health Vendor of Record program was used in the past. The purpose of the five year purchase program is to maintain a consistent fleet of ambulances in terms of layout, maintenance and paramedic familiarity.

Ambulances are replaced on a six year replacement cycle as part of the Five Year Capital Forecast process. The replacement cycle takes into account vehicle safety and reliability, overall mileage and maintenance history.

Fleet Standardization

Current Situation

The service has a current fleet of fifteen Demers ambulances which are GM Express Cutaway 3500 series vans with a gas engine chassis. These ambulances have a

similar cab and patient care compartment configuration, electrical and lighting, exterior access points, door styles and patient care equipment locations. Grey County has implemented a standardized patient care equipment storage program throughout the ambulances including all compartments and response bags.

Paramedic Perspective

All fifteen ambulances currently in the fleet have been consistently modified for Grey County Paramedic Services within the storage area and the patient care compartment, to allow for rapid access of equipment. This standardization model ensures that the paramedics and allied agency personnel are able to efficiently locate all patient care equipment and supplies in all ambulances especially in critical and potentially life-threatening patient care situations.

Maintenance Perspective

Mechanical preventative maintenance and repair operations on all ambulances are completed by Transportation Services mechanical staff. The deployment of a consistent ambulance conversion platform allows for parts and repair efficiencies and expertise. Staff performing preventative maintenance and repair operations on ambulances have been specifically trained and certified by the current vendor to perform such maintenance and repair duties on the current platform. Parts standardization and stocking reduces turnaround time for maintenance and repair.

Certification Requirements

All ambulances purchased for use in the department must be certified compliant with the current Ontario Provincial Land Ambulance and Emergency Response Vehicle Standard (Version 4.1, July 15, 2010).

Ambulance Vendors

There are two manufacturers of ambulances in Canada that meet the Ontario standards for ambulance conversions meeting the County's current model. They are Demers Ambulances Incorporated located in Quebec and Crestline Coach Ltd. located in Saskatchewan. The department has experience with both Demers and Crestline Coach. Both vendors are capable of providing our current model with similar specifications.

Financial/Staffing/Legal/Information Technology Considerations

Financial – The tendering process will include a five year costing model to ensure that the County receives the best price. The capital budget forecasts the following replacement schedule: 2017 – 3 ambulances (\$522,567), 2018 – 2 ambulances (\$355,346), 2019 – 2 ambulances (\$362,452), 2020 – 2 ambulances (\$369,702), 2021 – 3 ambulances (\$565,643). The tender will include a provision for annual increases based on the Canadian consumer price index (CPI) for the previous calendar year.

Link to Strategic Goals/Priorities

Service Excellence - The standardization model ensures that the paramedics and allied agency personnel are able to consistently and efficiently locate all patient care equipment and supplies in all of our ambulances especially in critical and potentially life-threatening patient care situations.

Attachments

None

Respectfully submitted by,

Mike Muir
Director of Paramedic Services