

CITY OF PALM DESERT

STAFF REPORT

MEETING DATE: July 10, 2025

PREPARED BY: Bertha A. Cepeda-Escobedo, Business Operations Manager

SUBJECT: AUTHORIZE FUNDS FOR THE PURCHASE OF GURNEYS AND STAIR CHAIRS FROM STRYKER SALES CORPORATION

RECOMMENDATION:

1. Authorize an additional \$1,376 for the purchase of gurneys and stair chairs from Stryker Sales Corporation for a total purchase price of \$236,647.87 in Fiscal Year 2024/25.
2. Authorize the purchase of gurneys and stair chairs from Stryker Sales Corporation for an amount not to exceed \$118,244.70 in Fiscal Year 2025/26, plus a \$5,000 contingency for unforeseen expenses.
3. Authorize the City Manager to execute any documents necessary to effectuate the actions taken herewith.

BACKGROUND/ANALYSIS:

The City's Fire Services Division anticipates the ongoing need for gurney and stair chair replacements and outfitting as new medic units are added, existing units are remounted, and older equipment reaches end-of-life due to normal wear and heavy usage. In accordance with our contract, the City is responsible for these purchases."

To ensure uninterrupted emergency medical services and operational efficiency, staff program an annual allocation for these critical equipment needs. This strategy will:

- Align with scheduled vehicle replacements and remounts
- Minimize delays in emergency response readiness due to equipment incompatibility
- Allow bulk purchasing to improve pricing and reduce the administrative burden
- Ensure compliance with current safety and operational standards

Discussion

On December 11, 2024, the City Manager approved the purchase of Stryker gurneys, stair chairs, and related medical equipment in the amount of \$235,647.87 for outfitting of Medic 102, as well as remounts of Medics 233 and 271. The purchase was made through Stryker Sales Corporation, the manufacturer of gurneys and cots currently in use across all City-operated ambulances.

Stryker equipment is designed to meet Riverside County Fire Department standards and integrates seamlessly with the City's existing ambulance mounting systems, electrical connections, and loading mechanisms. Procuring equipment from another manufacturer would require significant retrofitting, increasing both cost and downtime.

City of Palm Desert
Approve Additional Funds for Stryker Gurneys and Chairs

Staff explored third-party procurement options but found that alternative vendors only serve as resellers, offering the same equipment at higher prices due to markups. Therefore, direct procurement from Stryker remains the most cost-effective and operationally sound approach.

All equipment has been delivered and invoiced. However, due to the implementation of Measure G (effective April 1, 2025), the final invoice included an additional \$1,376 in sales tax. In addition, the City recently entered into a preventive maintenance agreement with Stryker. When combined with the equipment purchase, this exceeds the City Manager's aggregate purchasing authority with a single vendor, necessitating City Council approval.

Staff also request authorization to proceed with the programmed Fiscal Year 2025/26 purchase of Stryker equipment. A quote was received in the amount of \$118,244.70 which includes applicable trade-in credits, freight, and 8.75% sales tax. Staff request approval to include a \$5,000 contingency for unforeseen costs: a total of \$123,244.70.

Legal Review:

This report has been reviewed by the City Attorney's Office.

FINANCIAL IMPACT:

The Public Works Department Capital Improvement Project (CIP) List for Fiscal Year 2025/26 includes funds under Account No. 5304220-4403000 for the purchase of Stryker equipment; therefore, there is no additional financial impact to the general fund with this action. The table below illustrates the funding and costs of the Stryker equipment:

<i>Equipment / Account</i>	<i>Budget</i>	<i>Expenses</i>	<i>Balance</i>
<i>FY 23/24 CIP 534220-4403000</i>	\$250,000		
<i>Stryker Gurney / Stair Chairs</i>		\$235,647.87	
<i>*Additional Funds</i>		\$1,376.00	
<i>Proposed FY 25/26 CIP 5304220-4403000</i>	\$175,000		
<i>*FY 25/26 Stryker Equipment</i>		\$118,244.70	
<i>*FY 25/26 Equipment - Contingency</i>		\$5,000.00	
<i>Totals</i>	\$400,000	\$365,268.57	\$34,731.43

***Current Request**

Any remaining funds will be reallocated towards the purchase of other emergency medical equipment.

ATTACHMENTS:

1. FY 24/25 Stryker Quote 11021567
2. FY 24/25 Stryker Quote 11026195
3. FY 25/26 Stryker Quote 11044805