

**Extensions to Direct Purchase Agreements
with Aggregate Terms of Greater than Five Years**

#	Vendor	Product or Service	Extension Term	Total Cost (Estimated*)
1	Stryker Canada ULC	Automated external defibrillators, parts and services	Five years (2020-2025)	\$600,000
<p>Automated external defibrillators (AEDs) from Stryker Canada ULC (Stryker) are currently installed in Regional buildings for public use in responding to individuals experiencing sudden cardiac arrest. The AEDs are collectively monitored by a Stryker software system that reports on equipment status and provides service alerts.</p> <p>Stryker AEDs are used in both Regional buildings and Paramedic Services' emergency response vehicles. This interoperability with front line equipment maintains CPR quality and saves critical time when transitioning care from the public responder to paramedics. As a result, new AEDs, parts, repairs and maintenance services for AEDs in Regional buildings are directly purchased from Stryker as compatibility with existing equipment is the paramount consideration.</p> <p>This contract was previously extended under purchasing authorizations provided by Council in June 2016. The requested extension includes options for different term lengths for a combined total of five years. The selection of term length will depend on the best value available at time of renewal that is within the total term authorized by Council.</p>				
2	Handicare Canada	Ceiling and portable lifts	Five years (2020-2025)	Ceiling lifts: \$101,000 Portable lifts: \$460,000
3	Arjo Canada Inc.	Ceiling and portable lifts	Five years (2020-2025)	Ceiling lifts: \$50,000 Portable lifts: \$700,000
<p>Ceiling and portable lifts from Handicare Canada and Arjo Canada Inc. are used by staff in the Region's long term care homes to safely and comfortably transfer residents in a dignified manner.</p> <p>A ceiling lift is a motorized device that lifts and transfers a patient from point to point along an overhead track. A portable lift provides the same functionality but can easily be moved for use in different locations.</p> <p>Continued use of lift systems from Handicare Canada and Arjo Canada Inc. mitigates health and safety risks for staff and residents, as staff are well-trained on and familiar with the operation and servicing of the devices. Specific to the ceiling lifts, maintaining the same products allows for continued use of the existing track systems. As a result of these considerations, new and replacement ceiling and portable lifts are directly purchased from Handicare Canada and Arjo Canada Inc. as compatibility with existing equipment is the paramount consideration.</p> <p>The requested extension includes options for different term lengths for a combined total of five years. The selection of term length will depend on the best value available at time of renewal that is within the total term authorized by Council.</p>				

*The estimated cost calculations factor in annual cost adjustments and forecasted changes in user, business and operational requirements.