



The Commonwealth of Massachusetts
Department of State Police

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November 4, 2014

Stephen M. Brewer, Chairman
Senate Committee on Ways and Means
State House Room 212
Boston, MA 02133

**RE: COST TO EQUIP ALL STATE POLICE CRUISERS WITH AN AUTOMATIC
EXTERNAL DEFIBRILLATOR**

Dear Chairman Brewer:

In accordance with Chapter 165 of the Acts of 2014 (line item 8100-1001) the Department of State Police hereby reports to your Committee on Ways and Means the cost of equipping all state police vehicles with automated external defibrillators (AED).

Presently, the Department of State Police deploys 323 automated external defibrillators statewide. Of this total, 78 are deployed to static locations (i.e., State Police Stations, the State Police Training Academy and the various Detective Units), the balance are assigned to individual Troopers who work in both field and investigative units.

Of the current inventory, 50 AED's were purchased with Department funds in 2013. Although these 50 units are in excellent condition they will require replacement batteries in CY 2015. The other 273 AED's were purchased with Federal grant funds in 2004 and are in need of replacement.

Today, the Department of State Police's troop strength is 2,190 Troopers. The Department's recommended troop strength is 2,500 Troopers. Our average troop strength over the last ten years has been slightly less than 2,300 members.

Assuming the 50 AED's that were purchased in 2013 remain viable, the Department would have to purchase 2,300 AED's to be positioned to issue one AED to each Trooper while still having a sufficient number of units for training and inventory. To this end and on October 13, 2014, the Department solicited and received a purchase quote from Physio-Control Inc for 2,300 AED units. Physio-Control Inc. is a qualified state

vendor for AED sales and service. Physio's quote of \$1,557.00 per unit, included the cost of an AED with a five year warranty, carrying case, batteries and pads (see attached). The quote is subject to a volume purchase of 2,300 units ordered on or before December 24, 2014. The total cost of this purchase would be \$3,581,100.00.

In addition to the above stated purchase cost the Department would require additional FF funding every other year, beginning the year after the purchase, for replacement batteries and pads. Beginning the year after the initial purchase, the Department would need \$954,500 every other year for these replacement items. Physio has quoted replacement batteries at \$335.00 per unit and pads at \$40 per adult set¹.

With regard to training, the Department presently trains all members bi-annually on the use of AED's. Accordingly, there would be no additional training costs associated with this purchase.

SUMMARY COST TABLE²

Fiscal Year	Purchase of 2300 Units	Batteries	Pads	Total
2015	\$3,581,100.00	0	0	\$3,581,100.00
2016	0	0	0	
2017	0	\$770,500.00	\$184,000.00	\$954,500.00
2018	0	0	0	
2019	0	\$770,500.00	\$184,000.00	\$954,500.00
2020	0	0	0	
2021	0	770,500.00	\$184,000.00	\$954,500.00
2022	0	0	0	
Eight Year Total				\$6,444,600.00
2023	\$3,581,000.00	Purchase 2,300 new AED's		

In order to purchase a sufficient number of AED's to equip all state police cruisers with an AED, have a sufficient number of units for training and a sufficient number of AED's in inventory the Department would require a one time outlay of \$3,581,100. Additionally, every other year thereafter, the Department would require \$954,500 for the purchase of batteries and pads. After the third iteration of battery and pad replacement the AED will be ready for replacement.³ **The eight year cost projection for the purchase of 2,300 AED's and the associated operational support costs is \$6,444,600 at present day pricing.**

In closing, the Department recognizes the magnitude of this investment. In the event the Legislature is interested in advancing this initiative by way of a scheduled or phased

¹ Although adult pads may not be used within the two year period, they expire and must be replaced.
² This pricing is constructed on Physio-Control's quote # 1-271029196, which expires on December 24, 2014 (attached) and present day battery and pad pricing.
³ The Department of the Army Technical Bulletin (TB MED 7) lists life expectancy of an AED at eight years)

approach, the Department of State Police would welcome an opportunity to assist in the development of alternative implementation methodologies.

On behalf of the Department of State Police thank you for your continued support of our mission. In the event I may provide additional information or clarification, please feel free to contact me at 508-820-2355.

Sincerely



John F Flynn
Chief Administrative Officer
Massachusetts Department of State Police

Cc: Dana Clowes, ANF
Ann Powers, Undersecretary EOPSS
Michelle Small, Chief of Staff, EOPSS
Colonel Timothy Alben, MSP
Lt. Colonel James Hanafin, MSP
Lt. Colonel Sharon Costine, MSP



Physio-Control, Inc.
 11811 Willows Road NE
 P.O. Box 97023
 Redmond, WA 98073-9723 U.S.A
 www.physio-control.com
 tel. 800.442.1142
 fax 800.732.0956

To: Bill McElhiney
 Troop E
 Mass State Police Academy
 340 West Brookfield Road
 New Braintree, MA 01531
 Phone: (508) 867-9492
 Fax: (508) 867-1158
 william.mcelhiney@state.ma.us

Quote#: 1-271029196
Rev#: 1
Quote Date: 10/13/2014
Sales Consultant: Michael Hooper
 800-442-1142 x 72538
FOB: Destination

Terms: All quotes subject to credit approval and the following terms & conditions

Pricing offered for 2300 units to be purchased up front by December 24, 2014.
 Contract: State of MA - FIR03

Exp Date: 12/24/2014

Line	Catalog #/Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total								
1	99425-000023 - LIFEPAK 1000 Basic w/ Graphical Display - 5 Year Warranty Included at No Charge: 41425-000034-ShipKit 11425-000007-Carrying Case 11425-000012-Strap for Carrying Case 11141-000156-Battery 11996-000017- QUIK-COMBO REDI-PAK electrodes (2 pair per unit) 26500-003457-Operating Instructions	2300	\$2,595.00	\$1,038.00	\$0.00	\$1,557.00	\$3,581,100.00								
SUB TOTAL							\$3,581,100.00								
ESTIMATED TAX							\$0.00								
ESTIMATED SHIPPING & HANDLING							\$0.00								
GRAND TOTAL							\$3,581,100.00								
<table border="1"> <thead> <tr> <th colspan="2">Pricing Summary Totals</th> </tr> </thead> <tbody> <tr> <td>List Price:</td> <td>\$5,968,500.00</td> </tr> <tr> <td>State of MA - FIR03 Contract Discount:</td> <td>-\$1,193,700.00</td> </tr> <tr> <td>Cash Discounts:</td> <td>-\$1,193,700.00</td> </tr> </tbody> </table>								Pricing Summary Totals		List Price:	\$5,968,500.00	State of MA - FIR03 Contract Discount:	-\$1,193,700.00	Cash Discounts:	-\$1,193,700.00
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GRAND TOTAL FOR THIS QUOTE							\$3,581,100.00								