

RESOLUTION NO. 2021- 299

RESOLUTION AMENDING RESOLUTION 2021-75,
AWARDING A CONTRACT FOR EMSCHARTS
ELECTRONIC PATIENT RECORDS SOFTWARE
MAINTENANCE RENEWAL.

WHEREAS, on February 9, 2021, the City Council of the City of Vineland, adopted Resolution No. 2021-75, entitled "A RESOLUTION AUTHORIZING AWARD OF A CONTRACT TO PENN CARE, INC., NILES, OH, FOR EMSCHARTS ELECTRONIC PATIENT RECORDS SOFTWARE MAINTENANCE RENEWAL, IN AN AMOUNT NOT TO EXCEED \$19,332.00"; and

WHEREAS, Penn Care Inc. at the time of the award was a distributor for ZOLL Data Systems, Inc., the manufacturer of emsCharts software products; and

WHEREAS, the City has been notified by Penn Care and ZOLL indicating that Penn Care is no longer a distributor and that ZOLL Data Systems, Inc. will now directly service emsCharts systems; and

WHEREAS, it is in the best interest of the City of Vineland to amend Resolution 2021-75 to cancel contract C21-0042 issued to Penn Care and issue the contract to ZOLL Data Systems, Inc., Broomfield, CO, at the same cost and services as were initially awarded to Penn Care;

NOW, THEREFORE BE IT RESOLVED, by the City Council of the City of Vineland that Resolution No. 2021-75 is hereby amended to cancel contract C21-0042 issued to Penn Care and issue the contract to ZOLL Data Systems, Inc., Broomfield, CO, for emsCharts Electronic Patient Records Software Maintenance Renewal, in the amount not to exceed \$19,332.00, beginning May 1, 2021 through April 30, 2022.

Adopted:

President of Council

ATTEST:

City Clerk

AMENDING RESOLUTION REQUEST



FROM: Miguel A. Mercado, Purchasing Agent

TO: Business Administration

Date of Request: June 10, 2021

City Council Meeting Date: June 22, 2021 or July 13, 2021

Title:

Resolution Request:

This is a request to amend Resolution No. 2021-75 for EMSCHARTS Electronic Patient Records Software Maintenance Renewal. City Council approved award to Penn Care, Inc. in the amount not to exceed \$19,332.00 for the period April 25, 2021 through April 24, 2022. Award was made as a Non-Fair and Open contract.

Penn Care at the time was a distributor for ZOLL Data Systems, Inc. providing the emsCharts products, however, recent documentation (see attached) has been received from both Penn Care and ZOLL that Penn Care is no longer a valid distributor for ZOLL products. As such, this amending resolution is to cancel Penn Care's contract (C21-0042) and award to ZOLL Data Systems, Inc., at the same cost and services that were initially awarded to Penn Care. Pay-To-Play documents have been requested from ZOLL and will provide them as soon as received.

The vendor is: ZOLL Data Systems, Inc.
11802 Ridge Parkway, Suite 400
Broomfield, CO 80021

Contract Period: May 1, 2021 through April 30, 2022.

Any questions or need additional information, please contact me.

Sincerely,


Miguel A. Mercado, QPA



Mercado Miguel

From: Tara Savon <tara@penncare.net>
Sent: Wednesday, May 26, 2021 10:04 AM
To: Rivera Mariaelena
Subject: Re: [Sales] emsCharts

Follow Up Flag: Follow up
Flag Status: Completed

Good morning Mariaelena,

I'm finally back in the office and getting caught up. I looked into this further and spoke with Jamie in AR. The last invoice we have for Vineland that needs a PO number is from May 2020. If the PO you are referring to is for the May 2021 invoice, that will need to go to Zoll directly.

Zoll made the decision to terminate the contract that emsCharts has had with Penn Care, for 18 years, and take all of the accounts direct. We did send some correspondence to our customers as soon as we heard the news. Because of this, all billing and account questions will need to be directed to Zoll. They provide the contact information that I've attached below.

It was great working with you folks.

Thank you,
Tara

accountsreceivable@zoll.com
Finance: 303-801-1856

Check out the new Philips Tempus monitor solution or look for grants!

Tara Savon EMS Supplies & Philips Tempus Representative



Address: 1317 North Road, Niles, OH
44446 Phone: 800-392-7233 X 125 Fax: 330-544-
0022 Website: www.penncare.net



On May 18, 2021, at 1:00 PM, Rivera Mariaelena <merivera@vinelandcity.org> wrote:

That is fine. Hope all is well with you! I will wait for your update.

Thank you,

Attention: Finance Department

April 12, 2021

Your agency is a user of ZOLL emsCharts ePCR software, which has been provided to you through Penn Care Inc, a distributor serving the EMS community. Recently, ZOLL Data Systems—the manufacturer of emsCharts software—and Penn Care Inc. agreed to end their distribution relationship. This means that, going forward, your emsCharts system will now be serviced directly by ZOLL Data Systems.

This letter and the attached frequently asked questions (FAQs) provide important information about the changes you will see as a result of your new, direct relationship with ZOLL Data Systems.

Invoicing Changes

Beginning with invoices issued after April 30, 2021, all invoices for the emsCharts product will come from ZOLL Data Systems. There is a new remit to address, shown below, and checks should be made out to ZOLL Data Systems Inc. For invoices issued by Penn Care prior to May 1, 2021, please remit those payments directly to Penn Care.

Sales Tax

ZOLL Data Systems is required to collect and remit sales taxes in every state that imposes a tax on any of our products. We understand that many of the customers moving to ZOLL Data Systems will have state sales tax exemption certificates. Please send your sales tax exemption certificate listing ZOLL Data Systems, Inc. as the supplier to the street address or email address below.

We have attached our current W9 to help in setting up ZOLL Data Systems as a vendor – if you need any further documentation, please contact us at the number below.

Send future payments and tax exemption certificate to:

ZOLL Data Systems, Inc.
ATTN: Accounts Receivable
11802 Ridge Parkway Suite 400
Broomfield, CO 80021

AccountsReceivable@zoll.com

303.801.1856

ZOLL Data Systems is excited to welcome you to the ZOLL family. Please review the attached documentation and do not hesitate to reach out with any questions or additional information you may require.

Sincerely

Sandy King
Director of Operational Accounting
ZOLL Data Systems, Inc.