

**Johnson County
Ambulance District**
500 E. Young Ave.
Warrensburg, MO 64093
Office: 660.747.5735



**Dustin Gamblin
EMS Chief**
Email: dgamblin@jocoamb.com
Office: 660.362.1621
www.jocoamb.com

Cardiac Monitor Proposal

The District has experienced ongoing reliability issues with the current cardiac monitors. Historically, failed units were sent to the manufacturer for repair with a loaner provided; however, parts shortages and import restrictions have significantly increased repair times and reduced loaner availability. The manufacturer is also preparing to designate these monitors as “end of life,” creating additional concerns with parts, repairs, and long-term support. Given these challenges, moving the replacement project forward will allow the District to proactively replace the monitors before support becomes more limited and failures create operational concerns.

Since cardiac monitors were identified in the 2027 Capital Replacement Plan, the District assembled a Task Force to evaluate the two primary pre-hospital cardiac monitor options, ZOLL and Stryker, in anticipation of a 2027 implementation. The Task Force participated in full demonstrations of both systems, providing members with hands-on experience and the opportunity to evaluate each monitor in an operational setting. Both options meet the District’s clinical and operational needs and would provide reliable service.

Following the evaluation, the Task Force identified the Stryker LIFEPAK 35 as the preferred option, primarily due to its ease of use and larger, more visible display.

Proposal Comparison

The District received written proposals from both manufacturers for 13 cardiac monitors:

	Stryker LIFEPAK 35	Zoll Zenith
Monitors & Equipment	\$706,073.42	\$703,826.64
Warranty & Service	\$187,419.05 – 7 Years	\$129,636.00 – 5 Years
Data	\$539.00	\$18,312.00
Equipment Trade In	-\$123,500	-\$72,500
Total Cost	\$770,531.47	\$779,274.64

Lease Purchase Option

Both manufacturers are offering a three-year, 0% lease-purchase program with annual payments.

- Stryker: \$256,843.82 annually for three years, with a \$1 purchase option at the end of the term.
- ZOLL: \$259,758.21 annually for three years.

**Johnson County
Ambulance District**
500 E. Young Ave.
Warrensburg, MO 64093
Office: 660.747.5735



**Dustin Gamblin
EMS Chief**
Email: dgamblin@jocoamb.com
Office: 660.362.1621
www.jocoamb.com

Technimount Equipment

To safely mount the cardiac monitors to the District's ambulances and stretchers, the existing Technimount mounting equipment will need to be upgraded. The cost is approximately \$995 per device, for an estimated total of \$13,135 including shipping.

Image Trend – ePCR Data Integration

The remaining component is integration of the cardiac monitors with the District's Image Trend ePCR system for automatic data import. The District is currently awaiting a quote from Image Trend for this integration. The final cost will be incorporated into the project once received.

Recommendation

Based on the Task Force's hands-on evaluation, the operational advantages identified with the LIFEPAK 35, including its larger display and ease of use, the additional two years of warranty and service, and the lower overall proposal cost, we recommend that the Board approve the purchase of 13 Stryker LIFEPAK 35 cardiac monitors using the three-year, 0% lease-purchase option with annual payments. The quoted equipment cost is \$770,531.47.

We also recommend the purchase of 13 Technimount Bracket Pro Series 350-GR mounting systems at a total estimated cost of \$13,135.



JoCoAmb | LP35 x13 7yrs | Aug2026

Quote Number:	11357999	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
Version:	1	Division:	Medical
Prepared For:	JOHNSON COUNTY AMB DISTRICT	Rep:	Lindsey Cunningham
Attn:		Email:	lindsey.cunningham@stryker.com
		Phone Number:	

Quote Date:	08/18/2026
Expiration Date:	09/30/2026
Contract Start:	08/11/2026
Contract End:	08/11/2026

Delivery Address		Sold To - Shipping		Bill To Account	
Name:	JOHNSON COUNTY AMB DISTRICT	Name:	JOHNSON COUNTY AMB DISTRICT	Name:	JOHNSON COUNTY AMB DISTRICT
Account #:	20043434	Account #:	20043434	Account #:	20043434
Address:	500 E YOUNG AVE WARRENSBURG Missouri 64093-1200	Address:	500 E YOUNG AVE WARRENSBURG Missouri 64093-1200	Address:	500 E YOUNG AVE WARRENSBURG Missouri 64093-1200

Equipment Products:

#	Product	Description	Qty	Sell Price	Total
1.0	70335-000042	LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRIN,STD,BT	13	\$48,706.64	\$633,186.32
2.0	11335-000001	LIFEPAK FLEX Lithium-Ion Battery	13	\$572.00	\$7,436.00
3.0	11140-000102	LIFEPAK FLEX Battery Charger	6	\$1,716.00	\$10,296.00
4.0	41335-000003	SHIP KIT, POWER SUPPLY,LP35	13	\$1,430.00	\$18,590.00
5.0	11140-000131	AC Power Cord (North America, hospital grade)	13	\$62.15	\$807.95
6.0	11160-000011	Reusable Cuff, Infant, 8-14 cm	13	\$18.15	\$235.95
7.0	11160-000013	Reusable Cuff, Pediatric, 13-20 cm	13	\$20.35	\$264.55
8.0	11160-000021	Reusable Cuff, Small, Adult, 18-26 cm	13	\$23.10	\$300.30
9.0	11160-000019	Reusable Cuff, X-Large, Adult, 35-44 cm	13	\$39.60	\$514.80
10.0	11335-000005	LIFEPAK Printer Kit	13	\$1,716.00	\$22,308.00
11.0	11335-000008	LIFEPAK 35 Storage Bag Kit	13	\$343.20	\$4,461.60
12.0	11260-000073	Shoulder Strap	13	\$42.90	\$557.70
13.0	11111-000041	LIFEPAK 3-wire extended precordial ECG cable	13	\$68.75	\$893.75
18.0	11996-000456	RD SET DCI Reusable Sensor, Adult	13	\$239.25	\$3,110.25
19.0	11996-000455	RD SET DCI Reusable Sensor, Pediatric	13	\$239.25	\$3,110.25



JoCoAmb | LP35 x13 7yrs | Aug2026

Quote Number: 11357999

Remit to:

Stryker Sales, LLC
21343 NETWORK PLACE
CHICAGO IL 60673-1213
USA

Version: 1

Division:

Medical

Prepared For: JOHNSON COUNTY AMB DISTRICT

Rep:

Lindsey Cunningham

Attn:

Email:

lindsey.cunningham@stryker.com

Phone Number:

Quote Date: 08/18/2026

Expiration Date: 09/30/2026

Contract Start: 08/11/2026

Contract End: 08/11/2026

Equipment Total: \$706,073.42

Trade In Credit:

Product	Description	Qty	Credit Ea.	Total Credit
TR-PTS-LP35	TRADE IN PHILIPS TEMPUS SYSTEM FOR LP35	11	-\$11,000.00	-\$121,000.00
TR-FPCOT-LP35	TRADE IN FERNO POWERED COT FOR LP35	1	-\$2,500.00	-\$2,500.00

ProCare Products:

#	Product	Description	Qty	Sell Price	Total
16.1	LIFEPK35-FLD-PRO	Lifepak35 for LP35,EN-US,MAS-SP/CO,MED-CO2,SUN-NIBP,12L,WIFI/CELL/LN/CPRI,STD,BT 03/04/2026 - 03/03/2033 ✓ Parts, Labor, Travel ✓ Preventative Maintenance ✓ Batteries Service	13	\$14,416.85	\$187,419.05

ProCare Total: \$187,419.05

Data Solutions:

#	Product	Description	Qty	Sell Price	Total
14.0	81000001	EMS Pro Tier 1: <5,000 annual run volume. Includes: device set up tools, asset management, transmission connectivity, ePCR integration, LIFENET Care app and browser access for communication, live streaming and post event analytic tools.	1	\$539.00	\$539.00

Data Solutions Total: \$539.00

Price Totals:

Estimated Sales Tax (0.000%): \$0.00

Shipping and Handling: \$0.00

Grand Total: \$770,531.47



JoCoAmb | LP35 x13 7yrs | Aug2026

Quote Number:	11357999	Remit to:	Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
Version:	1	Division:	Medical
Prepared For:	JOHNSON COUNTY AMB DISTRICT	Rep:	Lindsey Cunningham
Attn:		Email:	lindsey.cunningham@stryker.com
		Phone Number:	

Quote Date:	08/18/2026
Expiration Date:	09/30/2026
Contract Start:	08/11/2026
Contract End:	08/11/2026

Comments:

LP35 x13
All Necessary A&D: Includes Stryker Cuffs

Phillips Trade-In: 11 Increased
Ferno Trade-In: 1

ProCare: Parts, Labor, Travel, Annual PMs and Batteries for 7 years

Quote valid until Oct 1 Price Increase

Thanks,
LC
8/18/26

Prices: In effect for 30 days

Terms: Net 30 Days

Shipping & Handling Includes:
Standard freight, special packaging, semi rigging cranes, labor & delivery of equipment to final location, removal of all packaging, pre-delivery site check, education/training

Terms and Conditions:
Deal Consummation: This is a quote and not a commitment. This quote is subject to final credit, pricing, and documentation approval. Legal documentation must be signed before your equipment can be delivered. Documentation will be provided upon completion of our review process and your selection of a payment schedule. Confidentiality Notice: Recipient will not disclose to any third party the terms of this quote or any other information, including any pricing or discounts, offered to be provided by Stryker to Recipient in connection with this quote, without Stryker's prior written approval, except as may be requested by law or by lawful order of any applicable government agency. A copy of Stryker Medical's terms and conditions can be found at https://techweb.stryker.com/Terms_Conditions/index.html.



08/18/2026

JOHNSON COUNTY AMB DISTRICT

500 E YOUNG AVE

WARRENSBURG, Missouri 64093-1200

Equipment: See proposal for detailed equipment descriptions and pricing.

Finance structure: \$1 out end of term option

\$1 out of end of term option: Purchase the equipment for \$1.00.

Payment terms:

\$1 out	3 annual payments
Proposal total	\$770,531.47
Total payment	\$256,843.82

Payments are exclusive of all applicable taxes and freight unless otherwise noted.

Contract commencement: Upon delivery, installation, and acceptance.

Down payment: No down payment required.

First payment due: Net 30 following installation.

Interim rent: Stryker does not charge interim rent.

Documentation fees: Stryker does not charge documentation fees.

Payment adjustment: The payments quoted herein were calculated based, in part, on an interest rate equivalent as quoted on Bloomberg under the SOFR Swap Rate that would have a repayment term equivalent to the initial term (or an interpolated rate if a like-term is not available) as reasonably determined by Stryker's Flex Financial division. Flex Financial reserves the right to adjust the payments prior to contract commencement to maintain current economics of this proposed transaction. "SOFR" with respect to any day means the secured overnight financing rate published for such day by the Federal Reserve Bank of New York, as the administrator of the benchmark (or a successor administrator) on the Federal Reserve Bank of New York's Website as quoted by Bloomberg.

Deal consummation: This proposal is subject to final credit, pricing, and documentation approval. Legal documents must be signed before your equipment can be delivered.

Please note that this proposal is subject to change if documents are not signed prior to **08/31/2026**.

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011

Fax: (978) 421-0015

Email: esales@zoll.com

Quote No: Q-153661 Version: 1

Johnson County Ambulance District
500 East Young Avenue
Warrensburg, MO 64093

ZOLL Customer No: 104827

Dustin Gamblin
6603621621
dgamblin@jocoamb.com

Quote No: Q-153661
Version: 1

Issued Date: August 10, 2026
Expiration Date: December 31, 2026

Terms: Net due in 30 days

FOB: Shipping Point
Freight: Prepay & Add

Prepared by: Lori Rohling
EMS Territory Manager
lrohling@zoll.com
+1 7734740916

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
1		8116-11-41-22101-10-USA	Zenix Monitor/Defibrillator, EMS, Standard Configuration 12-lead, Pacing, SpO2, EtCO2, NIBP, Real BVM Help, Real CPR Help • Includes: SurePower 4 Battery, Zenix Power Cord (NA), Zenix MFC Cable, Zenix 12-lead ECG Cable (AAMI), Masimo RD Rainbow SET Patient Cable (4 ft, EMS), Zenix AC-DC External Power Supply, Zenix Accuvent Z-Link Cable, Zenix NIBP Patient Hose, Zenix NIBP Cuff (Reusable, Adult Plus), Zenix Z-Fold Paper, Zenix MFC Self Test Plug Kit, and One (1)-year EMS warranty. Parameter Details: Real CPR Help - Dashboard display of CPR Depth and Rate for Adult and Pediatric patients, Visual and audio prompts to coach CPR depth (Adult patient only), Release bar to ensure adequate release off the chest, Metronome to coach rate for Adult and Pediatric patients. See-Thru ® CPR artifact filtering • 12-Lead ECG with Inovise Interpretative Algorithm (Full 12 ECG lead view with both dynamic and static 12-lead mode display. 12-Lead ECG cable - includes 4-Lead limb lead cable and removable precordial 6-Lead set) • ZOLL Noninvasive Pacing Technology • Real BVM Help: Dashboard provides real-time ventilation feedback on both volume and rate for intubated and non-intubated patients. AccuVent Z-Link Cable included. (Accuvent disposable sensors sold separately) • SunTech NIBP technology. 10 foot single lumen hose and SunTech Reusable Adult Plus Cuff included •	13	\$61,250.00	\$49,000.00	\$637,000.00
2		8016-000111-01	SurePower 4 Battery	26	\$1,180.00	\$1,062.00	\$27,612.00
3		8016-001000	SurePower 4 Charger Adapter	15	\$450.00	\$405.00	\$6,075.00

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011

Fax: (978) 421-0015

Email: esales@zoll.com

Johnson County Ambulance District
Quote No: Q-153661 Version: 1

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
4		8200-000100-01	Single Bay Charger for the SurePower and SurePower II batteries	4	\$1,341.06	\$1,206.95	\$4,827.80
5		8050-0030-01	SurePower Charging Station 4 Charging bays, Multiple chemistry compatible, 200 watt capacity, Graphic driven user interface, RS-232 Communication port, Standard one (1) year warranty	3	\$3,224.93	\$2,902.44	\$8,707.32
6		98-0599-4C	Zenix NIBP Cuff, Large Adult Plus	13	\$30.00	\$27.00	\$351.00
7		98-0599-4K	Zenix NIBP Cuff, Small Adult Plus	13	\$30.00	\$27.00	\$351.00
8		98-0599-41	Zenix NIBP Cuff, Child	13	\$20.00	\$18.00	\$234.00
9		8000-001814	Masimo RD SET Reusable SpO2 Sensor, Adult, 3 ft	13	\$257.50	\$231.75	\$3,012.75
10		8000-001815	Masimo RD SET Reusable SpO2 Sensor, Pediatric/Slender Digit, 3 ft	13	\$278.10	\$250.29	\$3,253.77
11		8016-000121-01	Zenix Green CPR Connector	13	\$570.00	\$513.00	\$6,669.00
12		8016-000860-01	Zenix Carry Case, Large	13	\$490.00	\$441.00	\$5,733.00
13		8400-110045	CaseReview Premium Subscription, X Series / Zenix, 5 Year- Hosted Provides detailed post-case information, including CPR quality on compression depth, rate, pause time and release velocity, as well as ECG, shocks, EtCO2 and SpO2 vital signs.	7	\$2,616.00	\$2,616.00	\$18,312.00
14		8778-890005-WF-ZNX	Zenix Worry-Free Service Plan - 5 Years - At Time of Sale Includes: Annual preventive maintenance, battery charger repairs per ZOLL Limited Product Warranty, SurePower 4 Battery replacement upon verified failure, accidental damage coverage, and pod replacement upon verified failure. Shipping and use of a Service Loaner upon request, during device service, no charge shipping. Service Plan is a continuation of ZOLL Limited Product Warranty. Battery replacement and accidental damage guidelines can be found in the ExpertCare Service Plan Terms and Conditions on the ZOLL website.	13	\$11,080.00	\$9,972.00	\$129,636.00
15		7800-0213-61	Philips Tempus Trade In See Trade Unit Considerations.	11		(\$6,500.00)	(\$71,500.00)

**ZOLL Medical Corporation**

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011

Fax: (978) 421-0015

Email: esales@zoll.com

Johnson County Ambulance District
Quote No: Q-153661 Version: 1

Item	Contract Reference	Part Number	Description	Qty	List Price	Adj. Price	Total Price
16		7900-9902	ZOLL ALS Equipment M & E Series Trade In Allowance (EMS Group) See Trade Unit Considerations.	2		(\$500.00)	(\$1,000.00)

Subtotal: \$779,274.64

Total: \$779,274.64

Trade Unit Considerations

Trade-In values valid through December 31, 2026 if all equipment purchased is in good operational and cosmetic condition and includes all standard accessories. Trade-In values are dependent on the quantity and configuration of the ZOLL devices listed on this quotation. Customer assumes responsibility for shipping trade-in equipment at the quantities listed on the trade line items in this quotation to ZOLL's Chelmsford Headquarters within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <https://www.zoll.com/terms-and-conditions-of-sale>, for software products can be found at <https://www.zoll.com/software-legal>, and for ExpertCare Service Plans can be found at <https://www.zoll.com/ExpertCare-Service-Terms>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. Delivery will be made upon availability.
2. This Quote expires on December 31, 2026. Pricing is subject to change after this date.
3. Applicable tax, shipping & handling will be added at the time of invoicing.
4. All purchase orders are subject to credit approval before being accepted by ZOLL.
5. To place an order, please forward the purchase order with a copy of this quotation to esales@zoll.com or via fax to 978-421-0015.
6. All discounts from list price are contingent upon payment within the agreed upon terms.
7. Place your future accessory orders online by visiting the ZOLL web store.



ZOLL Medical Corporation

269 Mill Road
Chelmsford, MA 01824-4105
Federal ID# 04-2711626

Phone: (800) 348-9011

Fax: (978) 421-0015

Email: esales@zoll.com

Johnson County Ambulance District
Quote No: Q-153661 Version: 1

Order Information (to be completed by the customer)

☐ Tax Exempt Entity (Tax Exempt Certificate must be provided to ZOLL)

☐ Taxable Entity (Applicable tax will be applied at time of invoice)

BILL TO ADDRESS	SHIP TO ADDRESS
Name/Department:	Name/Department:
Address:	Address:
City / State / Zip Code:	City / State / Zip Code:

Is a Purchase Order (PO) required for the purchase and/or payment of the products listed on this quotation?

☐ Yes PO Number: _____ PO Amount: _____
(A copy of the Purchase Order must be included with this Quote when returned to ZOLL)

☐ No (Please complete the below section when submitting this order)

For organizations that do not require a PO, ZOLL requires written execution of this order. The person signing below represents and warrants that she or he has the authority to bind the party for which he or she is signing to the terms and prices in this quotation.

Johnson County Ambulance District

Authorized Signature:

Name: _____
Title: _____
Date: _____



Johnson County Ambulance District
Quote No: Q-153661 Version: 1

269 Mill Road
Chelmsford, Massachusetts 01824-4105
978-421-9655 (main)
978-421-0025 (fax)
www.zoll.com

ALS/BLS Software Solutions Master Software, SaaS and Services Agreement and Addenda Acknowledgement Form

The terms and conditions applicable to ZOLL Medical Corporation's Software Solutions products can be found at <https://www.zoll.com/software-legal>. By signing below, the Customer acknowledges and agrees to those terms and conditions. The person signing below represents and warrants that she or he has the authority to bind the Customer to those terms and conditions.

Customer

Signature:

Name: _____

Title: _____

Company: _____

Company Address: _____

Date: _____

American Response Vehicles Inc.
521 Hillsdale Rd
Columbia, MO 65201-7326 USA
ap@arvambulance.com



Estimate

ADDRESS

Johnson County Ambulance
District
500 East Young Ave.
Warrensburg, MO 64093

SHIP TO

Johnson County Ambulance
District
ATTN:Kevin Guinn
500 East Young Ave.
Warrensburg, MO 64093

ESTIMATE # 8263

DATE 07/30/2026

PRODUCT/SERVICE	DESCRIPTION	QTY	RATE	AMOUNT
JOHNSON COUNTY (MO) KEVIN GUINN				
230-14-LP35-GR	TECHNIMOUNT e Bracket Pro Serie® 350-GR (Ground) is designed to provide maximum mounting flexibility while securing the LIFEPAK® 35 monitor/defibrillator during EMS transport...(LEAD TIME 6-8 WEEKS)	13	995.00	12,935.00
	Shipping & Handling...(ESTIMATED)	1	200.00	200.00

TOTAL

\$13,135.00

Accepted By

Accepted Date

All ordered parts returned will be subject to a 25% restocking fee.
Credit card payments will receive a 3.5% convenience credit card fee.
Late payments will receive interest charged at 18% per annum.