



Lake County Fire Chiefs' Association

June 1, 2023

To: Redbud Community Health Board

From: Willie Sapeta, President
Lake County Fire Chiefs Association

Re: Advanced EMS Training Simulation Manikins

Dear Redbud Community Health Board;

The Lake County Fire Chiefs Association (LCFCA) is seeking financial assistance in the purchase of (5) Advanced technology training manikin for each of the (5) agencies who make up the Lake County Fire Chief Association. In maintaining the highest level of Basic and Advanced life support personnel we require continual a great deal of hands-on training with countless scenarios to challenge our staff to be the best they can be. We currently have older technology training devices for I.V. therapy, airway management, cardiac arrest, and various trauma related scenarios they encounter in the field, currently it requires two to four separate devices to fulfill each of the skill sets and does not flow as smoothly as we would like. We recently attended a fire-EMS-disaster conference and had the opportunity to watch and perform various skills sets on the new Ambu-Man Advanced BLS/ALS manikin that can provide hands-on training for advanced airway management, I.V. and I.O. therapy, defibrillation, cardiac pacing, cardiac rhythm recognition, CPR, medication administration capabilities all on one manikin and provides immediate response to the treatment provided. Additionally, all five manikins can be linked together as we would see in a multi-casualty incident.

These manikins provide all the medical and/or trauma related encounters all in one unit and provide immediate response for the students and instructors to discuss, critique and develop improvement plans for the group as needed. Each manikin is \$13,362.10 for a total of \$66,810.50 onetime cost and do not require any annual maintenance costs other than the periodic disposable items, which are minimal in costs and can easily be covered by the individual fire districts.

Thank you,

Willie Sapeta, President
Lake County Fire Chiefs Association

REDBUC COMMUNITY HEALTH BOARD
REQUEST FOR ASSISTANCE (RFA)

1. SUBJECT of REQUEST: Advanced EMS Training Simulation Manikins
2. REQUESTING ORGANIZATION: Lake County Fire Chiefs Association
3. STREET ADDRESS: 14815 Olympic Drive
CITY: Clearlake Ca. ZIP: 95422
TELEPHONE: (707) 994-2170 or Cell (707) 489-0966
4. INDIVIDUAL ACCOUNTABLE FOR FUNDS: NAME: Willie Sapeta
TITLE: Fire Chief, President
Lake County Fire Chiefs Association
5. AMOUNT REQUESTED: Onetime cost \$66,810.50
6. BACKGROUND AND BASIC INFORMATION REGARDING ORGANIZATION
See Attached Information
7. JUSTIFICATION:
See Attached Information
 - 7.1. INTENDED USE OF FUNDS IN DETAIL:
See Attached Information
 - 7.2. HOW INTENDED USE OF FUNDS WILL FURTHER DELIVERY OF
HEALTH SERVICES WITHIN THE REDBUD HEALTH CARE
DISTRICT
See Attached Information
 - 7.3. DETAILED BASIS FOR FUNDS REQUESTED:
See Attached Information

6. Background on Organization:

The Lake County Fire Chief Association (LCFCA) is comprised of 5 independent Fire Protection Districts providing all-hazard protection to the Lake Operational Area. The LCFCA provides these services to approximately 1,265 square miles, serving a population of 71,000 citizens and responded to 14,277 calls in 2022 that equals approximately 40 calls every 24-hours. The LCFCA provides an All-Hazard Fire, Rescue and EMS transport and an endless array of miscellaneous services and operations for an average population of 71,000 to well over 100,000 during the summer tourist season. The LCFCA have seen several major changes in our roles and responsibilities to our communities, we have encountered and endured numerous challenges and continue to review and assess our operations and the commitment to provide the best customer-based service available to our communities. The LCFCA implemented our now fire-based EMS transport service March 23rd 2004 when the County private permitting provider advised the LCFCA they were ceasing all ambulance operations in the County of Lake, effective immediately and all incidents involving treatment, transport and transfers would now be our responsibility. Within 30 minutes of this notification the LCFCA implemented the ambulance operations emergency contingency plan. This plan required some departments to hire additional full and part-time personnel to increase our staff BLS/ALS EMS personnel per shift to meet the needs of the communities for ambulance transportation. This is our 19th anniversary and we are proud of the services we provide. As we encounter personnel challenges each fire districts within Lake County agreed to consolidate their resources to meet this countywide emergency. Over the past 10-years the LCFCA have endured major wildfires totally nearly 65% of our county land mass loss along with nearly 3,500 structures along with a single year of significant flooding with debris flows from previous wildfires and to end coordinate a local operation of the COVID-19 pandemic whereas we participated in field testing and supporting vaccination clinics.

Our goals and objectives are to meet and exceed current community needs and enhance our operations for future challenges, changes and demands that face the LCFCA. The LCFCA is continually seeking more efficient/effective ways to provide and expand our level of services to our communities. These services range from public assists, medical emergencies, local transports, fire/rescue operations, Haz mat, fire prevention for children and elderly citizens, all hazard preparedness, Paramedic internship, public, private CPR, and 1ST aid courses. Our communities continue to grow and our calls for service are more complex in nature. We continue to keep up with the growth and focus on future needs of our communities. The LCFCA continue to update our fire, EMS, and rescue equipment on a capital replacement plan as well as long list of other new technology pre-hospital equipment and supplies.

7. Justification:

The LCFCA EMS division is well into its 19th year and we continue to seek training opportunities for our personnel to maintain their EMS skill sets. During this presentation with the hands-on section with this manikin it had the capabilities to meet our training challenges for our personnel. We currently must use several outdated problematic training tools to achieve the training objectives, which none of them provide real time feedback to the student and instructor to ensure the student has taken the correct protocol pathway. The LCFCA are looking for a one-time purchase of (5) Ambu-Man Advanced Manikins, one for each fire district, each manikin is \$13,362.10 for a total of \$66,810.50.

7.1 Intended Use of Funds:

Upgrade several current outdated problematic EMS training tools with new technology interactive multi-system BLS/ALS EMS advanced manikin for each fire district.

Ambu Customer Quote

Ambu Inc.
 6721 Columbia Gateway Drive
 Columbia, MD 21046
 (P) 800.262.8462 (F) 800.262.8673
 www.ambuusa.com

May 26, 2023

Customer	Lake County FPD		
Address	14815 Olympic Dr		
City,ST, Zip	Clearlake	CA.	95422

Notes: Attn: Chief Sapeta

**Thank you for your interest in AMBU Products.
 Please consider the following quotation:**

Product Code	Product Description	Unit of Measure	Order (QTY)	Price per UOM	Extended Price
A284407000	AmbuMan Advanced IV	PCS	1	\$11,603.22	\$11,603.22
234000077	AmbuMan Battery Pack	PCS	1	\$252.81	\$252.81
265000760	Adapter cable Zoll	PCS	1	\$316.01	\$316.01

Total before applicable Shipping applicable tax:	\$12,172.04
Shipping if Applicable:	\$125.00
Tax if Applicable Rate: 8.75%	\$1,065.05
Total	\$13,362.10

Effective Date: **May 26, 2023**

Expiration Date: **August 24, 2023**

The items and prices presented in this quote are valid from the effective date through the expiration date.
Applicable tax and shipping will be included at time of order.

To place this order please contact Customer Service at 800-262-8462 Option 2.
 Please call me with questions regarding these or any other Ambu products.

Terms and Conditions
 By making and taking delivery on this order, the ordering agency acknowledges that (1) the order includes items not contained on Ambu Federal Supply Schedule (FSS), DLA Troop Support Distribution and Pricing Agreement (DAPA) or GSA Electronic Catalog Contracts and (2) such items are sold on an open market basis. Ordering agency further acknowledges that for such items Ambu does not warrant that the products or pricing referenced herein reflect country of origin or pricing terms of the above contracts, including the Buy American Act, The Trade Agreements Act or any related federal statute regulation or contract term.

Thank you,

Gregg Caplan
 Senior Regional Manager, EMS
 Ambu, Inc.
 GRCA@ambu.com

(949) 632-5922

Technical Data

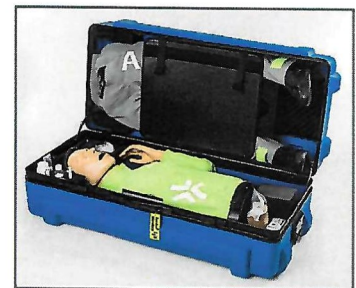
Connectivity	✓	WLAN or LAN - Ambu Wireless Technology built on latest generation of Intel WLAN Modules
Ambu Manikin Management Module	✓	Operating system independent and browser-based control, programmable scenarios, individual documentation for up to 4 participants, parallel display and control of up to 6 manikins, parallel multiple access of various devices for visualization of the performance
Power supply	✓	AC adapter, Battery pack or PoE (optional, not included in packaging)
Airway-Management	✓	Training of airway management: laryngeal masks, laryngeal or tracheal tube. Bag-mask ventilation and use of the Guedel airway. Airways open only with correct hyperextension
Defibrillation	✓	Equipped with two electrodes (apex and sternum) that can be defibrillated with up to 400 joules. In addition to the use of manual, semi-automatic and automatic defibrillators, paddles can be used.
Transcutaneous pacing feature	✓	Possibility for transcutaneous pacing
ECG Simulation	✓	Conforms with the AHA 2015 Guidelines ECG is displayed physiologically correct and detected accordingly by an external defibrillator. 12 lead ECG display, ECG can be programmed manually.
Manual feedback display	✓	Extendable Ventilation volume, compression depth, hand position, stomach inflation
Training of injection techniques	✓	IV (Arm) + i.o. (Leg)

Specifications

Weight full body	13.3 kg
Weight full body with transport box	25.1 kg
Length full body	165 cm

Order information

Item number	Description
A284 407 000	AmbuMan Advanced Full body manikin incl. IV arm, i.o. leg (incl. 1 x Kit i.o. access), integrated Ambu Wireless Technology, Ambu Manikin Management Module, Transport box
Spare parts	
234 000 077	Battery pack
284 000 520	Kit i.o. Access containing: 1 x Bone, 5 x Injection pads, 5 x Skin



Transport box



Accessories included in packaging



Ambu Manikin Management Module

Ambu Inc.
6230 Old Dobbin Lane
Columbia, MD 21045
Tel. 800 262 8462
Fax 800 262 8673
ambuUSA.com

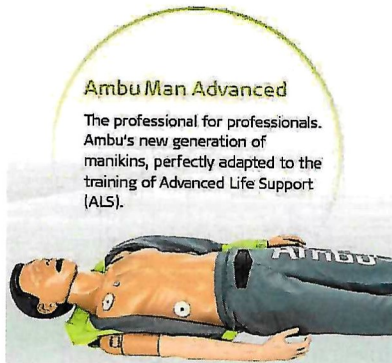


Contains FCC ID PD9-8260NG US: Rx only

AmbuMan Advanced

Features:

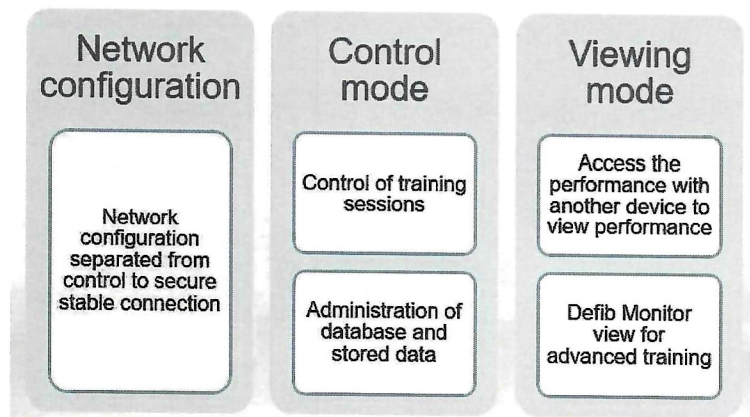
- Latest Ambu Wireless Technology
- Fully compliant with upcoming new AHA CPR Guidelines (1/30/2019)
- Individually programmable scenarios
- Adjustable chest stiffness
- Browser-based Ambu Manikin Management Modules for control, documentation, training and monitoring
- Training of airway management: OPA, Laryngeal Mask, Laryngeal Tube, Combitube, ET Tube, Video Laryngoscopy
- Individual Review in Group Training
- Display of realistic patient monitor with 12-lead EKG
- Training of IV and IO access techniques



Easy wireless connection capability and easy access to the connectors improves the customer experience.

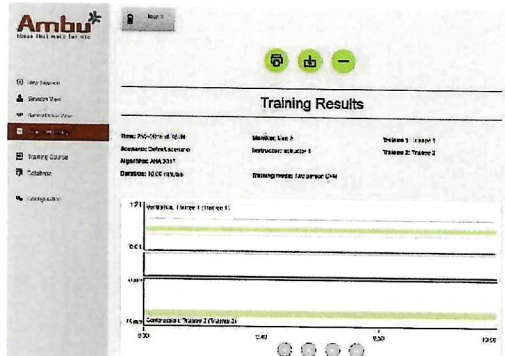
- Power supply
- AC/DC adapter
- Battery pack
- PoE (Power over Ethernet)
- Connection
- WLAN
- LAN

- Complete separation from manikin and training module
- Easy connectivity. Supports all modern TCP/IP protocols
- Connect up to 5 manikins to master manikin in group training
- Up to 6-8 years of continuous use w/out running out of storage (32 GB)



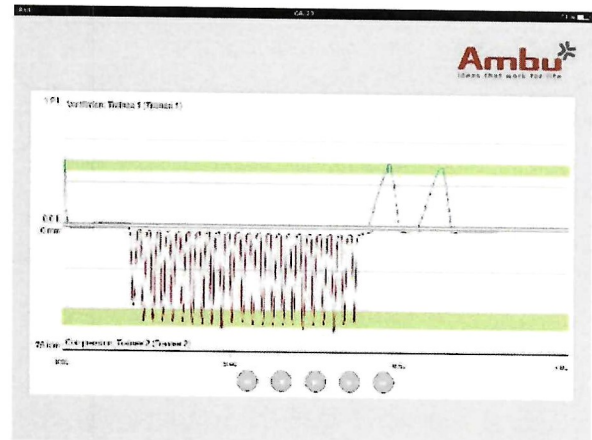
Control Module

- Flexibility of Intuitive Control
- Full Control of the performed training
- Full Control of the database
- Advanced debriefing options



Viewing Mode

- Viewing mode allows access to the manikin from multiple computing devices to view all actions being performed in real-time.
- Four different viewing modes are available
- Line Graph
- Line Graph Display shows a continuous line diagram for the ventilations and compressions performed



Patient Monitor View

- The Patient monitor view displays the performance of the trainees as a simulated patient monitor.
- The top graph displays the selected ECG, the bottom displays a capnography curve.
- A 12 lead ECG can also be displayed by clicking on the corresponding 12-lead ECG button

