

## **Paramedic Response Unit (PRU) Conversion – Sole Source**

### **BACKGROUND**

The City of Greater Sudbury Paramedic Services completes over 64,000 vehicle responses annually, travelling over 1.1 million kilometers (fleet data software) with a fleet of twenty-three (23) ambulances, and eight (8) Paramedic Response Units (SUV style vehicle staffed by a single Paramedic).

The City of Greater Sudbury Paramedic Services Division, purchases one to two specially built SUV style, emergency response certified vehicles to ensure the safety of our staff and the motoring public as part of our annual vehicle replacement program. New vehicles replace those vehicles that have reached or exceeded their service life of 72 months and typically have almost 300,000 kilometers.

The base vehicles have specific factory installed safety enhancements referred to as 'purpose built emergency vehicles' and are specifically designed for demands of emergency services and are only available for sale to recognized emergency service agencies. The vehicles are designed for the rigors of emergency response with improved handling, braking, cooling system, electrical systems and ready to accept vehicle up fitting (emergency warning, communications and storage systems) to convert them to emergency vehicles.

Once we have purchased the base vehicle they must be sent to a conversion vendor to be up-fitted in order to be used as a certified PRU in Ontario. Selected features and equipment are added to the PRU's to improve safe operational capability such as, interior consoles to house radios and equipment, computer docking stations, medical storage cabinets, emergency warning lights and sirens, and hi-visibility features which also enhances public safety. The vendor completes the conversion ensuring the completed vehicle complies with the Ontario Provincial Land Ambulance & Emergency Response Vehicle Standard. A Sudbury-built PRU costs approximately \$78,000 (net).

Rowland's has extensive experience within the Paramedic conversion market and is a recognized leader in the design and building of Ontario Paramedic specialty vehicles. Rowland's had previously been the exclusive Vendor of Record (VOR) contract with the Ministry of Health and Long-Term Care to carry out all PRU conversion work on their behalf until this responsibility was transferred to the municipalities. With Council approval, it is permissive for non-competitive purchases (Sole Source) under Part 22, Section 1(b)(i) of the Purchasing By-Law. In addition, Canadian Free Trade Agreement Article 513: Limited Tendering #1 (b) if the goods or services can be supplied by only a particular supplier and no reasonable alternative or

substitute goods or services exist for any of the following reasons: (iii) due to an absence of competition for technical reasons.

Rowland's Emergency Vehicles Products Inc. is the only vendor certified to engineer, build and install equipment that meets our service needs, specifically our safe storage system, engineered center consoles, and console mounted computers and hardware leading this to be a sole source purchase.

The City of Greater Sudbury Paramedic Services Division's experience with Rowland's has been very positive, with no concerns related to the equipment quality or workmanship. Rowland's has consistently demonstrated strong after sales service through a commitment to problem resolution and solid technical support and innovation. Rowland's has developed a reputation in the Paramedic sector for quality materials and workmanship. Our converted Rowland's PRU vehicles provide the benefit of fleet standardization.

## **EMERGENCY VEHICLE STANDARDIZATION**

Fleet standardization is important to the Paramedic Services Division due to the large number of Paramedics working in these unique vehicles. Standardization allows the Service to effectively manage the fleet in the areas of vehicle management, training, logistics and maintenance by reducing fleet variation.

The following are the key advantages and benefits of fleet standardization:

- Greater control of fleet logistical operations in terms of managing standard practices for daily vehicle processing. This work includes locating equipment, restocking, cleaning and disinfecting processes.
- Standard compartment cabinet layout allows equipment to be stored safely in a consistent, familiar manner across the entire fleet. This allows Paramedics to easily locate emergency supplies and equipment when arriving to treat a patient under demanding emergency conditions.
- Solid familiarization of build quality, control and performance characteristics improves safety for Paramedics as they work from these vehicles.
- Training required for Paramedics consists of existing competencies, knowledge and behaviors, no new formal training needed.
- Standardized fleet emergency systems equipment allows our mechanical group to develop a familiarization and expertise to quickly recognize and repair those associated problems. Furthermore parts can be stocked on the shelf or easily sourced through established supply chain with next day or near next day delivery.

## **RECOMMENDATION**

THAT the City of Greater Sudbury Paramedic Services Division maintains a standardized PRU fleet through sole source purchasing vehicle conversion services from Rowland's Emergency Vehicle Products Inc. of Mississauga, ON for the next three (3) years, with two (2) optional one (1) year extensions in accordance with the purchasing by-law section 22. In the event there is a special requirement for a non-standard response unit or where provincial certification standards change or emerging technological advancements present themselves, a public tender may be issued by the City.