

**TO: Mayor and City Council**

**FROM: Tim Malchow, EMS Chief**

**SUBJECT: Ventilator with Bi-Level Support**

**DATE: March 21, 2017**

### **BACKGROUND**

The Cannon Falls Ambulance Service continues to strive to provide high quality treatment and care for our community. As science and technology continues to improve it leads to changes within our industry. Respiratory emergencies account for approximately 10% of our call volume.

Mayo Clinic Health Systems in Cannon Falls sometimes start patients on BiPAP™ or bi-level pressure support. Some providers require the patients to remain on bi-level pressure support which Cannon Falls Ambulance cannot currently provide. The hospital then attempts to arrange transportation from an ambulance service out of the Twin Cities. It can take a considerable amount of time for them to come down and provide the transfer. This delays the patient getting to definitive care and loss of revenue for the City.

Historically the ambulance took these respiratory patients on continuous positive airway pressure or CPAP which is considered to be a lesser treatment for certain conditions. Some people struggle going from bi-level pressure support to CPAP since it is a different kind of treatment.

The Cannon Falls Ambulance has selected a ventilator that can provide bi-level pressure support, continuous positive airway pressure, and ventilate patients during transfers. This ventilator can be serviced by our biomedical service company and it is fairly ruggedized for ambulance environments.

Since bi-level pressure support is considered a specialty care item the Cannon Falls Ambulance Service can bill at a higher level for this treatment when it is provided. The estimated return on our investment would be 12 months.

The ambulance service has the money available for this investment.

### **REQUESTED COUNCIL ACTION**

Request a motion to approve a purchase a ventilators with accessories from BoundTree Medical for \$16,210.75.