



EMS DIVISION

ZOLL MONITOR ZENIX UPGRADE

02/02/2026

Jens Pietrzyk

Division Chief - EMS

Jens.Pietrzyk@southmetro.org



PURPOSE OF BRIEF



- Provide an executive overview of benefits to upgrade from Zoll X-Series to Zoll Zenix
- Focus on patient care, workforce performance, and capital lifecycle value



HISTORY



Zoll X-series purchased in 2024

- **Pros:**

- Real-life CPR, BVM Feedback
- Improved technology
- Weight
- ICP/HI Dashboards
- Live QM Dashboard
- Training provided



PERFORMANCE



Cardiac Arrest

24 months:

- 4% increase in Neurological intact patients



ZOLL UPGRADE ZENIX



Zoll Zenix

- Large intuitive touchscreen interface
- Color-coded waveforms for rapid interpretation
- Minimal screen touches during high-stress events



ZOLL ZENIX



Features

- Improved real-time CPR feedback
- Enhanced Real BVM Help® ventilation monitoring
- Custom dashboards for Cardiac Arrest, RSI, and Blood Administration



WHY CONSIDER AN UPGRADE



- Next-generation platform released earlier than expected
- Favorable early buyback offer available
- Later trade-in values expected to decrease significantly



FINANCIAL CONSIDERATION



Current Zoll Buyback Offer

Zenix Upgrade Full Fleet Brand New				
	QTY	Unit Price	Total Price	
Monitor	51	\$ 53,450.00	\$	2,725,950.00
One Step Cable	51	\$ -	\$	-
Rainbow SET	51	\$ -	\$	-
Battery	51	\$ 1,040.00	\$	53,040.00
SPCO Sensor	51	\$ 738.00	\$	37,638.00
4 Bay Charger Adapter	51	\$ 395.00	\$	20,145.00
Carry Case	51	\$ 430.00	\$	21,930.00
Worry Free Warranty (4 Year)	51	\$ 10,971.00	\$	559,521.00
Trades**	51	\$ (5,500.00)	\$	(280,500.00)
		\$ 61,524.00	\$	3,137,724.00

FINANCIAL CONSIDERATION



SMFR Zoll Buyback Offer

Zenix Upgrade Full Fleet Brand New				
	QTY	Unit Price	Total Price	
Monitor	51	\$ 53,450.00	\$	2,725,950.00
One Step Cable	51	\$ -	\$	-
Rainbow SET	51	\$ -	\$	-
Battery	51	\$ -	\$	-
SPOC Sensor	51			
4 Bay Charger Adapter	51	\$ -	\$	-
Carry Case	51	\$ -	\$	-
Worry Free Warranty (4 Year)	51	\$ -	\$	-
Trades**	51	\$ (38,450.00)	\$	(1,960,950.00)
		\$ 15,000.00	\$	765,000.00

FINANCIAL CONSIDERATION



Benefits

- Modernized standardized monitor fleet
- Improved patient care and cardiac arrest outcomes
- Reset of a 5 year full warranty
- Strong long-term financial positioning
- Extends fleet replacement cycle to approximately 2036
- Reduces future capital and maintenance costs