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SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



FROM: Purchasing & Fleet Services

SUBMITTAL DATE: January 28, 2003


SUBJECT: MULTI-YEAR EQUIPMENT RENTAL AGREEMENT

RECOMMENDED MOTION: That the Board of Supervisors:

Authorize the Purchasing Agent to sign the equipment rental agreement for sixty months (60) with Beckman Coulter in the amount of \$262,292.40

**BACKGROUND:** Riverside County Regional Medical Center's clinical laboratory currently owns a blood coagulation analyzer purchased in 1991. This analyzer does not have the capabilities to process several test, and in particular, the D-Dimer test, which aids in the diagnosis of intra-vascular coagulation and acute vascular diseases. In addition, due to the increase in the number of clients being served by the hospital and Mental Health laboratories, the current equipment can no longer effectively and efficiently handle the volume of tests required. Currently the County annually spends \$44,891 for reagents and services for the one (1) analyzer and an additional \$31,734 for outsourced D-Dimer tests. Because of these factors, it was determined by the hospital that a new analyzer featuring the latest technology was required. After reviewing various options, the hospital has chosen to enter into a five (5) year reagent rental contract rather than purchase the equipment because of changing technology in the marketplace. Under this proposal, the County will rent two new analyzers, which will allow the hospital's laboratory to become more efficient and provide better patient care. It is estimated over the five (5) year period the proposed agreement would result in an estimated annual cost savings of \$30,000 because the out-sourcing of the D-Dimer tests would be eliminated and the lab will be equipped to handle the increased tests volume.

(Continued on Page 2)

  
ROBERT J. HOWDYSHELL, Director  
Purchasing and Fleet Services

**FINANCIAL DATA:**

CURRENT YEAR COST: \$13,114.62

NET COUNTY COST: \$0

ANNUAL COST: \$52,458.48

IN CURRENT YEAR BUDGET: YES

BUDGET ADJUSTMENT: YES/NO FOR FY: 02/03

SOURCE OF FUNDS: RMC Enterprise Fund

C.E.O. RECOMMENDATION: **APPROVE.**

County Executive Officer Signature 

Policy  
 Policy

Consent  
 Consent

Department Recommendation:  
Per Executive Office:

Prev. Agn. ref.  
NONE

Dist.  
ALL

AGENDA NO.

3.21

**JUSTIFICATION:** Request for Proposal #97823 soliciting proposals for a blood coagulation analyzer was issued on March 25, 2002 and closed on April 9, 2002. Solicitations were sent to four (4) vendors and three (3) responsive offers were received.

Bid amounts ranged from \$262,292.40 to \$336,204.60 for the rental agreement for 60 months. Based on the RFP evaluation criteria Beckman Coulter was the lowest responsive/responsible bidder. The lowest offer was from Beckman Coulter. The cost of the rental agreement includes use of two (2) analyzers, service, reagents, and interface software.

## Form 11 Attachment Contract/Lease/Purchase Summary Data

**Contract**

Approval/Renewal  
Sole Source  
Personal Services  
Independent Contractor  
Other than low Bid  
Change Order

**X Lease**

Approval/Renewal  
**X** Multi-Year Lease  
**X** Equipment  
Real Property  
Change Order

**Purchase**

Sole Source  
Other Than Low Bid  
Change Order

<b>User Department:</b>	RIVERSIDE COUNTY REGIONAL MEDICAL CENTER
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<b>Vendor/Lessor Name:</b>	BECKMAN COULTER
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<b>Vendor/Lessor Location:</b>	BREA. CA
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Selection Committee Member Names (RFP's Only)			
Minority Status: M	W	DV	None

**Applicable Board Policy #459.4**

**Comments:**

**RFQ/RFP Process: N/A**

Date Mailed: 3/25/02  
Response Date: 4/9/02  
# of Responses: 3  
# of Qualified Responses: 3

**Bidding Process:**

Bid Range:     \$262,292.40   To: \$336,204.60  
Local Bid Range:     \$   N/A            To: \$  
Responsive and  
Responsible Bid Range :\$262,292.40 To: \$336,204.60  
Local Performance Award Cost \$N/A            To: \$  
(5% maximum preference)  
Local Preference FYTD: Cost   \$N/A                                    To: \$

### Contract/Lease Renewals Only Proposed Differences

Existing Agreement Items

Proposed Agreement Items

1. Rates
2. Terms
3. Conditions
4. Legal Issues
5. Accountability
6. Other

(Continue on blank sheet, if necessary)