

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

230



FROM: Purchasing and Fleet Services Dept.

SUBMITTAL DATE:
December 2, 2003

SUBJECT: THE PROPOSED PURCHASE OF SURGICAL INSTRUMENTS, SUPPLIES, AND IMPLANTS WITHOUT SECURING COMPETITIVE BIDS FOR RIVERSIDE COUNTY REGIONAL MEDICAL CENTER

RECOMMENDED MOTION: That the Board of Supervisors approve the proposed purchase of the attached list of surgical instruments, supplies, and implants.

BACKGROUND: On July 17, 2001 the Board approved Agenda Item 3.9 for the purchase of surgical instruments, supplies, and implants from various vendors to allow the hospital an opportunity to compile purchase history and to evaluate and verify the need to continue these sole source contracts. Sufficient vendor data has now been compiled to support the recommendation for these sole source and proprietary purchases. The attached spreadsheet lists the annual expenditures for each vendor, commodities, vendor status, the net cost to the County, etc. Also, a matrix is included outlining the justifications for purchase and the verification of price reasonableness. It should be noted that the justifications for the purchase of these items are physician recommended to insure the health and safety of patients.

Attached: Attachment A

[Signature]
ROBERT HOWDYSHELL, Director
Purchasing and Fleet Services Dept.

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 3,518,800	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	FY 03/04

SOURCE OF FUNDS: DEPARTMENT BUDGET	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

County Executive Office Signature

[Signature]

COUNTY OF RIVERSIDE
FILED TO BUIS:SS
OFFICE EXECUTIVE
RECEIVED RIVERSIDE COUNTY

Prev. Agn. Ref.:

District: ALL

Agenda Number:

3.30

FORM APPROVED
COUNTY COUNSEL
FEB 05 2004

[Handwritten notes]
1/17/04
For Deputy Bagley

Dept Recomm.: Consent Policy
Per Exec. Ofc.: Consent Policy

Attachment A

JUSTIFICATION

1. An extensive survey was performed by the hospital physicians, RCRMC personnel, and Purchasing for these patient treatment related supplies and equipment or services and this was the preferred source by physicians, who under State Code make that decision.
2. Patient-matched grafts are often required during surgical procedures and the hospital has to locate the nearest patient-match available. There are multiple transplant foundations that are non-profit organizations that provide bone, tendon, ligament, corneas, etc. transplantations. These grafts are in high demand and the supply of grafts by each foundation is based upon an established regional hierarchy. The grafts are allocated first to recovery hospitals, then to hospitals, and then to practitioners. Due to the allocation hierarchy patient-matched grafts are not always available from one source and it is of immense benefit to utilize other foundations as resources.
3. The vendor listed is the original manufacturer, patent holder, publisher, or only factory authorized parts and/or service center. Purchasing has been unable to locate an acceptable third party alternative and continues to search.

PRICE REASONABLENESS

1. The vendor certifies that the prices are the lowest offered any comparable customer.
2. Prices offered are Federal, State, or Local Government pricing. Prices paid are based on competitively bid/negotiated State or Local Government contracts.
3. Price and/or cost analysis was performed by the Purchasing Department and it was determined that the sole source vendor's price offer was reasonable.
4. Price and/or cost analysis was performed by the Purchasing Department and it was determined that the price offered by the vendor is comparable to other vendors providing like commodities.

VENDOR	ANNUAL EXPEDITURE	ITEM DESCRIPTION	SOLE SOURCE AND MULTIPLE SOURCES	JUSTIFICATION (See Attachment)	PRICE REASONABLENESS (See Attachment)	NET COUNTY COST	FUND SOURCE	IN CURRENT YEAR BUDGET
ACMI CIRCON	\$125,000	Surgical Supplies, Bovie Pads and Pencils	Proprietary	1	1	\$0	40050	Yes
ALCON LABS	\$115,000	Intraocular Lens and accessories	Proprietary Renewal	2	4	\$0	40050	Yes
ANSPACH	\$43,500	Surgical Instruments required for Orthopedic Implants	Sole Source Renewal	1,3	3	\$0	40050	Yes
ARTHREX	\$196,000	ACL Shoulder Procedure Instrumentation and Accessories	Proprietary	1	4	\$0	40050	Yes
BOSTON SCIENTIFIC	\$300,000	Specialized Catheters for OR, RT and Radiology	Proprietary Renewal	1,3	1	\$0	40050	Yes
CENTERPULSE (FORMERLY SULZER ORTHO)	\$308,000	Orthopedic and Neuro Implants	Proprietary Renewal	2	4	\$0	40050	Yes
DEPUY ORTHO	\$63,700	Orthopedic Knee Implants and Accessories	Proprietary	1,2	1	\$0	40050	Yes
EBI	\$64,600	Orthopedic Mesh Cathode, Plates, Fixation Pins	Proprietary Renewal	1,2	4	\$0	40050	Yes
GEN-SCI	\$107,000	Orthopedic Implant bone chips and putty	Proprietary Renewal	1,2	4	\$0	40050	Yes
INTEGRA NEUROCARE	\$96,400	Neurogen and Duragen Implants, Ventricular Kits	Sole Source	1,2	3	\$0	40050	Yes
INTERPORE CROSS	\$160,700	Spinal Fusion System	Sole Source	1	3	\$0	40050	Yes
JOHNSON & JOHNSON	\$400,000	Orthopedic Instruments, Bipolar Cords, Cranioplastic Kits	Proprietary Renewal	1,3	4	\$0	40050	Yes

VENDOR	ANNUAL EXPEDITURE	ITEM DESCRIPTION	SOLE SOURCE, MULTIPLE SOURCES AND/OR INDEPENDENT CONTRACTOR	JUSTIFICATION (See Attachment)	PRICE REASONABLENESS (See Attachment)	NET COUNTY COST	FUND SOURCE	IN CURRENT YEAR BUDGET
LIFENET	\$67,600	Various Tissue Grafts	Proprietary Renewal	2	4	\$0	40050	Yes
MEDTRONIC SOFAMOR DANEK	\$325,700	Orthopedic Valves, Rods and Spinal Implants	Proprietary Renewal	1,2	1	\$0	40050	Yes
MEDTRONIC U.S.A.	\$70,100	Heart Monitor Implant Device & Accessories	Proprietary Renewal	1,3	4	\$0	40050	Yes
MUSCULOSKELETAL TRANSPLANT	\$56,600	Skeletal Tissue Grafts	Proprietary Renewal	2	4	\$0	40050	Yes
NUVASIVE	\$56,700	Lumbar Tissue Grafts	Proprietary	2	4	\$0	40050	Yes
ORTHOPIX	\$68,500	Orthopedic Screws and Drills	Proprietary Renewal	1,3	4	\$0	40050	Yes
OSTEOMED	\$69,400	Oral Maxillofacial Implants and instruments	Proprietary	2	4	\$0	40050	Yes
SMITH & NEPHEW	\$62,000	Orthopedic Plates, Screws, Nails and Instruments.	Proprietary Renewal	1,3	4	\$0	40050	Yes
STAAR SURGICAL	\$68,000	Intraocular Lens and accessories	Proprietary Renewal	2	4	\$0	40050	Yes
ST. JUDE MEDICAL	\$149,700	Pacemakers	Proprietary Renewal	1,3	2	\$0	40050	Yes
STRYKER LIEBINGER	\$316,500	Neuro Plates, Screws, Pins	Proprietary Renewal	1,3	4	\$0	40050	Yes
W. L. GORE	\$82,800	Vascular Grafts	Sole Source Renewal	2	3	\$0	40050	Yes
WALTER LORENZ	\$33,000	Cranial & Maxillofacial Implants and Instruments	Sole Source	2	3	\$0	40050	Yes
WRIGHT MEDICAL	\$112,300	Reconstructive Implants for Knees, hips & other joints	Proprietary	2	4	\$0	40050	Yes