

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

153



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
9/9/04

**SUBJECT:** Agreement between Genzyme, Inc. and Riverside County Regional Medical Center (RCRMC)

**RECOMMENDED MOTION:** That the Board of Supervisors:

- 1) Ratify the Agreement with Genzyme, Inc. and Riverside County Regional Medical Center for the performance period of July 1, 2004 through June 30, 2005;
- 2) Authorize the Chairman to execute the amendment;
- 3) Direct the Clerk of the Board to retain one original and return two (2) original copies of the amendment to Riverside County Regional Medical Center - Contract Administration for further distribution and processing.

**BACKGROUND:** This Agreement is for specialized surgical pathology testing services used in the treatment of cancer and leukemia. Genzyme, Inc. is the premier institution for these studies and simultaneously affords RCRMC direct telephonic access to surgical and hematological pathology. Genzyme, Inc is one of two laboratories in the area that provide the expertise, and combined services required to provide expert diagnostic pathology services at RCRMC.

DB/cm  
FORM APPROVED  
COUNTY COUNSEL

SEP 16 2004

BY *[Signature]*

*Douglas D. Bagley*  
Douglas D. Bagley, Hospital Director

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 75,000.	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	04/05

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

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

**County Executive Office Signature** *Dan Martin*

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

**Prev. Agn. Ref.:** 2/3/04 | **District:** | **Agenda Number:** 3.13

**ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD**

3.36

Purchasing: *[Signature]* ASST, Director  
Departmental Concurrence

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**BACKGROUND (Continued):**

Laboratories outside of the area are not able to provide these services due to the timeframe necessary to deliver and process specimens. In addition, Genzyme, Inc. provides the use of a comprehensive antibody library, staining and reporting of slides. RCRMC Physician's have confidence with Genzyme, Inc. for their past performance and the highly trained customer service department that is able to answer technical or logistical questions.

All submissions are returned to the RCRMC submitting pathologist for review and clinical pathological correlation. All diagnoses submitted by Genzyme are reviewed for completeness and accuracy. Any discrepancies are challenged by the submitting pathologist and brought to the attention of the Pathology Department Chair for further consideration.

**PRICE REASONABLENESS:**

The Department of Pathology at RCRMC again this year received and compared pricing and services from Genzyme, Inc. and Esoterix, Inc. for the performance of Pathology Consultative services and specialized testing used in the diagnosis of patients with clinical pathology.

In addition to Genzyme, Inc. having the lowest cost of the two vendors compared for this area, they are the physician preferred institution for meeting the testing and consultative requirements.

**JUSTIFICATION FOR DELAY:**

RCRMC researched the market again to insure pricing received was fair and reasonable.